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JAN. 3, 1890

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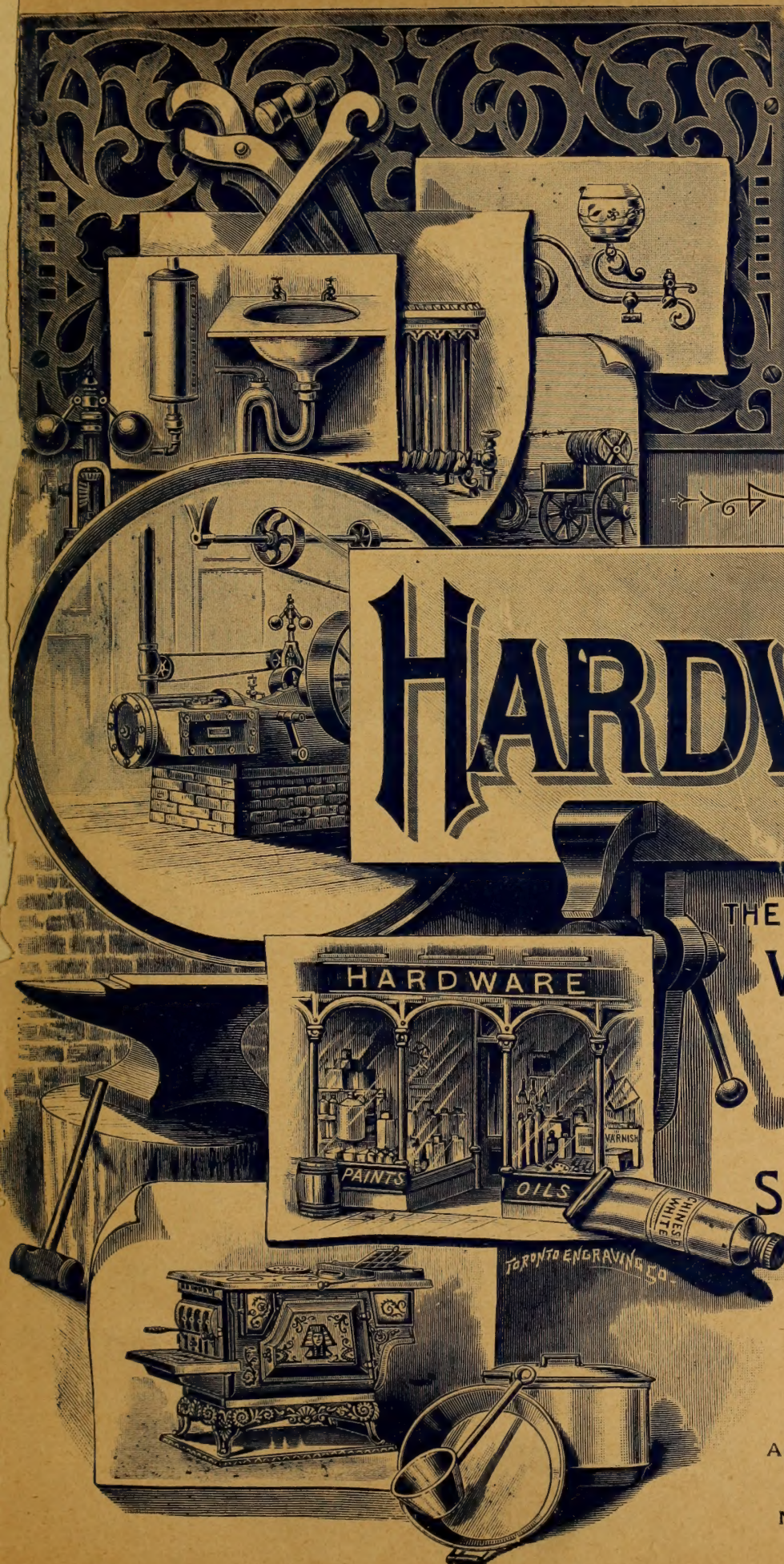
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THE ORGAN OF
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SHEET & SPUN
METAL
TRADES.

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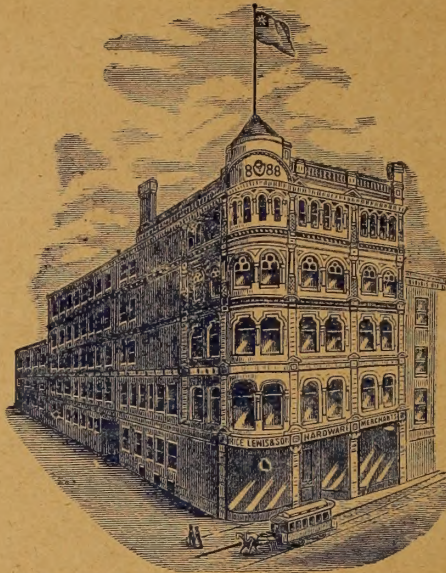
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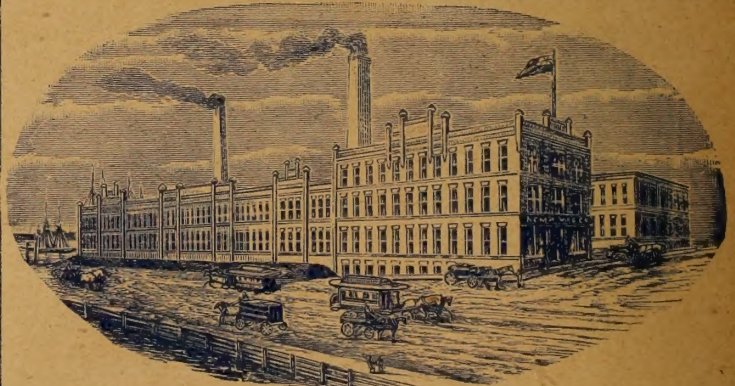
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J. B. McLEAN, Publisher, 6 Wellington Street West, Toronto.

Vol. 2.

TORONTO AND MONTREAL, JANUARY 3, 1890.

No. 1.

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. Hugh C. McLean, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

SHOULD RETAILERS CAN- VASS?

During their visits to the retailers of this city, representatives of HARDWARE have heard constant complaints that certain members of the trade had canvassers out among the builders and contractors canvassing for trade. This practice seems to have become quite general lately, many having to adopt it in self defence. Now, to use the words of a well-known retailer, when a man is about to put up a seven by nine woodshed he is overrun by canvassers to sell him nails. There might not be much objection to a firm adopting this policy if they stuck to the prices at which they sell at their counters adding a sufficient amount on each sale to pay for the canvassers' salary, but this they do not do. On the other hand, they have commenced to cut prices, and, in some instances, they have been selling staple lines at less than cost. This is where the trouble comes in, and unless some firms mend their ways in this respect they may themselves get into trouble. It is urged on behalf of this practice that grocers do it, and find it to their advantage, but the case of the grocer is very different. He canvasses, not for the purpose of soliciting new trade, but to suit the convenience of the housekeeper; she cannot always get out to the store, men always can. We quite agree with the remark made by one of our readers that if the hardware merchants had an association they might talk the matter over and consider as to whether they are building or ruining their trade by canvassing in this way. We should like to hear the views of some other members of the retail trade on this question.

Alex. Moir, aged 68, founder of Moir's machine works, Halifax, dropped dead on Monday, while playing with his grand-child.

THE PLUMBERS' ASSOCIATION.

This useful body is not growing fast enough. It already numbers many of the most skilled master-plumbers in the city, but it has not all of them. A good many stand aloof from the benefits of organized fellowship, although it is in the interests of their common trade. It is not easy to see why. The old idea that a man lost anything by readiness to communicate to others any special knowledge he possessed, has but a slender hold nowadays, and nothing else has operated to the weakening of its hold so much as organization. An association of fifty members of any trade may not have a man above mediocrity on its list, but the chance is that the fullest, most expert knowledge of that trade can be obtained from that association. The reason of this is that our knowledge is not all identical, that each man has a part complimentary to the sum of all the other parts, and thus is as useful a member of an association as is the property owner a useful member of the political community. We do not think, therefore, that any tradesman should stand apart from his fellows who make themselves into a society for the interests of their trade. He prevents perfection being attained by the degree that his portion of special knowledge in it is great or small. The merest modicum of proficiency is something towards the complete roundness of the whole science or art. But a man does more injury to himself by voluntary isolation than he does to his fellow-laborers. If they are enthusiastic and progressive they will soon develop useful effects of organization that were not foreseen when they began. A stock of information will be collected which will be enriched by the thought and practice stimulated by social co-operation. A school will be established in which all will be learners and teachers. This is the best way to secure the highest proficiency in any art. Indirectly workers will improve, the craft will be made better all round, and spiteful opposition will be deprived of its sting.

But the Plumbers' Association has more to complain of than the lack of confraternity shown by plumbers who remain outside of

the Association. There are a good many members who make little of their membership. They appear to be lukewarm, and attend very irregularly. Nor when they are present, do they show as warm an appreciation of the institution as they should by taking a hand in the affairs of the meeting. New subjects of importance are constantly cropping up. Some man finds a peculiar problem presented by a job he is working at. He brings it up. Light is let in upon it, for the edification not only of himself, but of every man equally unfamiliar with such a case. New things are constantly up for discussion. Sanitary matters are given very liberal attention. Also, everything that is vexatious about a man's work becomes more easily borne if he is in the midst of a strong body of sympathy.

There are some plumbers, however, who seem to misinterpret the objects of the Association. They look upon it as that which should stand by them through good and evil. If a man gets into a row with the inspector, he should not expect support because he is a brother member. Let him get into no row until he has presented the question before a meeting of the Association, and then if his course is approved he may look for support in his pursuit of it. If not, let him yield to his fellow-members' and his inspector's will.

LEADING LINES.

Years ago, when a dealer made a sortie on the trade of his rival, it was usually along a line that every storekeeper was supposed to be free to move as boldly as he pleased in. This was the leading line, and along it a man might revel in price cutting. One might visit many stores in different parts of the country, and find an opening in the trade of left each for reckless competition, but he would find the opening to be upon the same line in all. Thus, there was usually but one leading line, and the last of those old single lines was sugar.

The leading line acted as a flood-gate to a full stock. If a man once got custom through the low prices of his sugar, he expected to send a lot of his other goods the same way as his sugar went. Competition, though very

keen and usually ruinous to profits along this line, was at all events on the same ground, and was limited to one article. The leading line was to the trade very much what a sacrifice market is to an exporting country. The latter, to relieve its own over-production or to crush the same industry in another country, will send a line of goods into that country at far below cost. It has then not too much stock to bring prices down in other markets, and it has no dread of the producing country whose own demand it has so cheaply sated. In the same way as the sacrifice market, so the leading line is an outlet to the stock on hand.

Nowadays the leading lines can not be counted, because every man has several, and no two men try to keep their competition in the same channel. If a customer should visit twenty-five grocery stores in any city, we believe he could buy every article kept in a grocery for cost price. Thus by a little careful selecting, a man might buy throughout the whole grocery range in retail quantities at wholesale prices. This is because dealers have quit the old conservative courses of competition, and have taken to price-cutting in all departments that momentary expediency beckons them into. This is very shallow, and unworthy of the business enlightenment of these times. If one man can bring people to his store by the low prices of three or four articles, he cannot expect to sell more than these, while he is aware that the other articles of his stock are the cheap ones in another store. If merchants would only make their way back to a universal leading line, they would disenfranchise themselves from the more oppressive conditions of business competition.

WHAT SHALL WE DO WITH THE BOY?

When the time arrives that a boy leaves school and enters upon the trade, calling, or profession that he intends to pursue, he is not likely to look upon it as the most momentous time of his life. A great deal depends upon his fitness for the work, and whether he is adapted for it, and if he only could realize it, his future destiny is probably determined at this time.

How many boys take a position, whatever it may be, trade, clerkship, or other employment from any particular choice they may have for it? Very few; by far the large majority accept the first position offered. The boy may be totally unfit for it, although it may be some very inferior employment, whereas if a position acquiring some ability had been offered at the same time, and accepted, the boy would have made his mark.

A writer says—"It is a well known fact that but a small majority of the boys of today, are choosing a business because they seem to be adapted to it. Parents imagine their boys should be doctors, or lawyers, or

almost anything else but mechanics or tradesmen." Just so, and it is not at all unlikely that the writer of the above, if the parent of some good lively boys, not only imagines that his boys should enter one of the professions, but will most likely have them do so.

We hear and read a good deal about the tendency in these latter times to avoid the trades and make the boys something else. Now, we by no means would discourage any boy from learning a trade. It is an honest way to earn a living, and we think that a large number of the young men who drift along in idleness until they reach the age of manhood without any handicraft or other means of making a living, make a great mistake that they do not, when a suitable age, apprentice themselves to learn a trade, and save themselves from the necessity of earning a living by performing the lowest and hardest kinds of work. We also think that all boys who have a preference for mechanics should follow it, but all boys have not that desire, and to force them to it, because certain writers and talkers are continually deploring the degeneracy of the age in this respect, is all humbug.

Now let us examine this question a little. A mechanic, the father of a family of boys, looks at the question in this way. He has been working at his trade for years, probably has had steady employment at fair wages, and has succeeded in bringing up his family respectably, but has not been able to save anything. Naturally he wants to see his boys do better than he has done. He knows that the chances for a mechanic to make anything for his old age is very slim. He has had to work from seven in the morning until six at night, year in and year out.

On the other hand, he can see other employments that young men are engaged at, in which they receive larger pay before they reach their majority than he ever received in his life; their hours are shorter and the work easier. Is it any wonder that this man looks out for something different for his boys?

The boys know the struggles that the father and mother have had to keep a home and clothe and feed them. They determine to try a business that promises to do more for them than mechanics has done for the parent, and in many cases they succeed in placing themselves in positions far superior to that of the parent.

How many mechanics do not succeed as well as the one described, who do not know what it is to have constant employment at fair wages? They are legion. The trades are overdone, the same as all other callings, so that there is not much encouragement for any boy of ordinary intelligence to learn a trade with a view of being anything better all his life.

Socially, the mechanic is looked upon as lower in grade than the clerk, and so on, to

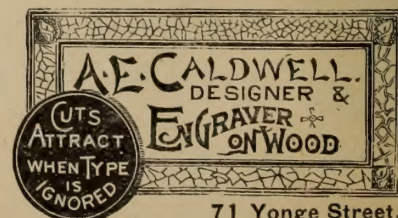
the professions. This may be wrong, yet it is a well known fact.

The sons of merchants and professional men do not learn trades. If it is the proper thing to do, why don't the parents of these boys put them to learn trades? They know better; they don't practice what they preach; they know that there is no money in it; that their social position is not so high; that the work is harder, is more precarious and the hours longer than nearly all other employments, therefore they do not have their sons learn trades.

Most decidedly we say every boy should learn to be something, be it ever so humble. He should be placed in a position by his parents to earn his own living, to be independent; but that something is not necessarily a trade. If possible, let the boy be what he desires; he will be more likely to succeed in the calling of his choice, and if he has no inclination for the mechanics, don't try to make him one.

The prospectus of the Belleville Rolling Mills Company has been published. The provisional directors are: John J. Anderson, ironworker, Hamilton; John Milne, McNab street, Hamilton; John Munro, mill superintendent, Belleville; Thomas Higham, ironworker, Hamilton; F. Fitzgerald, barrister, Hamilton; provisional secretary, J. Ferres, 38 James street, Hamilton. The directors state that the high price of iron abroad makes importation unremunerative, and that as existing mills cannot supply the demand, there is an excellent opening for the industry which they propose to establish. This advance in price they regard as no mere temporary inflation, but a bona fide revival of the trade—a return to normal conditions. Even during the past depression the rolling mills of Canada have evidently prospered, owing mainly to the policy of protection, the duty on scrap being \$2 and on finished bars \$13 per ton. It is proposed to form the company with a capital stock of \$120,000 authorized, and to solicit subscriptions of \$80,000, of which \$60,000 shall be subscribed before active operations are commenced. Their plant, which will comprise a guide mill and a bar mill of thirty-five tons daily capacity each, and all other necessary machinery and appliances, is estimated to cost, with buildings and all in running order, excepting scrap and fuel, \$46,000.

Honor is to business men what courage is to the soldier; what zeal is to the advocate; or impartiality to the judge.



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In 100 and 200 feet boxes.

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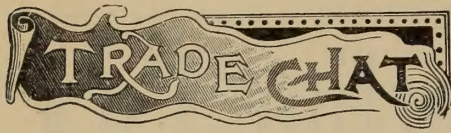
In 100 and 200 feet boxes.

The above words and brand are on every box of Window Glass made by them. None is genuine without this Trade Mark. We warn our friends and others against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

ADVANTAGES—Stronger boxes, better packed, average loss from breakage less than ONE PER CENT. It is freer from streaks, scratches and blisters, and also is perfectly flat.

Satisfy yourself by ordering one box as sample. Address—

55 & 57 VICTORIA STREET,
TORONTO.



Mr. J. F. Maunder, Little Brittain has taken over his father's carriage business.

J. P. Foueen, tinsmith and stove dealer, Schomberg, is dead.

The Haggart Manfg. Co., Brampton, sold \$140,000 worth of machinery during the year, and paid \$30,000 wages.

On Christmas, the remains of the late Mrs. Hourigan, wife of James Hourigan, manager of the Dundas Edge Tool Works, were interred.

Some of the employes in the blacksmith shops, in connection with the Harris car works, St. John, N. B., are on strike, in consequence of the winter cut in wages.

Robert Evans, an employe of the car wheel foundry, at St. Thomas, had his hand badly crushed by a car wheel weighing 700 pounds falling upon it.

Mr. Albert Lewis, foreman of the moulding department at Stevens & Burns', London, was presented by the men under his charge with a handsome meerscham pipe.

Messrs. A. T. Paterson and R. G. Leckie, of the Londonderry Steel Works, interviewed

the Minister of Finance the other day relative to the duties on iron. They urged that the duty on scrap iron be increased.

At the residence of Mr. Walter Slocum, Sarnia, Miss Mattie, his youngest daughter, was united in marriage to Mr. A. G. Laschinger, of the Lawrie carriage works, on Thursday last.

Mr. J. M. French, representing the Peuchen Paint Company, Toronto, had an interview with the Minister of Customs last week, with reference to the duty on paris green. The company proposes to go somewhat extensively into the manufacture of the article, which is now all imported, and for that reason want the duty increased from ten to twenty-five per cent. It is probable the increase asked for will be granted.

Some time since a man named Pierre Hudon, aged 40 years, was employed in Letang's hardware store, St. Paul street, Montreal, and being discharged he entertained considerable ill-feeling against the proprietor of the store. On Monday, Hudon came into the shop and purchased a revolver. He then proceeded to load the weapon, and at once aimed at the merchant with the probable intention of firing, but Mr. Letang rushed at his assailant and knocked the weapon out of his hand. The police were called in and Hudon was marched off to the station.

The Port Hope people are getting anxious about the safety of the Electric Light Co's. dam in their town. The long spell of wet weather has kept the pond full, and put a strain on the dam that has been rather trying to it. On the night of the 24th ult., the water stood level with the top of the earth bank, and stumps and logs choked the openings between the cribs. The Globe File Co., in self defence, removed some of the logs in the stream, and thus relieved the pressure against the bank. The pond is a large sheet of water with a head of from fourteen to twenty feet. If the dam should give way, there would be a repetition of the Alton disaster.

A well-known agricultural implement manufacturer from Western Ontario said to-day that he did not see what earthly use the enormous duties on pig iron were. It has not had the effect of creating an industry, for, as far as he is aware, pig iron is not produced in any part of the country. Certain it is that Ontario manufacturers get their pig iron from the Southern States and paid a duty of about \$4 a ton on it. Of course this sum had to be added to all their productions into which iron entered. The tax might be borne uncomplainingly if it was the means of creating an industry, but as it failed to do that, it should be abolished and give the farmers a chance to get cheap implements and tools.

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Black Sheet Iron.
Extra Polished Sheet Iron.
Galvanized Sheet Iron.
Corrugated galva. sheet iron.
Russia Sheet Iron.
Iron Pipe and Fittings.
Iron Wire, Barbed Wire.
Sheet and Block Zinc.
Sheet and Pig Lead.

Sheet and Pig Copper.
Pig and Bar Tin.
Half-and-Half Solder
Granite and Agate Ware.
Copper Pitts and Kettles.
Stamped and Japanned Ware.
Stovepipe Elbows.
Stovepipe Dampers.
Stovepipe Wire.
Stovepipe Varnish.
Stovepipe Collars.
Stove Trucks and Carriers.

Stove Boards.
Stove and Shoe Polish.
Coal Hods and Vases.
Coal Tongs and Fire Irons.
Fire and Snow Shovels.
Fire Racks, Patent.
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Building Paper & Carpet Felt.
Kearney & Fooks' Files.
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Prize Essay on "How to Sell Goods."

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None are genuine unless bearing the

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British Plate Glass

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SOME SUGGESTIONS FOR SALESMEN.

Good salesmen do not give a thought to personal appearance in busy moments.

One of the best salesmen says the seller should only talk enough to keep the buyer talking.

The best salesman of the future will not be ignorant or illiterate—the day for such has gone by.

It is certainly true that salesmen of ready and fluent speech, good talkers, are often surpassed by those who say little.

There is a maxim, "When you buy, keep one eye on the goods and the other on the seller. When you sell keep both eyes on the buyer."

Some purchasers are as fond of talking as the man who talked to himself when there was no one else to listen, and gave as a reason that he "liked to talk to a good man, and liked to hear a good man talk."

Salesmen who are good listeners are usually good observers, and consequently they grow intelligent. If a point can be made clear at all it is all the clearer by brevity, and sensible people prefer evidence to eloquence.

One of the best faculties of speech for a salesman as it is for any person who has to convince others, is that of a short, plain and pithy illustration. It strikes home. Long-winded stories are tedious, and so are hobbies.

The salesman speaks to explain, convince and persuade, and he should keep his final aim constantly in mind. He knows instantly the effect he is producing, and the more favorable it is the better he can talk, because his facilities are encouraged.

Salesmen are the most important of all young clerks, says a well known merchant. A good one will always increase your business, add to your profits, and be of the same service as a partner would have been. A poor salesman will drive away trade, and may ruin your prospects. Let "fancy" men severely alone. Avoid all "loud" fellows.

The salesman who thinks of the meaning and feels the power of a word when he uses it will naturally speak it earnestly and with

the right emphasis. Otherwise he will not emphasize it at all, and it is possible that a sale may hang upon the emphasis given to a few important words.—Michigan Tradesman.

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FOR HOISTING, MINING, TRANSMISSION OF POWER, TOWING, SHIPS' RIGGING, AND GUYS, LANG'S PATENT WIRE ROPE FOR TRANSMISSION AND COLLIERY PURPOSES, ETC., ETC.

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●● Silverware ●●

ROOFING MATERIAL, CORDAGE, CROSS-CUT SAWS.

See our Eleven Hundred Page Hardware Catalogue.



THE CAR-STOVE STILL WITH US.

Inasmuch as heating cars by steam has been shown to be practicable, and railroad companies have actually dispensed with stoves in their trains where they were compelled by law to do so, it is not surprising that some indignation has found expression in the newspapers over the fact that another winter is upon us and the car-stove is as familiar a companion on many roads as ever. This is a case where excuses and apologies for inaction and delay appear to have lost their force. The necessity of the reform has been shown. Already this season it has been freshly illustrated by a railroad wreck in which the car-stove played its usual destructive part. The question is a very natural one under the circumstances, Why is the car-stove still tolerated?

We know of no answer to it, except that railroad companies are characteristically, habitually and defiantly independent. Public opinion does not affect them in the least, and they have no very profound respect for law, for they have unlimited facilities for availing themselves of its flaws, intricacies, evasions and delays. As for the people, collectively considered, the average railroad company regards them merely as something to be "handled" and got out of the way, but utterly scouts the idea that the people have any right to be heard on any question of railroad management, however vital to the public safety or comfort. Railroad companies are swift enough to apply to legislatures for convenient charters, to the courts for enforcement of claims and redress of grievances, and to the police for protection against violence; but if the people want anything of them, whether in the way of information or accommodation, they are either rebuffed or simply ignored. We assume that it never occurred to any railroad magnate that legislatures, courts and police are merely agents of the people—are in fact the people acting through certain instrumentalities. If the people did not hedge them round with guarantees and guardianship and the strong support of law, the railroad companies could not transact their business. But the companies know that railroads are a necessity of civilized life, and that almost anything can be borne rather than a suspension of their traffic. Hence, as we have said, they are gloriously independent.

The car-stove is merely an example of the general idea, the pervading principle of railroad management. It is as futile to ask why the car-stove remains in its accustomed

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Complete stock now on hand. Send for prices. Quality and price guaranteed. Largest assortment of Tinnery Sundries in Canada.



Thos. Davidson & Co., Montreal.

corner, ready to kindle a conflagration of which human beings shall be part of the fuel, as it is to ask why sufficient cars are not provided to carry the quota of passengers, or to put any other idle and meddling question which, even if you do put it, will be wasted on the desert air, and never penetrate those august inner chambers where the gentlemen sit who get your money.—Mechanical News.

AFTER NATURAL GAS, WHAT?

Many consider the exhaustion of natural gas supplies perfectly certain within a short period. They point to the reduced flow of some wells as proof. There are also other arguments which have weight. The exhaustion of certain districts also lends color to their statements. Others believe that gas, like coal, is one of those material products which man cannot exhaust in many generations. But if the gas lasts, there are cities beyond the reach of pipe lines. What are they to do? The question is pertinent for them. Just now Mr. Henry O'Hara, of St. Louis, is said to have a process in hand by which he will manufacture a gas from Lima oil. This costs $1\frac{1}{4}$ cents per gallon and the gallon produces 1,000 feet of gas. Mr. O'Hara is the capitalist and has a plant at work. This sounds promising. But Lima, Ohio, cannot supply more than one city with oil for gas. What for the rest of the world?

Some fifteen or sixteen years ago, when cheap gas was a dream, and no one expected that New York would ever see the price of gas below \$2.50 per thousand feet, Prof. Wirtz of Hoboken studied the gas problem pretty thoroughly. A chemist of long experience, he was up in all the manufacturing details, and after investigating several of the leading processes, said repeatedly to the writer that gas could be sold in New York City at a profit of 18c. per thousand cubic feet. The friends who heard him believed but did not hope. In giving that figure he stated frequently that eight cents would represent profit beyond all question. It is a question to-day whether the figures could not be vastly reduced. But if New York

could have a heating gas at eighteen cents per thousand, there would be little need of introducing natural gas. Such a figure would simply revolutionize manufactures here. The difference in cost between that and natural gas would be more than made up in the saving of freight from the west.

With such gas at hand, the single blast furnace in the Jersey meadows would be surrounded by iron and steel works of various kinds. Instead of one or two gas engines to the square mile, they would become almost as common as the steam engine. The gas-driven caloric engine would be found in almost every house.

It is worth the time of every man to consider these facts. Processes and plants have been devised. Even works on the older systems can do things which have never yet been dreamed of, if only public wants could be brought to bear upon them. The electric light forced the gas companies to make money. The demand for cheap gas would force them to save some 8,000,000 cubic feet of gas they are now wasting, and compel them to make money as they have never done before.—Mechanical News.

THE TINPLATE TRADE OF GREAT BRITAIN.

In the first months of 1887 the exports of tinplates from this country to all ports were 299,122 tons. In the same period of 1888 the total rose to 330,918 tons, and this year, to October 31, our exports were 361,211 tons. To meet this enormous expansion in the demand the mills in existence a few years back would have been quite inadequate, and year by year as the demand has expanded, so has the productive power increased, so that at present the mills and tinning houses in South Wales are fully able to cope with the demand, and if anything approaching a scarcity of tinplates occurs it will be owing to the scarcity of steel, for largely as the steel making plant in South Wales has increased, it is still hardly able to meet the requirements of the tinplate makers. Five years ago our list of tinplate works in the

United Kingdom showed that 367 mills were in existence, and 340 were at work. We have during the past week communicated with all the tinplate manufacturers in order to revise our list of works and brands, which will appear corrected in our next issue. From the returns received, it appears that there are now 480 tinplate mills in existence, and of these about 460 are in active operation, so that in five years the active total of mills has increased about 40 per cent. If we also take into consideration the superior producing and finishing powers of the new mills and works, it may fairly be assumed that the total capacity of the tinplate works of Great Britain is nearly 50 per cent. greater than it was five years ago. The export demand has expanded enormously, and that the home demand is greatly increased is evident from the readiness with which the market absorbs the output of the enormously increased number of mills now in operation. Comparatively few new works have been started since 1885, but since then the number of mills has been doubled, or more than doubled, at existing works.—London Iron and Steel Trades Journal.

MAKING RUSSIAN SHEET IRON

A Russian refugee named Michael Nicola-witch, who claims to have been employed in those works where the famous Russian sheet iron is made, recently visited Pittsburgh. In describing what he had seen of the methods employed in those mills, he said:—"I am not acquainted with the manner in which the iron is treated before it is rolled, as I was employed only where it was handled after leaving the furnace. The refined iron is hammered under a tilt hammer into narrow slabs, calculated to produce a sheet of iron fifty-six inches by twenty-eight inches—weighing when finished from six to twelve pounds. These slabs are put into the reheating furnaces, heated to a red heat and rolled down in three operations to something like a sheet. This must again be hammered to reduce its thickness and to receive the glance or polish. A number of these sheets having been again heated to a red heat have

charcoal, powdered into as fine a powder as possible, shaken between them from the bottom of a linen bag. The pile then receives a covering and a bottom in the shape of a sheet of thicker iron and is placed under a heavy hammer; the bundle is grasped with tongs by two men, and is pushed backward and forward by them, so that every part may be well hammered. So soon as the redness goes off, the sheets are finished, so far as that part of the operation goes. Thus far they have received some of the polish. They are again heated, and treated differently in this respect, but instead of having the layer of powdered charcoal placed between them, each two red hot sheets have a cold finished sheet put between them and again hammered. After this process they are finished, so far as the thickness and glance goes. The sheets are thrown down separately to cool, after which they are taken to the sheers, placed on a frame of the proper size and trimmed. After being weighed they are rolled into firsts, seconds and thirds, according to their polish and freedom from spots and flaws. A first class sheet must be like a mirror, without a spot on it, the same as can be seen on the jacket of a locomotive boiler. Four heats are required to finish the sheets. Besides the finished sheets, a quantity of what are called red sheets are made, which are not polished and do not undergo the last operation. I

was never able to learn what the proportions of the different materials in the iron were, but I do not think it would differ a great deal from that used in the domestic sheet iron of this country."

M. Barbour, President of the National Association of the Manufacturers of the United States, has issued a timely letter to members of the Association. In it Mr. Barbour points out that the advance in iron, causing a large increase in the cost of production, should be taken into consideration before the annual meeting of the Association in February next. It is a fact well known to the trade that there was but little profit in manufacturing stoves previous to the advance, and with it added, that little profit has become much less. It is inevitable, therefore, that an advance must soon be made in the price of stoves if manufacturers expect to continue in business. Nearly every staple article in which iron enters has been advanced in price within the last few months, stoves being one of the few exceptions.

You can always trace a registered letter, and a copying-press for letters is a sensible investment, if used.

"A good name is rather to be chosen than great riches."—Solomon.

Patronize the manufacturer who, to your knowledge, sells unadulterated goods.

Balance your cash every day.

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TABULAR STEEL BOW SOCKETS FORGINGS CARRIAGE AND DROP.

The undersigned is now manufacturing full lines of

CARRIAGE :- - : HARDWARE,

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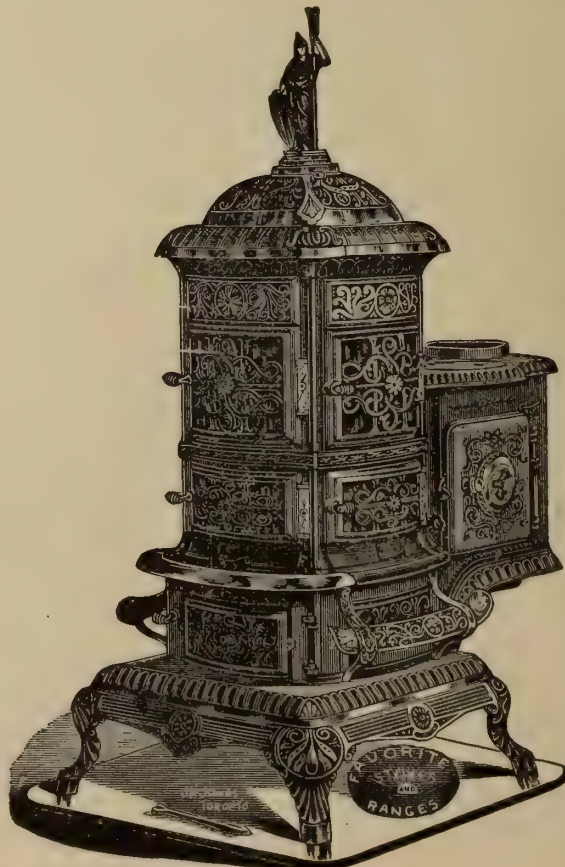
Do not forget that STEEL TUBULAR BOW SOCKETS are now manufactured by me, and supplied promptly.

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GEO. GILLIES,

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I AM
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Beautiful exterior, unrivalled as a baker and a complete success as a seller. I am the cheapest line to be had anywhere. Orders from the trade respectfully solicited.

CHOWN & CUNNINGHAM

Kingston, Toronto, New Westminster.



HEATING TRADES.

The past season has been a busy one for all those engaged in the larger heating trades. Most of the contracts are now completed, and work that has not been finished up, will soon be.

With the growth of the city grows the heating trade. We are within the mark in saying that fully twenty-five per cent. more heating apparatus have been put into buildings during the past year than any former year. The demand outside, has also increased; in fact people in the towns and cities, and in the country are fast adopting these systems of heating in preference to stoves. Nearly all the good class of farmers' houses now being erected are having furnaces fitted into them.

Prices have ruled low. Competition being keen has kept prices down. This is not good for the manufacturer nor the purchaser. There being a tendency upon the part of the cutters in price to lower the quality of their work, the purchaser does not get what he should have.

The time must soon come when furnace work will have to come under inspection

laws. The slipshod and cheap class of work done by some men is not safe, and as this fact will sooner or later be realized by those interested, the insurance men, there will be a demand for some kind of inspection, to prevent work of the class described being allowed into any building.

Now that the public have gone so largely into adopting the furnace for heating purposes, it would be a pity to bring distrust upon this system by bad and dangerous work; it would be far better to do less work, do it right, and thus build up a trade that will stay.

Mr. Hamblin, one of the oldest plumbers of Chicago, made an address before the Master Plumbers' Association of that city. A portion of it we give below, believing it will be of interest to new beginners:

Mr. Hamblin prefaced his remarks by saying that if there were any present who were not plumbers he hoped they would be in the near future.

"If you will go back to your school days," he said, and pick up your arithmetic and natural philosophy and follow me, I may not tell you anything new, but will recall to mind something you have not thought of recently.

"I would advise you to devote a portion of your time each day to reading up such problems as pertain to the plumbing trade, such as hydraulics, hydrostatics and pneumatics. Hydraulics treat of fluids while in motion. Let us see what it has to do with plumbing.

Water is a fluid, and it is essential that we have an adequate supply for our wants. To get that we must have our supply-pipes of suitable size; for example, we have a four-story building, with a $\frac{3}{8}$ opening on each story. In all we must have a supply equal to four $\frac{3}{8}$ openings, all being of a circular form. We find one $\frac{3}{8}$ opening equal to 25 $\frac{1}{8}$ -inch openings and four $\frac{3}{8}$ equal to 100 $\frac{1}{8}$ -inch openings. We find a $1\frac{1}{4}$ -inch pipe is equal to 100 $\frac{1}{8}$ -inch pipes. Now, if all the openings are open at the same time and the pressure equal to the height we could get water from them all at the same time, but if the pipe should be smaller we could not. Therefore look well to the openings you want in the building before you put in a supply-pipe.

"Hydrostatics treat of the equilibrium of liquids and of their pressures on the walls of vessels containing them. For instance, a cubic foot of water contains 144 columns 1 foot in height and 1 inch square. The United States standard weight of a cubic foot of water is $62\frac{1}{2}$ pounds. Now, if we were to place each column over the other we would have a column of 144 feet, or equal to $62\frac{1}{2}$ pounds to the square foot at the bottom; and if we should enlarge the bottom inch to 1 foot square we would have a pressure on the bottom of 9,000 pounds with water at the height of 144 feet. Therefore you should look well to the strength of your boilers and tanks.

"Pneumatic treat of the mechanical properties of aeriform fluids, such as their

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METAL WORKS

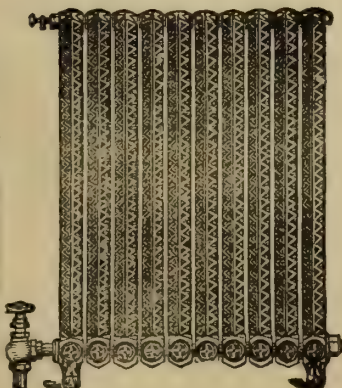
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The Best, Strongest & Handsomest in the Market



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weight, pressure, elasticity and motion. The great feature of aeriform bodies is the repulsive force which the molecules exercise over each other, and the consequent expansion of their bodies when pressure is removed. Atmospheric pressure on the surface of the earth is equal to 15 pounds to the square inch, and is equal to about 34 feet of water in weight and 30 inches of mercury. Through this we find the uses of pumps, syphons and other apparatus. A syphon is a tube bent so that the two legs are parallel. If the short leg is placed in a fluid and the long one is suspended over the top of the vessel and the tube exhausted of air it will remove all the fluid out of the vessel or until air is admitted at the short leg of the syphon. That is the object of having a hole in the tube of a boiler so as to receive air to prevent syphonage.

Traps are likely to be syphoned out if there is no air admitted. The object of vents, as we in a plumber's phrase call them, is to prevent this. There are still more serious drawbacks to traps than syphonage. The greatest, in my estimation, is capillary action; second, momentum; third, evaporation, and last, though not least, syphonage."

LAKE SUPERIOR QUARTZ.

Statutory notice has been issued of application to the Ontario Government for a charter of incorporation of a company to be formed to conduct mining operations at a location about six miles from Gravel River station, C.P.R., on the north shore of Lake Superior. The company will be known as the Gravel Bay Ontario Mining Company. The shares are \$5 each, but will be offered at \$2 preferential stock. Five well known gentlemen are the promoters, namely: Mr. Hugh Wilson, Provincial Land Surveyor, Mount Forest; Judge Kingsmill, of the County of Bruce; F. T. Silbey, formerly of the Silver Islet Mining Company; W. E. Price, of Montreal, and Mr. Walter A. Dixon.

The location proposed to be developed by the company is nearly 160 acres in extent, and was formerly known as the Vulcan mining location. The assay of the ore shows sixty per cent. of lead and a rich percentage of gold and silver.

Mr. E. J. Chapman, professor of mineralogy and geology in University College as far back as 1879, in a report on the location, said: "It forms a comparatively broad strip of flat and heavily timbered land immediately contiguous to the river, and then rises abruptly into a bold rocky escarpment of about 500 feet in height. On the northern portion of the location this escarpment is traversed by three well-defined veins, one of which throws out a broad string or feeder, forming practically a fourth vein. At the summit of the escarpment they present an average thickness of ten or twelve inches only, but widen considerably as they descend,

the vein being upwards of twenty feet in width at the base of the escarpment. In their continued expansion to a depth of at least 500 feet from their surface outcrop, these veins give promise of lasting strength, and warrant a more complete exploration. Sooner or later smelting works, for the treatment of the large amount of low grade silver ore now accumulating in the Thunder Bay district, will undoubtedly be erected, and in that case all the lead that can be raised in the surrounding country will be required."

IRON SMELTING IN ONTARIO.

A correspondent signing himself "Sandy" writes as follows to the Mail:—

"In your Kingston correspondence I observe some statements made by Mr. Thomas J. Brennan relative to the question of establishing a smelting furnace there; and the quality and quantity of the iron ores in the back country which an American company has been developing during the past year. I have just returned from a visit to that district (in the township of Darling), and cannot help thinking that perhaps Mr. Brennan has been poking a little fun at your correspondent, for it is not very long since it was stated in your Kingston news that the same ore was of so high a quality as to be 'worth fifty cents per ton more than the best ore mined in the United States.' This was probably too strong a claim for it, but anyone who has seen the ore knows it to be of very good quality.

Speaking of the ore from an adjacent property Mr. John Birkinbine, the well-known engineer of Philadelphia, reported:—"The sample, as analysed, shows an unusually low percentage of phosphorus and a percentage of iron greater than the average of the Lake Superior magnetites, and also than the oreas ordinarily won near Port Henry and at Crown Point, N. Y., and it can be cheaply mined, it is of unusual value." As to the quantity obtainable in this district only active mining operations and further developments can determine, but for say fifteen miles along the range iron can be found out-cropping in greater or lesser quantity on almost every lot, from the Kingston and Pembroke railway track to the foot of White Lake. I have no interest in the property, but I hope for the benefit of the district that the enterprising American gentlemen who have been developing the Darling mine may be able to come to satisfactory terms with the owners, and invest more of their capital in operating it. What we most need, however, for the development of the iron industry in Canada is a smelting furnace or furnaces, and surely men of capital and enterprise will ere long seize the opportunity presented.

"Referring to fuel supply, Mr. Birkinbine says that these ores 'are within easy reach of the best known fuel for smelting iron, charcoal, which can be delivered to an in-

dustry at rates much below the average of what similar fuel costs in the United States. There is no fuel which fulfils the requirements of a blast furnace better than charcoal.' Mr. Birkinbine estimated the cost of a ton of (charcoal) pig iron at \$12.85, which, with iron at its present market value, should ensure a very handsome profit, say fully 100 per cent., but if even a profit of ten or fifteen per cent. can be earned the business would be well worth attention. Perhaps your correspondent will some day go for a trip to Darling himself, when I venture to say he will be convinced that it has abundance of mineral wealth awaiting the hand of industry."

Mr. S. J. Ritchie, of Akron, Ohio, president of the Central Ontario Railway Company, was in Ottawa on Saturday, and had an interview with Sir John Macdonald with reference to the proposed extension of the Central Ontario road from Cochrill to Sudbury. Mr. Ritchie stated that surveying parties had been over the proposed route, and a good location was to be obtained. Capital was, of course, necessary to secure the construction of the line, and if Dominion and Provincial subsidies could be obtained the capital required would be promptly forthcoming. Mr. Ritchie says it is in contemplation to erect in the Madoc district one of Edison's magnetic ore separators. By this separator Edison, Mr. Ritchie says, has surmounted the obstacle which has hitherto stood in the way of the magnetic ores of the North Hastings district being mined on a paying basis. The device is a simple one and consists of running the ore after it has been finally crushed through a hopper, below which is placed a powerful magnet. This magnet draws the iron ore towards it and separates it from the "dross," which escapes in another direction. With regard to Mr. Edison's recent trip to Sudbury, Mr. Ritchie said he had not been with him, so could not state what his impressions were of the nickel deposits.

One day last week, while Mr. James Birchard, blacksmith, Beaverton, was making change in the course of business he accidentally drew from his pocket and let fall to the ground \$20 in bills. When he went to look for the missing money shortly afterwards it was not to be found. Somebody unknown had been there before him and pocketed it.

The loss which Mr. John Hayden, hardware merchant, Cobourg, sustained by fire on the 10th inst., was satisfactorily appraised and adjusted on the 12th as follows: Imperial, on stock, \$2,180.35; Imperial, on shop furniture, \$102.50; Aetna, on shop furniture, \$102.50; Aetna, on stock, \$1,852.50; Lancashire, on stock, \$655.25; Lancashire, on plate glass, \$45.00; Mercantile, on building, \$387.00; British America, on stock, \$1,311.50.

THE IRON TRADE ABROAD.

Our English iron trade exchanges of December 7-8, report trade as excellent. The Ironmonger states that the stocks of pig iron in Great Britain have been reduced by from 870,000 to 910,000 tons during the present year. The stocks on October 15th were 1,846,708 tons and on December 1st, 1,669,888 tons, a reduction of nearly 200,000 tons in forty-five days. The Ironmonger says: "Generally speaking, the market remains very strong, and it is held in many well-informed and experienced quarters that we shall witness a much higher range of values during 1890. There is now so little left of 1889 that it is almost out of the reckoning, but negotiations for supplies during 1890 are being pushed forward, and producers seem to be so convinced that further advances must come about that they are proceeding with great caution. Various leading members of the trade with whom we have been in frequent communication during the week express the most sanguine views as to the future, and indicate prices which they urge are sure to be reached next year, but which we prefer not to name at present. They seem to rely most implicitly upon the continuance of the

large demand, and, pointing out that our stocks have decreased by approaching a million tons this year, pertinently urge that only one thing can happen when the stocks are exhausted or nearly so." Hematite ores are selling at \$4.50 per ton net at the mines. Steel rails are quoted at \$35. Durham coke is selling at \$2.50 at the ovens. Business continues active in the Belgian iron

market, orders coming in freely at the new prices, buyers being less reluctant to pay the advances. The French iron market is still on the rise. In the German iron market the scarcity of pig iron, for which the demand is very heavy, has further sent up the price. Rates for finished iron and steel are likewise constantly rising.

"Better is it that thou shouldst not vow that thou shouldst vow and not pay." | Ecclesiastes.

MILK CAN & CREAMERY TRIMMINGS AND BODY STOCK.



We are prepared to promptly supply these goods this season in any quantity--Flat or corrugated centre hoop.

We make and supply everything used by Stove and Tinware Dealers.

Write for Prices and Discounts



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LONDON, TORONTO, MONTREAL, WINNIPEG.

SCRAP-

WE BUY AND SELL

Old Iron and Steel,

Copper, Brass, Zinc,

Lead, Old Rubber, Paper Stock, Rags,

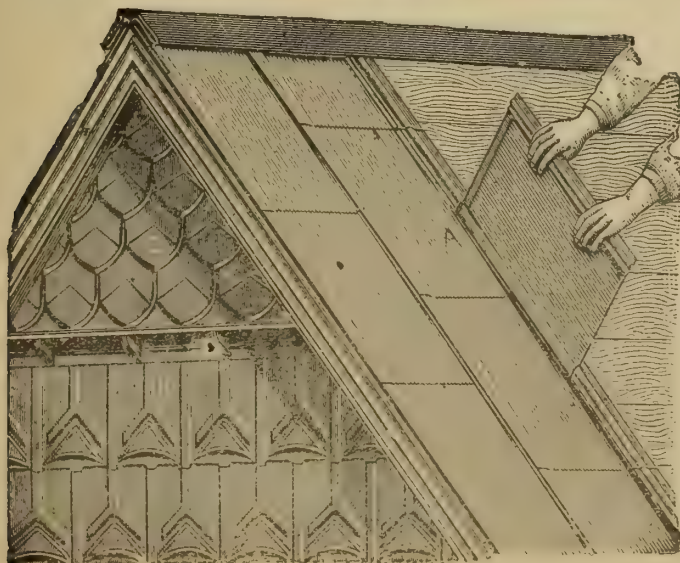
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Between Bay and Lorne Streets.

Broad Rib Sheet Steel Roofing.



The Cheapest and Best Metal Roofing and Siding in the Market. Can be Laid as Cheap as a Shingle Roof.

Specially Designed for FACTORIES, MILLS, ELEVATORS, Etc.

ANY ONE CAN PUT IT ON.

We have recently perfected machinery for manufacturing PLAIN SHEET METAL ROOFING under the Walter's Patent. This Patent possesses advantages of construction not found in any other Metal Roofing. IT DOES AWAY WITH THE NECESSITY OF TONGUING UP EDGES, DOUBLE-SEAMING, COPING OF RIBS, RIVETING RIBS, EXPOSED FASTENINGS AND CLEATS. No expense will be spared to make THIS ROOFING in quality of metal and perfection in fitting, the very best in America. For prices apply to the Sole Manufacturers in Canada:

The Canada Galvanizing and Steel Roofing Company.

22 LATOUR STREET, MONTREAL.

HE WAS ALL RIGHT.

Perhaps Masons will appreciate the following experience of a drummer in identifying himself as a genuine commercial tourist of Grand Rapids, Michigan, as told by the times of that city :

"Whence cometh thou, pard?"

"From the lodge of the Holy St. John, Michigan."

"What seek ye here to do?"

"To take a few orders and collect a bill of Billson."

"Then you are a drummer?"

"I am so taken and accepted by the boys."

"How may I know you to be a drummer?"

"By my cheek and my fifty pound sample case. Try me."

"How will you be tried?"

"By the square."

"Why by the square?"

"Because the square is a magistrate and an emblem of stupidity."

"Where were you first led to be a drummer?"

"In my mind."

"Where next?"

"In a printing office, adjoining a regular post of drummers."

"How were you prepared?"

"By being divested of my last cent, my cheek rubbed down with a brick, a bunion plaster over each eye, and a heavy sample case in each hand. In this fix I was conducted to the door of the post."

"How did you know it was a door, being blind?"

"By first stepping in a coal scuttle and afterwards bumping my head against the door knob."

"How gained you admission?"

"By benefit of my cheek."

"Had you the required cheek?"

"I had not, but Steve Sears had it for me."

"How were you received?"

"On the sharp toe of boot, applied to my natural trousers."

"What did this teach you?"

"Not to fool around too much."

"What happened next?"

"I was set down on a cake of ice and asked if I put my trust in mercantile reports."

"Your answer?"

"Not if I know myself, I don't."

"How were you next handled?"

"I was straddle of a goat made out of a 24x4, and trotted nine times around the room by four worthy brothers, and then trotted in front of the Left Bower for further instructions."

"How did he instruct you?"

"To approach a customer in three upright regular steps, with my business card extended at right angles, my arms forming a perfect square."

"How were you then disposed of?"

"I was again seated on the cake of ice in front of a dry goods box, and made to take the following horrible and binding oath :—

"I, Charles S. Robinson, do hereon and herein most everlastingly and diabolically swear, by the Great Tall Flush, that I will never reveal and always steal all the trade secrets I can for the use and benefit of the Most August Order. And I further swear, by the Baldheaded Jack of Clubs, that I will never give, carve, make, hold, take or cut prices below the regular rates. And I further swear by the Piper that played before Moses to never have any commercial dealings with any man unless he is sound on the goose."

"I was then asked what I most needed."

"What was your reply?"

"Money."

"What did you then behold?"

"A copy of Dun & Co.'s reports, open at chapter 'Muskegon.' Upon the open book rested a pair of drug scales, in one pan of which reposed ten pounds of concentrated lye, and in the other sat a small silver jack-ass."

* * * * *

"Shake! Brother! Will you be off or from?"

"Both, if I can borrow money enough to get out of town on."

"Have you any cigars?"

"I have."

"Give 'em to me."

"I did not so receive 'em, neither will I so impart 'em."

"How will you dispose of 'em?"

"On sixty days' time or two per cent. cash, F.O.B."

"All right, begin."

"No, you begin."

"Up." "Em." "Set."

"Set 'em up." The words and signs are right, Brother Snooks, he is a yard wide and all wool, and you can bet on him."

Brother Crookson and I each lent the chap \$5 and he left his many thanks and kind wishes.

CHARTERED BANKS.

The following is a list of the banks in Canada acting under a Dominion Government Charter:

ONTARIO.

Bank of Toronto.	Imp'l Bank of Canada.
Can. Bank of Commerce.	Traders' do
Dominion Bank.	Bank of Hamilton.
Ontario Bank.	Bank of Ottawa.
Standard Bank.	Western Bank of Can.

QUEBEC.

Bank of Montreal.	Merchants Bank of Can
Bank of B. N. America.	Banque Nationale.
Banque du Peuple.	Quebec Bank.
Banque Jacques Cartier	Union Bank of Canada.
Banque Ville Marie.	Banque de St. Jean.
Banque d'Hochelaga.	Banq. de St. Hyacinthe.
Molson's Bank.	East. Townships Bank

NOVA SCOTIA.

Bank of Nova Scotia.	Halifax Banking Co.
Mer. Bank of Halifax.	Bank of Yarmouth.
People's Bank do	Exch. B'k of Yarmouth.
Union Bank do	Com'l B'k of Windsor.

NEW BRUNSWICK.

Bank of N. Brunswick.	People's Bank.
St. Stephen's Bank.	

MANITOBA.

Commercial Bank of Manitoba.

BRITISH COLUMBIA.

Bank of British Columbia.

Are you selling for cash? or are you losing 50 per cent of your profit by trusting everybody and anybody?

Now Autumn Summer puts to rout
And chilly winds to blow begin:

The ice cream joke is going out,
The stove-pipe joke is coming in.

—Boston Courier

THE NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
—APPLY TO—

THE MILLS, Campbellford, Ont.

WM. THOMPSON & CO'Y, IMPORTERS AND DEALERS IN SHELF AND HEAVY HARDWARE

Our Fall Stock of Window Glass is Now Complete.

SPECIAL AXES—"Leader," "Lance," "Queen City," "Honor Bright," "Our Very Best," etc. CROSSCUT SAWS—"Racer," "Lance," "Razor." WHITING SAW SETS. BEAVER FILES. BUFFALO BELT FASTENERS. AXE HANDLES—2n groth hickory and blue oak. AXE STONE. ACME SKATES—genuine Halifax. SOLE AGENTS for Putz Liquid in sample 1-2 pint and 1 pint tins. BOSTON COACH OIL—pints and quarts—

See Our October Job Sheet.

Write for Quotations.

20 and 22 Front Street West, - - - TORONTO.

JANUARY OR JUNE FOR STOCK TAKING.

Is January the best month in the year for stock-taking? Many merchants take stock in this month, but it is a question if it would not be better to shift this work over to the month of June.

There are a number of reasons why June is the best month and January the worst for this work. January days are short, cold, and dark, a good deal of the work has to be done by gas light, it is the festive time of the year, when the clerks have a good many engagements on hand that they naturally want to keep. To have to work when others are having a good time, does not make the clerk very happy in his work of stock-taking.

Fluctuations in prices at this time of the year are common, making estimates more or less uncertain.

June is one of the dull months, coming just before clerks go off on their summer holidays. They are in better trim for this kind of work, the days are long and warm. A few good long days can be put in at this work without any inconvenience. The demand for goods is meagre, and prices seldom change at this time of year.

On the whole, we think that a change from January to June would be desirable. Those who have made this change do not regret it; they would not go back again to the old system of stock-taking during the

cold dark days of January upon any consideration.

Some time ago the District of Columbia adopted a regulation imposing a license tax upon commercial travellers. After a time the courts declared that the measure was unconstitutional. Then a number of the travelling men who had paid a license sued for a return of the money, and a decision has just been rendered that the District will have to refund every dollar collected as commercial travellers' licenses within the past three years. This will in all probability lead to similar suits in other States where like exactions have been illegally made, and it is probable that they will also prove successful.

WILLIAM THOMPSON & CO.

The disposal of the stock of wholesale hardware, etc., of the above firm was effected this week by its private sale to Messrs. M. and L. Samuel, Benjamin & Co., of this city. The value of stock will be about \$60,000 to \$65,000, and is said to be excellently assorted. The amount on the dollar paid for the stock has not yet transpired, but is supposed to be in the neighborhood of 70c. net cash. This will enable the carrying out, with the other assets, of the deed of composition of 60c. on the dollar cash, which carries with it a discharge, and which has now been signed by all the creditors. It is expected that the stock will be placed upon the market, in lots

to suit the trade, by the purchasers early next week, but will not be disposed of by trade sale or auction. The sale will take place at the old premises daily.

A MODEL CALENDAR.

The Calendar got out for 1890 by The Toronto Lead & Color Co., has more than the mere beauty of design, though this would be enough, to recommend it. Its principal merit is in serving the double purpose of a calendar and a sample card of the almost innumerable styles and varieties of paints manufactured by this company. At the top of the calendar there is an original and taking design, surrounded by the name "The Toronto Lead and Color Co.," in bold lettering, and in the centre and at the corners of the card are represented the different colors turned out by the company, over half a hundred in all. The different trade marks of the company are also represented on the calendar. The months and the days of the months are clearly expressed, the whole forming a pretty and ornamental decoration for the office, being at the same time that very necessary requisite for every business man—a perfect calendar.

Mirror stove pipe varnish. The finest article in the market, no smell, no smoke. Write to Messrs. Stuart & Pantou, London. They prepay freight.

FILES AND RASPS

(Of every description)

Made from superior
quality Cast Steel,

(TESTED AND WARRANTED)

GLOBE FILE MFG. CO.,
Port Hope, Ont.





PROVINCE OF ONTARIO.

Belleville—Grant, Geo., boots and shoes, assigned to J. Parker Thomas, Belleville.

Iona—Watts, Henry, general store, stock, etc., advertised to be sold by auction on 4th prox.

Mattawa—Pigeon, Philibert, general store, suspended.

Saulte Ste Marie—Fox, M. A. (Mrs. Samuel) grocer, assigned to W. H. Carney, Saulte Ste Marie.

Springbrook—McConnell, Jno. A., hay forks and slings, assigned to A. W. Carscallen, Marmora.

Toronto—McLachrie & Preston, blacksmiths, dissolved, Jno. Preston continues.

Trenton—Armstrong, C., fruits, confectionery, etc., assigned to S. S. Young, Trenton.

PROVINCE OF QUEBEC.

Champlain—Beaudoin, Jos., general store, assigned in trust.

Knowlton—Kennedy, J. S., general store, assigned in trust.

Montreal—Cartier, O., jr., grocer, assigned in trust; Dionne, A., grocer, etc., Camille Legault admitted, style, A. Dionne & Co.

Pierreville—Capistrone, Vibalde, general store, assigned in trust.

PROVINCE OF NEW BRUNSWICK.

St. John—Bostwick, C. M. & Co., wholesale grocers, sold out mills at Alma.

MR. RUSK'S HARDWARE STORE.

In a recent issue we gave a small local on Mr. Irwin Rusk's hardware store, Southampton, Ont. Several merchants have since asked for a description of that store, which is a credit to its owner, and in answer we give the following: In 1870 a hardware store was opened in Southampton by John Rusk, and carried on successfully for some years, when his son Irwin Rusk, the present owner, took possession. In 1886 he was burnt out. He has since rebuilt, and has now the store in question. On approaching the store you see two large plate-glass windows on either side of the doorway, one window containing hardware and staple goods, the other stoves. On entering one sees stoves, tinware, etc., to the right of him, and on the left, behind a cherry colored counter (the shelves being of the same color), is the hardware and heavy shelf goods. In the rear of the store is the tinsmith shop. The cellar and second floor are used for storage purposes. A track has

been built from the front door through the tin shop to the back door; on this is run a small hand car that saves much labor in getting goods in and out of the building. Then an elevator does the work of lifting heavy goods to the second flat and cellar. The office is on the left, in rear part of store, which has nicely papered walls. As a suggestion to the customer who has occasion to visit here, is kept on view the samples of stock of wall paper, which one cannot help admiring and asking prices, which often leads to a sale. All sizes of glass are kept to the right of the passage leading to the cellar, just in rear of the counter. Here Mr. Rusk has built shelving for the different sizes of glass, and any that is needed in that section may be found in stock. Then the well kept shelves are interesting. The original packages are placed neatly and evenly in these, and not a little color has been spent in papering the outer end of boxes, the paper on every box being the same, thus making a splendid array of goods seemingly all one manufacturer's, and presenting a very striking appearance to the customer. Nails, as we mentioned before, are kept in the Rusk, nail boxes which are built under and open out on the outside of the counter. The outside of these boxes form part of the front side of the counter. Each box works on its own axle, and is kept in position by a clasp like that of a door latch. They hold a keg of nails, and can be easily removed from their present position, enabling one to empty any dirt or pieces of nails that work their way to the bottom of the box. The box balances itself on these axles and is easily tipped forward, allowing the nails to be easily got out. A number painted on a round tin, and tacked just above the latch of each box, tells the size of nails. We are sure Mr. Rusk will give any of HARDWARE readers any information that they may wish about this box, or question our representative, G. H. Clemes, when he calls on you.

UTILIZING THE WATER POWER OF NIAGARA FALLS.

The San Francisco (Cal.) Mining and Scientific Press of December 7 has the following on this subject:

The remarkable results obtained from the Pelton wheel on the Pacific coast has attracted the attention of many of our most eminent engineers with reference to its application to the falls above referred to, and an examination of the extraordinary conditions under which many of them are being successfully operated clearly indicates their adaptation to such purpose. The means of utilization being thus determined, the problem presents no insurmountable difficulties.

A commission from the Canadian authorities, consisting of a member of Parliament and several noted engineers, recently visited the Pacific coast to investigate the merits of

this wheel with reference to its adoption in various enterprises projected in the Provinces, but more particularly for purposes of utilizing the water-power of the Niagara Falls on the Canadian side. The result of the investigation was satisfactory in the highest degree, and will undoubtedly result in the first attempt to make this gigantic force available for manufacturing and commercial purposes. The members of the commission were of the unanimous opinion that by means of Pelton wheels it is practicable to utilize to a very considerable extent the energy these falls afford, and that the project, stupendous as it is, involves no greater engineering difficulties than are encountered in many of the great enterprises now under construction in the various parts of the world.

The height of Niagara Falls is 164 feet. By piping water a distance of three-quarters of a mile to a point below the rapids, a fall of 240 feet can be obtained. This entire fall it is proposed to utilize, placing the wheels above high-water mark along the bank of the river and locating various manufactories on accessible sites above, the power from the wheels to be carried up by a system of cable transmission. Anywhere from 100,000 to 500,000 horse-power can, it is estimated, be obtained in this way without any appreciable loss in the current which sweeps along with such irresistible force.

In addition to local manufactories, dynamos will be run to supply power and light to the adjacent towns and cities, as also to transmit electrical energy for power and light to the cities of Buffalo and Toronto, which are only about twenty miles distant.

The project, though one of great magnitude, is now believed with the means at hand to be perfectly practicable, and the utilization of these great falls, about which there has been more discussion than any other problem of modern times, seems about to be realized.

A good many people are busy just now trying to devise a new kind of dollar which shall pass in all countries. What people really need is a dollar which can be had when it is wanted, and in the number desired. Give us that and nobody will bother much with the question of its universality.—Bangor News.

The United States sent about \$11,000,000 worth of manufactures and products into Canada during the first nine months of this year.

Have you tried the Cash System? It would add years to your physical life, as well as to your business life, to be able to buy and sell for cash.

"No man has a right to hazard other men's property without fairly appraising his creditors of the nature and extent of the risk, and obtaining their consent to the measure."—Horace Greeley.

Goods sold habitually below their cost are not likely to be paid for in full.

TORONTO LEAD AND COLOR COMPANY'S VULCANIZED FLOOR PAINTS

SOMETHING ENTIRELY NEW.

Dry hard with a fine gloss in 12 hours.

READ OUR TESTIMONIALS.

We have been selling Toronto Lead and Color Co's pure prepared paints about four years. We think it quite equal if not superior to any that we know of. Our customers have had perfect satisfaction in using it, as, although we have sold thousands of gallons, we have never had a complaint.

MONTREAL, Dec. 12th, 1889.

FENWICK & SCLATER.

COPPER SITUATION.

Mining Gazette: Regarding the copper situation the reports from all sides are of a most encouraging nature, leading those who are the best posted on copper affairs to believe that for the year 1890 the tone of the copper market is to be a most healthy one. It is now reported that the French copper syndicate holds less than 130,000 tons, and it is their intention to hold the price of the metal at from £50 to £55. Also that the visible supply decreased in November some 5,000 tons. Should the copper abroad be held at this price and the visible supply continue to decrease at the rate it did in November, or faster, it will lend a strong tone to the market. A fire, too, in a great mine such as the Anaconda cannot help but have a beneficial influence on the copper market. While such a catastrophe is deplorable to the highest degree, and we all hope it will be of short duration, yet the withdrawal of some 5,000,000 or 6,000,000 pounds of copper per month during the time that the mine is closed is certainly a large factor in the situation. Not only is it, we understand, the intention of the foreign bankers to hold their copper at from £50 to £55 per ton, but reports point very strongly to the fact that the producers are sold out for some months ahead, and that there is little or no floating copper on the market in the hands of speculators. The above facts, taken into consideration with the fact that the demand for the metal is not only very large in Europe, as well as in this country, would point very strongly to the idea that the future prospects to the copper situation are of a most encouraging nature.

RAILWAY TO SUDBURY MINES.

The proposal of the Ontario Central Railway Company to extend the system from Cove Hill to Sudbury has already appeared in our columns. Bonuses are asked for from the Dominion and Provincial Governments.

On the 27th December a large deputation waited upon the Ontario Government and

presented largely signed petitions urging the Government to grant a subsidy towards building the extension.

The delegates, being introduced by Mr. Sprague, were received by Premier Mowat, Hon. G. W. Ross, Hon. A. M. Ross and Hon. Charles Drury. The petitions were laid before the Government by Mr. Ostrom, who referred briefly to the facts as set forth. There are already 115 miles of railway in operation from Picton to Coe Hill. The additional distance to Sudbury is 200 miles. A favorable alignment has been found and the Company is ready to go on and build the road and run it, also to develop the iron and copper mines, erecting iron smelting works having a capacity of 250 tons a day, and, at Sudbury, copper smelting furnaces with a capacity of 1,000 to 1,500 tons a day, as well as to erect in some Canadian city vast refining works to refine the copper. The only condition is that the Dominion and Provincial Governments shall grant a bonus of \$6,000 a mile. The new road will open up 15,000 square miles of unoccupied country, the timber and mineral resources of which are said to be great. It will shorten the distance from Belleville to Sault St. Marie by 150 miles and will lead to the introduction into Canada of many millions of foreign capital. In presenting the petition Mr. Ostrom referred to the fact that a Dominion bonus had already been asked for, and said that at Ottawa the project seemed to be favorably regarded. Dr. Platt also spoke briefly. This, he said, was a colonization road, being thus of the class which he believed it was the policy of the Government to favor in granting bonuses. Moreover, this road would pass through public property, which would thereby be increased in value, thus yielding a return to the Province for the money expended in bonusing the line. It might be argued that, under the legislation asserting Dominion authority over practically all the roads, this was a Dominion road. But, though this might be the case, the road went through Ontario's land and the benefit would accrue largely to the Province. Dr. Day, Mr. Allan, Mr. O'Rourke, Mr. Austin and Mr. Sills also

spoke briefly in support of the petition. In the course of their speeches reference was made to the fact that Edison, the electrician, had discovered a means of treating the iron ore under some electrical process which reduced very much the cost of producing iron. Mr. Edison had visited the region it was proposed to open up and was impressed with the prospects for the production of great wealth, and confident of the success of his new process in the treatment of the ores of the locality.

Hon. Mr. Mowat, in replying to the deputation, expressed pleasure at meeting the gentlemen, assured them that the Government had already given some attention to the subject, reminded them that this proposal must be considered along with others, and in relation to the whole policy of the Government and the resources at its command, and promised in conclusion that the facts laid before himself and his colleagues would receive their very best consideration.

The best way to harden lamp chimneys, so that they will not crack in frosty weather, is by a sort of annealing process, which simply consists in putting the glass chimneys into cold water and slowly raising the temperature until the water boils, and then cooling it again at the same slow rate.

C. Roy & Co., iron and foundrymen of Belgium, propose to establish extensive works at St. Hyacinthe, Quebec, for the manufacture of locomotives.

A very useful invention, tending to lessen the possibility of accidents in factories, is now being extensively adopted in England. The breaking of a glass, which is adjusted against the wall of every room in the mill, will at once stop the engine, an electric current being established between the room and the throttle valve of the engine, shutting off the steam in an instant. By this means the engine was stopped at one of the mills recently in a few seconds, and a young girl, whose clothes had become entangled in an upright shaft, was released uninjured.

To be prudent and saving does not mean to be niggardly.

LEADING ACCOUNTANTS AND ASSIGNEES

E. R. C. CLARKSON
TRUSTEE AND RECEIVER

TORONTO,

In affiliation with

JNO. B. CLARKSON
Temple Buildings, - - - MONTREAL.

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention

IRON, METALS, HARDWARE.

CANADIAN MANUFACTURERS HAVE MADE A
GOOD YEAR.

The year which has just closed, if not remarkable for any greater prosperity over previous years or any increase in the volume of business in the lines of iron and metals and hardware, is at least noticeable as a year when there have been rapid and steady advances in the prices of all these commodities. Appearances do not seem to indicate that the trade have made a great deal of money; competition has been increasingly keen and up to late in the summer goods were sold upon a small margin of profit. From the first of September, however, trade has been in a more healthy condition, owing to the advance in material in the European market, which advance has not been spasmodic and is now firmly maintained. Therefore, some money has and is being made upon stocks on hand and contracts which were entered into early in the season.

The losses through bad debts have been considerably below the average, as more care has been exercised by the trade in general in the granting of credits. In Toronto a couple of wholesale houses have gone down during the year, but this cannot be credited to the condition of business, there being other reasons than the state of trade for the failure of these firms. Although, as above stated, the year cannot be viewed as a thorough season of prosperity, yet business in general can be regarded as in a healthier condition than for some time, and the prospects for future trade are on the whole favorable.

In what are termed shelf goods, the Canadian manufacturers have not any complaints to make, except that in some instances they would prefer seeing more unity of feeling existing among the jobbers in their line. The jobbers, on the other hand, maintain that the manufacturers are strong opponents, beside which they do not leave sufficient margin between the wholesale and the retail men to warrant any encouragement in the handling of Canadian manufactured wares. Merchants are recognizing the fact that imported goods are going to be worth considerably

more than they are to-day selling at, and are therefore not pressing sales. This in some measure is having a good effect, as stocks are gradually becoming lighter throughout the country. One effect of the advances on the other side has been that in certain lines of shelf goods Canadian business has been taken out of the hands of the English manufacturers and placed in the States. There the advances were not so closely followed, and a considerable amount of business was thrown into American hands.

About the only exception to the general advances that have taken place has been in copper. This metal, owing to the collapse of the French syndicate, took a rapid tumble, and it was thought that the market would be entirely demoralized. With the decreased consumption, consequent upon the very high prices that had been asked for the metal, and the fact that production had been largely stimulated by the same cause, and also the enormous stocks of copper on hand, it was believed in many quarters that the market would be unable to recover for a very long period, and it was freely prophesied that copper would sell much below what it has since sold at. The collapse of the syndicate did, indeed, knock prices down, but not to the extent that was expected, and this decline was of course felt in this market, but the gloomy forebodings of the opponents of the copper syndicate were not realized to their full extent. The market lately has been again advancing, and is now higher than at any time since the collapse of the syndicate.

It is the iron and steel markets, however, that have attracted the most attention during the past year. In them has been seen activity almost phenomenal, and lately prices have been advancing at a very rapid rate. The advance has been a legitimate one, due to increased consumption in England and also to greater demands from the colonies. True it is that the high prices asked on the other side have curtailed Britain's trade with the United States, but this has been more than made up by increased colonial wants and demands from other sources. During the entire year prices on the other side have been very firm, but it was during July and August that the advances first began to make themselves felt. The increases were further helped by the knowledge that the stocks on hand were decreasing at a rapid rate, while production had become little, if any, greater. Indeed, to such a point had values been run up that enquiries were being made with the States for pig iron to go to England, and even within the present week a sale is reported of a lot of Alabama pig iron for export to Great Britain.

These advances were immediately followed in Canada, although not to the same extent in the States, where, however, a larger amount of business from other sources has considerably enhanced values to figures ap-

proaching those ruling in the business centres of Europe. On iron bars, for instance, the advance here has been about twenty-five per cent., on certain brands of steel fifty per cent., and steel rails are up about twenty-five per cent. The value of Scotch pig has been enhanced fully \$5 per ton from the lowest price, and this figure is the same for Canadian pig iron, brands which sold from \$19.50 to \$21 at the beginning of the year, now bringing in the neighborhood of \$26. The advances in iron have of course added to speculation, and some of our large houses have plunged not a little, but thus far with success. A great many merchants have made large profits on iron, as, having had the foresight to order when the price was down, they are now reaping the benefit of this when values have gone up.

The Canadian iron manufacturers can have no reason to complain of the past few months' work, they having booked orders far ahead of the present time, and have been running full blast for months back, besides asking and receiving the benefit of all the late advances, which have thrown more work in their way than they would otherwise have received. For them it can be said that the year has been a profitable one, and they can look forward to the future with confidence, in the reasonable belief that prosperous times are before them. A good many of the Canadian makers manufacture mostly from scrap iron, or whenever possible, and this they bought at low prices, while their goods have been sold in most cases at full values.

There have been for a few months past considerable quantities of American pig iron coming into this market. The reason for this is that in certain sections of the country the American iron can be imported at a figure from \$1 to \$1.50 per ton less than what would have to be paid for either Scotch or Canadian pig. Fully twelve thousand tons are said to have already been received, and there is much yet to arrive. Only at points west of Montreal can this iron be imported profitably; east of that place, Scotch or Canadian has to be used, as railroad freights are against the successful importations of American iron by eastern manufacturers.—Toronto Empire.

TRADE NOTES.

One who makes a day book of his head, and trusts to memory instead of entering credit sales as soon as sold, loses many dollars in a year by putting off.

The business men of Lobo, Delaware and Caradoc townships and the villages of Komoka, Delaware, Poplar Hill, Coldstream and Fern Hill, are presenting a petition to the directors of the Canadian Pacific Railway to have a station placed at Komoka.

Are you insured? If so, read your policy, and don't fail to keep your premiums paid up.

MARKETS

TORONTO, JAN. 3, 1890.

The past week has shown a market entirely dull and almost entirely featureless. The travellers are all in, and will not take to the road again for about a week yet. Merchants are not pushing business, nor do they expect much, and a regular holiday quietness reigns. The advance in wire, reported last week, averages fifteen per cent. all round, and likely to be maintained. The only other advance is in copper.

Most of the wholesale merchants are now engaged in sending out their yearly accounts, but no returns have yet come in. While they all hope good results, the returns for the past couple of months hardly justify any sanguine belief that the average number of accounts will be settled, and the probabilities are the wholesalers will have some little difficulty in collecting what is owing them.

In the local iron and steel market no change has taken place. Cable advices from Glasgow quoted warrants at 63s 5d, an advance of 2s from a week ago, and Midlandsbrough. The exceptional condition of the market is shown by the fact that the year closes with a decrease of 208,500 tons in stocks compared with last year, but the reserve stocks aggregate 1,036,000 tons, while production last year amounted to only 998,928 tons. In the Cumberland district production last year aggregated 1,415,000 tons, against 1,373,000 tons in 1888, and yet stocks at the end of the year were 447,700 tons, against 591,000 the year previous.

While no active demand exists here for copper the market is very firm, and the advance prices one-half cent per pound for ingot. London has ruled firm with active trading at £50 for spot and futures. Deliveries to consumers have fallen off somewhat, as is usual at the end of the year.

The tin market has remained quiet and unchanged. The London market opened with an advance of 15s since the previous week, the cable quoting the market firm and active at £96 15s spot and £97 5s futures. Owing to the low point to which stocks are reduced an advance in prices is expected by many operators during the present month.

Tinplates are featureless. On the other side there have been a few new enquiries for special sizes of Bessemer and Siemens cakes, but otherwise the demand is light.

In paints and colors prices this week have remained unchanged, although in all lines

they are firm. Zinc oxide, largely used in the manufacture of mixed paints, is higher, and has advanced \$3 per ton within the past thirty days. A cable from Antwerp quotes it at £23 5s per ton. This advance may have the effect of increasing the cost of some prepared paints in the spring. Paint manufacturers here were hardly prepared for the advance, thinking rather that prices would be lower, and on this account they had ordered lightly, so that stocks will be low, and may have to be replenished at the higher figures. Zinc oxide has advanced 40 per cent. within the past year. Paint manufacturers are now engaged in making for the spring trade. Latest reports from Savannah quote an advance of ¼c. in turpentine, the price being 45½c. in car lots and 45¾c. in less quantities. The advance has not been followed here, as the market is not in a position to stand it, there being but a light demand for the article. Linseed oil is unchanged. White lead, although unchanged in price, is firm, and it is thought that it will not be too plentiful.

THE OFFICE END.

The selling end of your store is probably all right, says the American Storekeeper. Your clerks are undoubtedly polite and anxious to please. Your stock is probably kept in perfect order. The windows shine with elbow grease. The floor is spotless in its cleanliness. Your show cases are polished until they shine like the faces in a Sabbath-school at Christmas time. But how about the office end? Have you any office to which you can retreat for a little private business chat upon occasion? Is there any particular place in your store to which all your clerks do not have free access? Are not your papers scattered about without order, and can you, at a moment's notice, put your hand on any bill you have received during the past six months? We hope that you have a neat little office, and that you are as systematic in caring for it as we would like you to be, but we are, nevertheless, going to preach to you about the necessity of having such a place, and tell what should characterize it. First, we would have it so arranged, if possible, without sacrificing light and space, that it would be screened from public view. Here we would receive all travelling men, and so far as possible, look at their samples. Here we would have a desk sacred to the affairs of the head of the house, in which could be systematically arranged the correspondence, bill-files, letter-files, price lists, catalogues, and other papers which one may need at any moment to secure some desired information. This desk should permit of locking, and the proprietor should teach the clerks to

look upon it as his special property, and that it is not to be disturbed by them. We cannot speak too strongly of the importance of preserving the catalogues sent by manufacturers and jobbers. Though they may not seem to contain information which is useful to you to-day, they will probably be wanted badly before long. They will save you from saying a great many "I don't know" to your customers. The bill files are of great importance, too. It may seem to many that a bill has survived its usefulness when the goods have been checked off, and the bill paid. It will frequently prove valuable, however, to re-order by, or to settle some point on which memory is not to be trusted. Correspondence should always be promptly answered, and then filed away for reference. Letters should always be copied. It will often save embarrassing discussions with wholesalers if you preserve copies of all orders. With the great abundance of cheap and serviceable office furniture to be had, this feature of the store can be made a comfort and a joy.

FRANKEL BROS.

WHOLESALE DEALERS IN

SCRAP IRON,

Rails, Metals, Cotton Waste, etc.

OFFICE AND YARD:

82 to 88 GEORGE ST. } : Toronto.

Telephone Number 1204.

SCRAP IRON.

WE BUY AND SELL all kinds of Scrap Iron for the purpose of re-melting and rolling.

RAILS.

WE BUY AND SELL all kinds of Rails, either for scrap or relaying.

METALS.

WE BUY AND SELL Copper, Brass, Lead, Zinc, Rubber, etc., in any quantity.

COTTON WASTE.

WE SELL Cotton Waste (white and colored) for the purpose of cleaning and wiping machinery and packing car boxes.

OUR QUOTATIONS ARE ON A CASH BASIS.

TO THE PUBLIC.

We also make a specialty of buying OLD LOCOMOTIVES, OLD STEAMBOATS, BURNED SAW MILLS, BURNED GRIST MILLS, Etc.

Our prices for the week are as follows:

per 100 lbs.		per lb	
No. 1 Heavy Cast.....	72½c.	Copper Clippings.....	9 c.
Agricultural Cast.....	70 c.	Light Copper.....	8½c.
Stove Cast.....	50 c.	Heavy Brass Red 8 & 9 c.	
Burnt Cast.....	50 c.	Heavy Brass Yellow 7 c.	
No. 1 Wrought.....	75 c.	Light Brass.....	5½c.
Pipes.....	40 c.	Heavy Lead.....	2½ & 2½c.
Hoop and Sheet.....	35 c.	Tea Lead.....	2½c.
Mixed Steel.....	25 c.	Zinc.....	2 c.
Heavy Copper, per 10 c.		Rubbers.....	2½ & 3 c.

Atlantic Glue Works, Berlin,

Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT

Address J. T. HUBER & Co, Berlin, Ont.

DUNCAN S. MACINTYRE, HARDWARE AND METAL BROKER.

RAILWAY & CONTRACTORS' SUPPLIES.

Agent for Portable Car Scale Company
and Smith's Rail Saw.

154 St. James Street, Montreal.

Lowest Quotations Railway Spikes, Scrapers, Barrows, Ploughs, Spades and Shovels, Waste, Hammers, Drills, Steel, Picks, Crowbars, etc.



The above Brand of Lead
Requires no Association Guarantee.
It is the STANDARD of the Dominion for
Purity, Fineness and Whiteness.
WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

Williamson & Lambe STORAGE.

54 & 56
Wellington St. E.,
TORONTO.

RUBBER STAMPS

ALL KINDS OF
Rubber and Metal Stamps
AT LOWEST PRICES. Write for Prices
The Hardware
Publishing Co.,
6 Wellington St. W., Toronto.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb. 25, 26c
Straits 100 lb ingots. " 25, 26
Strip " " 27, 28

Tin Plates—Charcoal Plates, Bright.

Bradley Grade—
I.C., usual sizes. Per box. \$6 00 \$6 25
I.X., " 7 25 7 50
I.X.X., " 8 50 8 75
Raven & Ynis Grade—
I.C., usual sizes. 5 00 5 25
I.X., " 6 00 6 25
I.X.X., " 7 00 7 25
L.X.X., " 8 00 8 25
D.C., 12½ x 17. 4 50
D.X., usual sizes. 5 50
D.X.X., " 6 25 6 40

Coke Plates—Bright.

Bessemer Steel—
I.C., usual sizes. 4 50 4 55
I.C., special sizes. 4 65 4 75
B.V. Grade, I.C., usual
sizes. 4 50 4 65

Charcoal Plates—Terne.

Dean or J.G. Grade—
I.C. 20 x 28, 112 sheets. 8 50 8 75

Charcoal Tin Boiler Plates.

Bradley Grade—
I.X.X., 14x56, 50 sheet bxs. Per lb. 6¼c. 7c
" 14x60, " 6¼c. 7c
" 14x65, " 6¼c. 7c

Iron and Steel.

Common Iron, per 100 lb. \$2 50
Refined " 2 75 2 85
Horse Shoe " 2 75 2 85
Band " 2 85 3 00
Hoop " 2 85 3 00
Swedish " 4 00 4 50
Nova Scotia Bar iron. 3 00
Sleigh Shoe Steel. 2 50
Machinery, Tire Steel. 3 25
Best Cast Steel, per lb. 0 13 0 14
Russian Sheet " 0 11 0 12
Tank Plates " 2 25 2 50
Boiler Rivets. 4 50 5 00

Boiler Tubes.

2-inch. 12½c
3-inch. 17½

Boiler Plate, ½ inch. \$3 50
" 5-16 " 3 35
" ¾ " 3 25
Sheet Iron, 1 to 20 gauge. 3 25
" 22 to 24 " 3 50
" 24 to 26 " 3 50
Canada Plates, Blania. 3 25
" Boar's Head. 3 10
" Maple Leaf. 3 25
All Bright. 3 50

Galvanized Iron, Queen's Head—
16 to 24 gauge, per lb. 5, 5½c
26 gauge, " 5½, 6
28 " 5½, 6
Galvanized Iron, Gordon Crown—
16 to 24 gauge, per lb. 5½, 6
26 gauge, " 5½, 6
28 " 5½, 6
Note—Cheaper grades about ½ cent
per lb less.

Chain.

Proof Coil, ½ inch, per lb. 4½c
7-16 inch. 4½
Trace, per doz. pairs. \$3 60 5 90
German coil, per 100 ft. 1 65 2 70
Jack chain, iron, single, per
doz yards. 0 13 0 50
Jack chain, double, per doz
yards. 0 15
Jack chain, brass, single, per
doz yards. 0 20 1 10

Copper—Ingot.

Lake Superior, per lb. 0 15½ 0 16
Baltimore " 0 15 0 16
English B.S. " 0 15½ 0 16

Bolt or Bar.

Cut lengths, round, ½ to ¾ in. \$0 28 \$0 31
" round & square
1 to 2 in. " 0 26 0 28
Note—Complete, lengths about fifteen
feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,
16 oz, 14x48 and 14x60. \$0 19 0 20
Untinned, 14 oz, and light,
16 oz, irregular sizes. 0 20 0 21
Note—Extra for tinning, 2½ cents per
pound, and tinning and half planishing
5 cents per pound.

Planished and tinned, 14 x
48 and 14x60. 0 30 0 32

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb. 0 20 0 24
" 35 to 45 " 0 19 0 20
" 50 lb and above per lb 0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned, per ss. 0 26
Spun " 0 30

Wire.

Pure, in coils—
From 1 to 20 gauge. 0 25 0 26
From 20 gauge, up. 0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge. 0 21 0 25
" 27 to 30 " 0 23 0 29
" 30 and up. 0 26 0 29
Sheets, hand-rolled 2x4 ft. 0 22 0 24

Zinc Spelter.

Foreign, per lb. 0 06 0 06½
Domestic " 0 05½ 0 05½

Zinc Sheet.

5 cwt casks. 0 06½ 0 06½
Part casks. 0 06½ 0 07

Lead.

Imported Pig, per lb. 0 04 0 04½
Domestic " 0 04 0 04½
Bar, 1 pound. 0 05 0 05½
Sheets, 2½ lbs, per square ft,
by roll. 5 00 5 25
Sheets, 3 to 6 lbs, per sq ft,
by roll. 4 75 5 00

Note—Cut sheets half cent per lb extra.
Pipe, by the roll, usual weights
per yard, lists at 7c per lb and 2½ p.c.
discount.

Note—Cut lengths, net price; ton lots
27½ and 5 p.c. dis.; waste pipe, in 7 ft
lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb 0 20 0 22
Note—Prices of this graded according to
quantity. The prices of other quali-
ties of solder in the market indicated
by private brands vary according to
composition.

Antimony.

Cookson's, per lb. \$0 20 \$0 21
Other makes " 0 19 0 20

Pure White Lead, ground in oil.

Associat'n guarantee, per lb. \$6 05½
No. 1 Do. " 0 05½
No. 2 Do. " 0 04½
No. 3 Do. " 0 04½

Prepared Paints.

(In ½, 1 and 1 gallon tins.)
Pure, per gallon. \$1 20
2nd qualities " 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)
Venetian Red, per lb. 0 05
Chrome Yellow " 0 09
Golden Ochre " 0 06
French " 0 05
Marine Black " 0 09
" Green " 0 09
Chrome " 0 08
French Imperial Green " 0 14

Colors, Dry.

Yellow Ochre (J.C.) in bbls, per lb 0 01½
" (J.F.L.S.) " 0 01½
Venetian Red (R.C.2) " 0 01½
" (1343) " 0 02
English Oxides " 0 03½
American " 0 02½
Paris Green, per lb. 0 19
Burnt Sienna " 0 08½
Burnt Umber " 0 06
Drop Black " 0 12
Chrome Yellows " 0 12
" Greens " 0 12
Golden Ochre " 0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal. 0 70
Brown Japan " 0 70
No. 1 Carriage " 1 50
Gold Size Japan " 1 40
Pure Orange Shellac " 2 20
Hard Oil Finish " 1 50

Linseed Oil (in bbls).

Raw, per gal. \$0 65 0 66
Boiled " 0 67 0 68

Turpentine (in bbls).

Selected Packages, per gal. 0 67 0 68
Toronto Lead and Color Co.'s Paints.
Pure Pr'd Paints, 1½ gal tins, p. 7, al. 1 10
Elastic " 0 90
Metallic paints, for barns, in bbls " 0 75
Carriage " qts, 60c; pts, 45c
" Top Dressing " 60c; " 45c

White Lead, pure, 25-lb irons, per lb	0 06 1/2
" No. 1	0 05 1/2
" No. 2	0 04 1/2
" No. 3	0 04 1/2

A. G. Peuchen & Co.'s Prices.	
Paint Oil, boiled	0 35
Peuchen's Pure English Paint in 1, 1/2 and 1 gals.	1 12 1/2
Peuchen's Prepared Paint	1 00
2nd Quality Mixed Paint	0 75
Carriage Colors, quarts	0 55
Pure Lead, a guarantee	0 06 1/2
Best White Lead	0 05 1/2
No. 1 Lead	0 04 1/2
No. 2 Lead	0 04 1/2
Yellow Ochre	0 01
Golden Ochre, French	0 02
Extra Golden	0 03
Paris Green, pure	0 18
One pound package, pure	0 20
Cookson's Venetian Red	1 50
Best Vermillion	0 15
2nd Quality Vermillion	0 10
3rd	0 07
No. 1 Furniture Varnish	0 65
Brown Japan	0 65
No. 1 Carriage	1 25
Elastic Oak	1 25
Orange Shellac	2 00
White Shellac	2 25

Acme Paints.	
Neal's Carriage, discount 40 p. c.	0 02
English Oxide, by the barrel	0 01 1/2
American Oxide	0 01 1/2
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p. c.	0 25
Granite Floor, in tins, 90c, 4 1/2 c.	0 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	
" Wagon and Imperial, dis 40 p. c.	
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots.	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz.	1 25
Acme Carriage Top Dressing, \$1 75 per doz	4 00 8 00

HARDWARE.

Ammunition—Cartridges.	
Rim Fire Pistol, discount 45 per cent.	
Rim Fire Military, net list.	
Central Fire Pistol & Rifle, dis 18 p. c.	
Central Fire, Military and Sporting, net list.	
B.B. Caps, discount 45 p. c.	
Wads, per 1,000	
Eley's	\$0 60 \$1 60

Anvils.	
Per lb	0 07 1/2 0 12 1/2
Anvil and Vice combined each	4 50

Augers.	
Gilmour's, discount 50, 50, 10	
Hollow Stearn's per doz	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughn's, each	1 35 1 60
Excelsiors, Jennings', discount 50 per cent.	

Awls.	
Sewing, per gross	0 65 1 50
Pegging, "	0 65 1 25
Brad, "	0 85 1 60
" handled	3 60 7 30
Saddlers', "	0 45 1 60

Awl Hafts.	
Patent Peg, per gross	7 50 9 00
" Sewing, "	7 50 9 00

Awl and Tool Sets.	
Millar's Falls, per doz	2 80 8 30

Axes.	
Per box	7 00 12 00

Axle Grease.	
Per gross	8 00 15 00

Bath Tubs.	
Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.	
Light Brass Nos. 3 to 10	Per doz. 1 80 14 50
" Nos. 2 to 10	1 00 9 00

Door.	
Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50

Cow.	
American make, discount 60, 60 and 10 per cent.	
Canadian, d.s 45 and 50 p. c.	

Farm.	
American, each	2 00 5 00

House.	
American, per lb.	0 35 0 40

Bel lows.	
Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount	35 40 per cent.

Belting.	
No. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37 1/2, 40 per cent.	

Bench Stops.	
Per doz	5 00 6 00

Bits—Auger.	
Gilmour's dis 55 to 60 p. c.	
Excelsior—Jennings, discount 60 per cent.	

Jennings' Imitation, list 45, 47 1/2 per cent.	
Jenning's Gen, net list.	

Car.	
Gilmour's, 47 1/2 50 per cent.	

Expansive.	
Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.	
Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.	
Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.	
All sizes, per lb.	0 11 0 15

Boring Machines.	
Complete, with Augers, ea.	5 25 7 00

Braces.	
Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers' "	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.	
Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.	
Light, dis. 65, 70 per cent.	
Vegetable, per doz.	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.	
From 8 to 12 inch, per doz.	5 40 23 00

Butts—Brass.	
Wrought Brass dis. 60, 62 1/2 and 10 per cent.	

Cut Iron.	
Loose Pin, dis. 60, 60 & 10 p. c.	
Wrought Steele.	

Fast Joint, dis. 60, 60 & 10 p. c.	
Loose Pins, " 60, 60 & 10 p. c.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	

Gen Bronzed, per pair.	
	0 40 0 65

Can Openers.	
Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.	
Horse, per doz.	0 70 0 95

Carpet Stretchers.	
American, per doz.	1 00 1 50
Bullards	6 50

Carpet Sweepers.	
Bissell, per doz.	22 50
World	21 75
Daisy	24 00
Star	18 00

Crown Jewel, per doz	29 00
Grand Rapids, "	32 40

Cartridges—See Ammunition	
Castors.	
Bed, new list, dis 50 p. c.	
Plate " d.s. 50 p. c.	

Cattle Leaders.	
No 31 and 32, per gross	8 50 11 25

Cement.	
Portland, car load lots	3 2
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.	
White, lump, per lb.	0 01 1/2 0 01 1/2
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.	
American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz	0 85 4 00

Churns.	
Amer., dis. 50 p. c.	

Clamps.	
Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clips.	
Axle, dis. 65 p. c.	

Coffee Mills.	
Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
No. 2	2 70

Compasses, Dividers, etc.	
American, discount 65 p. c.	

Cradles, Grain.	
Canadian, discount 25 p. c.	

Door Springs.	
Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English, "	2 00 4 00

Draw Knives.	
American, dis. 70, 70 & 5 p. c.	
Canadian, dis 25 to 35 p. c.	

Drills and Drill Stock—Breast.	
Millar Falls, per doz.	16 00 51 50
P. S. & W., dis. 40 per cent	

Twist.	
Morse, dis. 30, 33 1/2 per cent.	
Standard, dis. 40, 45 p. c.	

Elbows—Stove Pipe.	
Dis. 17 1/2, 22 1/2 p. c.	

Fawcets.	
Cork Lined, per doz.	0 30 0 60
Wine, per doz.	1 30 2 25
Star	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.	
Kearney & Foote's discount Am. List, 50 & 5, 50 & 10	
Barton Smith, dis 50 & 10 per cent.	
Nicholson's dis, Amer. list, 50, 50 and 5 per cent.	
Canadian, dis. Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25 p. c.	
Horse Rasps, Kearney & Foote's dis Am list, 50 p. c.	
Horse Rasps, Heller's dis. Am. list, 45, 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33 1/2 p. c.	

Fluting Machines.	
Each	0 60 2 00

Forks.	
Hay, Manure, etc., dis. 40 per cent.	

Freezers, Ice Cream.	
Peerless, discount 45 p. c.	
Gem, dis. 50, 50 & 10 p. c.	

Washers and Wringers.	
Standard M'f'g Co's Goods.	

Standard Wringers	
per doz	\$51 00
Dowswell Washers	57 00
Victor Churns, No. 1	57 00
" "	63 00
" "	80 00

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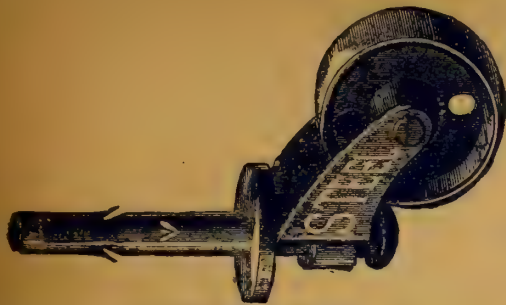
Standard Wringers	
per doz	\$51 00
Dowswell Washers	57 00
Victor Churns, No. 1	57 00
" "	63 00
" "	80 00

Fruit Presses.	
Henis' per doz	4 00
Enterprise, discount 10 p. c.	

Fry Pans.	
Acme, d.s. discount 50, p. c.	
Gauges—Marking, Mortise, etc.	

Hooks—Cast Iron.		Picture Nails.		Scale Beams.		Cigar Box Nails, dis. 35 p.c.	
Bird Cage, per doz	0 50 1 10	Porcelain Head, p. gross	1 65 3 00	Canadian, B. S. & M. dis. 40 per cent.		Shoe Finders' Tacks & Nails, dis. 25 p.c.	
Clothes Line, " "	0 27 0 63	Brass Head, " "	40 1 00	Scrapers.		Tape Lines.	
Harness, " "	0 72 0 88	Planes.		Box, per doz	2 10 4 50	English, per doz	\$2 75 \$9 50
Hat and Coat, per gross	1 00 3 00	Wood, bench, Canadian, or American		Foot, " "	40 3 50	Chesterman's, each	0 90 2 85
Chandelier, per doz	0 50 1 13	dis. 50.		Screens.		steel, each.	0 80 8 00
Wrought Iron.		Wood, fancy Canadian, or American		Window, patent, per doz	6 00 7 50	Thermometers.	
Wrought Hooks and Staples, Can.		dis. 35, 37½ per cent.		Screw Drivers.		Tin case & dairy, dis. 75 p.c.	
Wrought Hooks and Staples, Amer.		Bailey's (Stan R. & L.Co.) dis. 35, 37½		Sargents', per doz	65 4 00	Ties.	
dis. 75 to 75 and 5 per cent.		per cent.		Screws.		Cow, per doz	1 25 2 75
Wire.		Miscellaneous, dis. 15 per cent.		Wood, flat head iron, dis. 47½ per cent.		Tinner's Shears and Snips.	
Hat and Coat, dis. 35, 40 p.c.		Bailey's Victor, dis. 15 per cent.		Wood, round head iron, dis. 42½ per		P.S. & W., 10 p.c. advance on American	
Belt, per 1,000.	0 60 2 70	Plane Irons.		cent.		list.	
Screw, bright, Eng., dis. 40, 5, 45 per		English, per doz	2 00 5 00	Wood, flat and r und head, brass,		Tinware.	
cent.		Pliers and Nippers.		dis. 25 p.c.		Stamped, dis. Assn list, 70, and 12½ per	
Horse Nails.		Button's Genuine, per doz. prs. dis		Bench, wood, per doz	3 25 4 00	cent.	
Canadian, dis. 50, 50 and 10.		37½, 40 p.c.		Bench iron per doz	4 25 5 75	Japanned, dis. 35, 50 p.c.	
Ice Picks.		Button's Imitation, per		Discount 40 per cent.		Pieced, dis. 40, 50 p.c.	
Star, per doz	3 00 3 25	doz.	7 40 10 25	Scythes.		Transom Lifters.	
Kettles.		German, per doz	60 2 60	Canadian, dis. 35, 37½ p.c.		Payson's, dis. 25 per cent.	
Brass spun per lb	0 25 0 30	Plumbs and Levels.		Shears.		Traps.	
Copper, " "	0 40 0 45	R. S. & L. Co., dis. 65 p.c.		B. & W., japanned, dis. 75 per cent.		Game, Newhouse, dis. 17½, 20 per cent.	
Enamelled Can. 50 p.c.		Poppers.		B. & W. N. P., dis. 65 p.c.		Game, H. & N., or P.S. & W., discount 57½	
American, 50 and 10, 60 and 5 per cent		Corn, square, per doz	1 35 2 00	Seymour's dis. 60 p.c.		to 62½ p.c.	
Keys.		Pruning Shears.		Etina, dis. 75 to 75 and 10 per cent.		Mouse, per doz	0 35 1 50
Lock, Can, dis. 50 p.c.		Per doz	4 00 5 50	Sheaves.		Rat " "	2 00 4 50
Cabinet, Trunk, and Pad-		Pulleys.		Sliding Door, per set	77 1 40	Trowels.	
lock, Am. per gross	1 60 4 75	Hothouse, per doz	55 1 00	Shot.		Disston's, discount 10 p.c.	
Knobs.		Axle	22 33	Canadian, dis. 10 per c.		German, per doz	4 75 9 00
Door, japanned, and N.P., Can. list		Screw	27 1 00	Shovels and Spades.		Brade's " "	7 00 10 50
dis. 50 p.c.		Awning	35 2 50	Canadian, dis. 37½ p.c.		S. & D., discount 35 p.c.	
Bronz, Berlin, per doz	2 75 3 25	Pumps.		Sieves.		Triers.	
Bronze, Gem, " "	6 00 9 00	Rumsey, Cistern & Pitcher Spout,		Wood Rim, black, p. doz	1 15 1 35	Butter, per doz	6 25 9 00
Lava " "	8 75 10 00	55, 60 per c.		" tinned, " "	1 35 1 60	Trucks	
Shutter, porcelain, F. &		Saddler's, per doz	1 00 1 85	Tin Rim, " "	2 30 2 45	Warehouse, each	2 25 6 50
L. screw, per gross	\$1 30 4 00	Conductors' " "	9 00 15 00	" black, " "	1 80 2 25	Twines.	
Ladles.		Tinner's solid, per set	72	Snaps.		Bag, per lb	0 12½ 0 20
Melting, per doz	1 70 4 50	" hollow, per inch	1 00	Harness, German, p. gro.	2 01 5 50	Wrappg, mottld, pr. pack.	0 50 0 60
Lemon Squeezers.		Patty.		Acme, " "	3 00 5 00	cotton, per lb	0 20 0 22
Porcelain lined, per doz	2 20 5 60	Bladder, per 100 lbs	2 00 2 25	Lock, Andrew's " "	4 50 11 50	Mattress, per lb	0 33 0 45
Galvanized, " "	1 87 3 85	Tins, lbs	2 50 2 75	Soldering Irons.		Staging " "	0 27 0 35
King, wood, " "	2 75 2 90	Rail.		Per lb	0 30 0 32	Broom " "	0 30 0 55
" glass, " "	4 00 4 50	Barn Door, per foot	3 3½	Wrought Spikes.		Binding, flax, per lb	.....
All glass, " "	1 20 1 30	Sliding Door, " "	3½ 3½	Discount, 20 per cent.		" jute " "	.....
Lines.		Rakes.		Spoke Shaves.		Vises.	
Fish, per gross	1 05 2 50	Cast Steel and Malleable, Canadian		Wood, English	1 80 5 00	Hand, per doz	4 00 6 00
Chalk, " "	1 90 7 40	list dis. 40 per cent.		Iron, American	1 35 2 35	Bench, parallel, each	2 00 4 50
Locks—Door.		Razors.		Spoons and Forks.		Coach, each	6 00 7 00
Canadian, dis. per cent	50	Boker's, per doz	7 50 11 00	T.S.P. Co., dis. 40 & 10 p.c.		Peter Wright's, per lb	0 12 0 13½
Russell & Erwin, per doz	2 90 7 50	Wade & Butcher's " "	3 60 10 00	Hutton's, per doz	50 2 50	Pipe, each	5 50 9 00
Cabinet.		Razor Stropps.		Nevada, " "	60 2 50	Saw, per doz	6 50 13 00
Eagle, dis. per cent	33½ 35	Currier's, per doz	1 25 3 60	D. & A., " "	1 70 4 50	Washer Cutters.	
Padlock.		Rivets and Burrs.		Basting, Amer'n, per doz	50 1 15	Per doz	4 00 8 56
English and Am. per doz	50 6 00	Canadian, dis. 30, 35 per c.		Tea and Table, tinned		Well Wheels.	
Scandinavian, " "	1 00 2 40	Rope.		iron, per gross	70 3 00	Amer., per doz. 8, 10 & 12 in.	3 38 6 00
Eagle, dis. per cent	15 1 17½	Sisal, per lb	12 12½	Squares.		Wire.	
Mallets.		Manilla, " No. 1	14½ 15	Iron, per doz	1 65 2 90	Market, bright and annealed, Nos. 1	
Tinsmiths', per doz	1 25 1 50	" No. 2	13½ 15	Steel, dis. 75 p.c.		to 16 15 per cent. advance on list	
Carp'trs', hickory " "	1 25 3 75	Cotton, " "	22 25	Try and bevel, dis. 50, 55 per cent.		from stock.	
Lignum Vite, " "	3 85 5 03	Deep Sea, " "	15 16	Staples.		Market, coppered, galvanized, 15 p.c.	
caulking, each	1 60 2 00	Rules.		Fence, galvanized, per lb	5 5½	advance.	
Mattocks.		Boxwood, dis. 75 & 10 & 5 80 percent.		Wrought Iron, dis. 75, 75 and 10 per		Market, tinned, per lb	0 04½ 0 08
Canadian, per doz	8 50 10 00	Ivory, dis. 40, 40 & 5 per cent.		cent.		Galvanized Fence, dis. 15 per cent. ad-	
Meat Cutter.		Sad Irons.		Stocks and Dies, Amer. dis. 25 per		advance on list.	
Enterprise, dis. per cent	20 25	Mrs. Potts, per set	1 15	cent.		Tinned Broom, from 19 to	
Dixon's, each	1 60 2 00	N. P.	1 50	Stone.		22 gauge, per lb	0 06 0 06½
Woodruff's " "	1 10 1 70	Sand and Emery Paper.		Washita, per lb	0 15 50	Malin's Wire on spools, dis. 30 to 45	
Hale's, " "	1 05 1 50	B. & A., sand, dis. 25, 30 p.c.		Hindustan, per lb	0 06	per cent	
Hsme, " "	13 00 16 00	Emery, per quire	55 90	" Slips, per lb	9	Clothes Line, galv., p. 100ft	0 25 0 55
Mincing Knives.		Sash Cord.		Labrador, per lb	0 13	Barbed Wire.	
American, per doz	42 2 35	Per lb	22 50	" Axe, " "	0 15	Galv. steel barb fencing	
Molasses Gates.		Sash Locks.		Turkey " "	0 50	"Lock Barb," 4 point	0 5½ 0 06
Stebbin's Patent, dis. per cent, 65 to		Triumph and Morris, dis. 37½, 40 per		Arkansas " "	1 50	Ditto Glidden 2 point	0 05½ 0 06
70 per cent.		cent.		Water-of-Ayr " "	0 10	Galv. Ste 1, plain twist	0 04½ 0 05
Nails.		Kempshell's dis. 40, 62½ per cent.		Scyth, per gross	3 50 5 00	Terms, 60 days or 2 per cent off for	
Cut, 3 inch and upwards		Canadian, dis. 45, 50 p.c.		Grind, per ton	15 00 18 00	cash—10 days.	
per keg	2 80	Sash Weights.		Stove Polish.		Wire Cloth.	
Wire, dis. 65 percent. Brads & Moul-		Sectional, per lb	2½ 3 00	Per gross	1 88 7 50	Ordinary, discount 25 p.c.	
ting Nails, discount 60 per cent.		Sausage Stuffers.		M.L.S., per gross	2 50	Painted Screen, p. 100 sq ft	2 25 2 35
Nail Pullers.		Each	1 00 3 00	Jacoby " "	5 00	Wrenches.	
German & American	1 85 3 50	Saws.		Mirror Black Lead, per gr.	2 00	Agricultural, dis. 70, 70 & 10 per cent.	
Nail Sets.		Hand, Disston's, dis. 10, 15 per cent.		Jos. Dixon's, bulk, per lb.	0 07	Standard, dis. 60, 60 & 10 p.c.	
Square, round and octa-		S. & D., dis. 35 per cent.		Dixon's Plumb.	0 15	Coe's Gen'l, dis. 40, 45 p.c.	
gon	3 38 4 00	Cross-Cut, Disston's, per ft. 35, 47.		M.L.S. Paste, per gross	9 00	Diamond, dis. 33½, 35 p.c.	
Diamond	12 00 15 00	S. & D. dis. 25 per cent.		Nicholson's, per doz	1 00 1 25	Tower's Engineer, each	2 00 3 00
Oilers.		Hack, complete, each	1 75 2 75	Tacks, Brads, etc.		" S., per doz	5 80 7 50
McClarey's Galvan. Iron		" frames only	75	Cut, Carpet, gimble, blue, dis. 35 p.c.		G. & K's Pipe	6 00
Oil Can, with Pump,		Saw Sets.		Swedes' iron, blue or tinned, dis. 42½ p.c.		Burrell's " each	3 40
per doz	19 50	Per doz	1 65 9 00	Upholsterers' dis. 42½ p.c.		Pocket, per doz	1 25 2 00
Zinc and Tin, dis. 50, 50 and 10.		Scales.		Copper Tacks and Nails, dis. 45 p.c.		Wringers.	
Copper, per doz	1 25 3 50	Canadian List, dis. 40 p.c.		Trunk and Clout Nails, " 45 p.c.			
Brass, " "	1 50 3 50			Patent Brads, dis. 40 p.c.			
Malleable, dis. 25 per ct.				Finishing Nails, dis. 42½ p.c.			
Pails.							
Galvanized, per doz	2 00 3 50						
Pencils.							
Dixon's, per gross	1 00 4 25						
" Carpenter	2 25 3 60						
Picks.							
per doz	6 00 9 00						

HARDWARE.



Patented Nov. 15th, 1885.

H. R. IVES & CO.,

MANUFACTURERS OF

LOCKS

Comprising the Most Staple Styles, in Mortise and Rim.

A FULL LINE OF DOOR KNOBS, ETC.,

HARDWARE.

Japanned, Bronze Plated and Nickel Plated Steel Fork Philadelphia Castors, Bed Castors, etc. Mrs. Potts' Genuine Sad Irons.

WESTERN SAMPLE ROOM, 20 FRONT ST. E., TORONTO.

MANUFACTURED ONLY BY H. R. IVES & CO., MONTREAL.

THE

Toronto Lead and Color Co. [Ltd.]

— PURE —

PREPARED PAINTS.

MIXED

READY FOR USE.

4, 6, 8 and 10
Pearl Street
TORONTO.
Manufacturers of
PURE
White Lead
IN OIL.

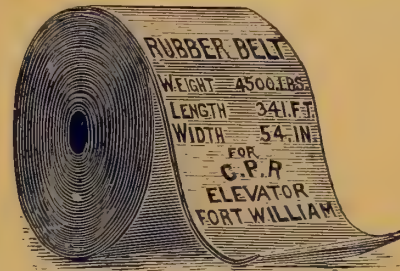
This brand of White Lead is warranted to be made from PERFECTLY PURE MATERIAL, mixed and ground in refined Linseed Oil by our New Process, which ensures its being perfectly united. We guarantee extreme whiteness of color and great covering property, rendering it specially suitable for Decorative or general use.

PAINTS IN OIL AND JAPAN, DRY COLORS, ETC., ETC

Importers of Painters' Supplies.

Canadian Rubber Company of Montreal

A. ALLAN, Pres. J. O. GRAVEL, Sec.-Treas. F. SCHOLLES, Man. Direc.



SUPERIOR - QUALITY - RUBBER - GOODS

OUR RUBBER BELTING IS UNEQUALLED IN AMERICA.

ALL KINDS OF RUBBER PACKINGS. RUBBER, ENGINE, HYDRANT, SUCTION, STEAM, BREWERS' AND FIRE HOSE.

RUBBER VALVES, CAR SPRINGS, WRINGER ROLLS, CARRIAGE CLOTHS, BLANKETS, ETC., ETC.

Mould Goods of Every Description.

OUR GARDEN HOSE IS THE BEST IN THE MARKET.

Western Branch, Cor. Yonge and Front Sts., Toronto.

J. H. WALKER, Manager.



Dominion Wire Manufacturing Co. (Limited)

(Late Dominion Barb Wire Co.)

MONTREAL, - - - QUE.,

MANUFACTURERS OF

Steel Wire **NAILS** and Diamond Point Screw Nails,Bright, Annealed, **WIRE** Galvanized and Oiled and Annealed, Coppered.2 and 4 Barb, Ribbon, Thorn and Plain **FENCING**No. 185 ST. JAMES STREET,
MONTREAL.

OFFICES

{ No. 27 FRONT ST. EAST,
TORONTO.

HARDWARE.

ECONOMY CUSHING WEATHER STRIP

—(o)—(o)—

Cheapest and most effective strip made. Will more than save its cost in fuel. The strips are made in lengths of fifty feet. No waste. The most compact in form. 1,000 feet occupy space a foot square. Full directions on each package. This strip will give perfect service longer than any single-edge strip made.

Circulars and show cards furnished for distribution. Address your jobber.

Ingersoll Novelty Works
INGERSOLL, ONTARIO.

PORTLAND CEMENT

IN MONTREAL AND TORONTO.

FIRE BRICKS

Square and Shaped.

DRAIN PIPES

English and Scotch (all sizes).

CAST IRON PIPES

For Water and Gas Works.

CONTRACTORS' SUPPLIES

Of every description.

WM. McNALLY & CO.,

Offices, 50 & 52 McGill Street

Yards: McGill, Wellington, Grey Nun and Youville Sts.

MONTREAL.

**THE
A. G. PEUCHEN CO. LIMITED**

Manufacturers of

VARNISHES

AND

Japan & Oil Boilers,

Are Now Manufacturing 100 Tons

Pure Paris Green

CORRESPONDENCE SOLICITED REGARDING PRICES AND TERMS.

Put up in Bulk, 100 pound and 50 pound pails, one and two pound packages.

182-192 Front St. E., and
38-46 Princess Street,
TORONTO, ONT.

The White Lead Association of Canada.

This Association was formed for the protection of consumers against adulteration of White Lead sold as pure. There is no combination of prices. Buyers are warned against certain brands of White Lead now being sold bearing labels marked "Genuine" and "Pure," which are heavily adulterated. Each package of "Canadian Standard White Lead" is guaranteed pure Lead and Oil, and bears the following label:

30 ST. JOHN STREET, CANADIAN STANDARD.



MONTREAL

THE WHITE LEAD PAINT CONTAINED IN THIS PACKAGE IS GUARANTEED BY THE WHITE LEAD ASSOCIATION OF CANADA TO BE ABSOLUTELY PURE.

Thos Darling

Secy of the Association.

—Insist upon this label and you are safe—

The following manufacturers have exclusive right to above label: Elliot & Co.; Sander-son, Percy & Co.; A. G. Peuchen Co., Limited; Ontario Lead and Barbed Wire Co., Limited; Toronto Lead and Color Co., Limited, Toronto, and Baylis Manufacturing Co.; Fergusson, Alexander & Co.; Montreal Rolling Mills Co.; McArthur, Corneille & Co.; A. Ramsay & Son, Montreal.



The best signs in the world. These letters do not drop off. Catalogue and Price List on application to

NORMAN W. McLAREN, 57 College St., Montreal.
Toronto Agency—36½ Wellington St. W.

SHORTHAND! SHORTHAND!

If you wish to secure a thorough practical
Business or Shorthand Education

You will save time and money by attending
the SHORTHAND UNIVERSITY,

Corner King and Church Streets, Toronto.

Each pupil instructed individually. No classes
formed, therefore success is certain.
Catalogue mailed free on application.

BOECKH'S STANDARD BRUSHES
FOR SALE
BY ALL LEADING HOUSES.



WANZER SENSIBLE SADD IRONS.

Best Cold Handle Iron on
the Market.



A set consists of 3 Irons, a
Handle and Holder.

SEND FOR CATALOGUE AND PRICES.

MANUFACTURED BY

R. M. WANZER & CO.
Sewing Machine Manuf'rs, Hamilton, Ont.



JAN. 10, 1890

\$2.00 a Year.

10 Cents a Copy.

CARRIAGE
BUILDER

PUBLISHED
WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARD WAR"

No. 6 WELLINGTON ST. E. W.

TORONTO, CAN.

HARDWARE.

RICE LEWIS & SON (Ltd.)

ARTHUR B. LEE, President.

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Christmas Novelties.

TOILET SETS AND CASES.

FANCY

CUTLERY.

CARVERS, DESSERT AND
FISH-EATING

Knives and Forks



Amateur and Mechanics'
LATHES AND SCROLL SAWS.

Tool Chests.

ACME AND BARNEY & BERRY'S
SKATES.

BRASS { FENDERS,
FIRE IRONS,
COAL SCOOPS.

General **HARDWARE** Merchants

ENGLISH TILE GRATES, TILE HEARTHES, VESTIBULES, ETC.

RICE LEWIS & SON, Ltd., - - 32 King St. E., Toronto.

JAMES ROBERTSON & CO.

DOMINION

SAW & LEAD WORKS

P:

—MANUFACTURERS OF—

SAWS (Circular, Mill, Gang, Crosscut, Etc.)

WHITE LEAD LEAD PIPE

LEAD SHOT BABBIT METAL, Etc.

—IMPORTERS OF—

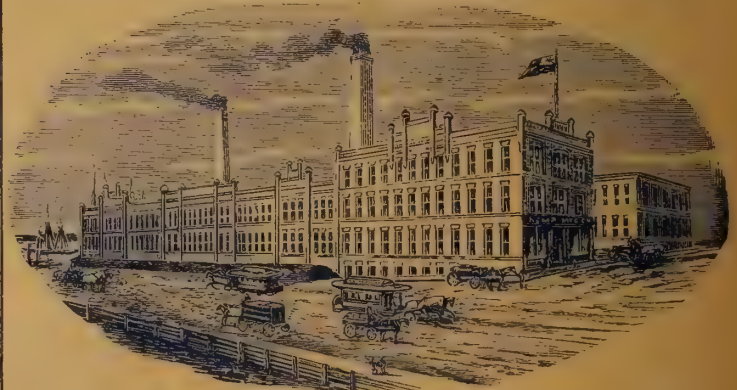
Antimony, Tinplate, Linseed Oil, Boiler Tubes, Sheet Iron, Red
Lead, Boiler Plate, Galvanized Iron, White Lead, Copper,
Sheet Zinc, Turpentine, Ingot Tin, Canada Plate,
Whiting, Pig Lead, Wire, Etc., Etc.

IRON PIPE and FITTINGS A SPECIALTY

JAMES ROBERTSON & CO.

TORONTO.

DOMINION
TIN AND STAMPING WORKS



PLAIN, STAMPED AND JAPANNED TINWARE
COPPER GOODS,

STAR PATENT STOVEPIPE THIMBLES
STOVE BOARDS, WIRE GOODS
MACHINE OILERS, COAL HODS
FIRE SHOVELS, HOUSE FURNISHING GOODS

SPECIALTIES.—Spice Tins, Mustard Tins, Baking Powder Tins, Blacking Boxes,
Paint Irons, Lye Cans, Grocers' Canisters, Square and Round Oil Cans, Oil
Tanks, Patent Butter Tubs (Tin Lined.)

KEMP MANUF'NG CO'Y

Cor. Gerrard and River Streets, TORONTO.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 6 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street.

ADDRESS ALL COMMUNICATIONS TO

J. B. McLEAN, Publisher, 6 Wellington Street West, Toronto.

Vol. 2.

TORONTO AND MONTREAL, JANUARY 10, 1889.

No. 2.

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. Hugh C. McLean, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

ADVERTISING "FAKES."

The word "fakir" is an old one, and is a stranger to our language, but here are signs that it will soon be fully brought into it by adoption. It may be said to be pretty well ushered in now, as it has been long a probationer in the domain of slang, and what survives the sifting of capricious slang usually makes its way into reputable language. "Fake" is a substantive and a verb formed from "fakir," and is expressive. The fakir of our civilization is not a juggler. He gets up "fakes," that is he devises cards, hangers, railway guides, hotel registers, clocks, barometers, thermometers, mirrors, etc., for advertising purposes. The fakir is a man of resources. His ingenuity, and faith in the maxim that the people like to be humbugged, are inexhaustible. Upon the above mentioned great weakness of the public he pastures as in flowery meads. The most sublime effort of the fakir-genius is the brass-band in the minstrel troupe, which discourses music to the spell-bound listeners, while the inevitable Professor's eloquence effects the divorce between the "fool and his money" for a bottle of his patent medicine.

A negative definition of an advertising "fake" is that it is not legitimate advertising. A positive definition is that it is a mode of advertising, in which the advertiser pays the whole expense; in which no part of the expense is borne by any resource of the medium. There is no money to be made from the circulation of a "fake." For example, one fakir gets out a hanger, on which are printed thirty cards for \$5 apiece. The expenses of getting out the hanger are \$28. When it is out it yields nothing that will reduce the cost of advertising. The \$122 goes into the fakir's pocket. This example is taken from a list of real "fake" schemes which have recently been worked in this city, and of which we

possess the particulars. All the ground covered by this hanger would be over the thirty advertisers' places of business. Each advertiser would get a hanger, the thing would go no farther. As well as the costliness and narrowness of the scope of this medium, it had another condemning feature: there was no guarantee as to the character of its issue, no responsibility underlies the simple, artless promise of the fakir. Yet it worked.

Another fakir gets up a railway guide. He represents that the Grand Trunk Railway wishes to distribute 5,000 copies of it with Toronto as centre. Hence the immense advantage to Toronto merchants, etc., to take a space in it. The fakir explains that G.T.R. is doing this for the city, and is anxious to have each leading man in it. The fakir wants \$100 per page, and gets it from some leading men in the city, gets \$50 from many others, \$25 from another numerous lot, and considers that trader a poor sort of man who won't give \$10 a page at any rate. This illustrates one of the eccentricities of the fakir methods. The highest figure asked is got where it can be exacted, half or one-fourth is taken, or even less, if the highest figure cannot be worked. The thing is monstrously dishonest in its inequality, but what shall we say of the dishonesty of this railway guide scheme, when we learn that its cost was \$1.50 per page? The author of this gigantic fraud makes a regular business of getting out railway guides. He makes four books in a year, using different United States or Canadian cities as the base of his operations. Of course his scheme has never the countenance of any of the railway companies he professes to be working for.

An advertising scheme which, from the fakir's standpoint was a success, exhibited on a large card the names of twenty financial institutions—banks, insurance companies, etc. The hanger has never been seen anywhere that anybody knows of. The fakirs feel that the managers of such concerns advertise at random, and that any scheme which involves an outlay of not more than twenty or thirty dollars will commend itself to them. The fakirs make their living off that numerous body of people in the com-

mercial and financial world who know nothing about advertising. Fakirs succeed because the people are like sheep, they flock after the individual that starts. All the fakir wants is a bell-wether, and he trusts to the spirit of emulation among the rest to get plenty of followers. Accordingly he looks out to get some leading man on his list, and if he cannot do this, he can represent that he has. He will then get all the rest with comparative ease.

THE MAKING OF THE BLACK-LIST.

The blacklisting of delinquent payers on the lines of Mr. Thackray's plan, described in a former issue of this journal, has been adopted by the Toronto Retail Grocers' Association. The Secretary of the Association, Mr. Thackray himself, made his initial visit to the members last week, and collected the names of the contractors of bad debts, and the amounts owed by each of them. Before the Secretary's call, each member had been furnished with a blank list, in which the information was to be tabulated, and had ready when called for. Some of the lists were not made up when Mr. Thackray appeared to collect them, consequently the amount of bad debts on the books of grocers within the Association cannot be made out. Members should see to it that they are not remiss in providing the information without delay, as upon the prompt attention of each the success of this idea depends. The Secretary cannot take the time to wait at each grocery for a list to be written. It is most inconsiderate to expect him to do so. Let everybody be ready when he calls again.

The sum of Mr. Thackray's lists so far comes up to \$3,000. With all their care, this amount of loss, at least, has fallen from a single source upon the grocers in the Association. The largeness of that sum is a sufficient comment upon the need there was for a black-list. The Association now has the list, and it is unlikely its members will ever again be able to muster up such a sum of bad debts. The individual debts run all the way to \$250. Two or three grocers on the list hold accounts against non-payers as large as this. Of course, this is apt to befall

the most cautious man. We had a talk with a grocer on Yonge street, who told us of a customer who for years had run a monthly account upon his books. She always promptly paid at the end of the month until four months ago. Since that time the debts have run up to nearly \$300. The grocer, afraid of losing a good customer by being strict, goes on trusting and waiting. He is requested to be patient. So he continues to be, though sorely needing the money. Will he get it? He hopes so. So, no doubt, many another man did who has finally sent up the name of the trusted one for listing. Often, we fear, it is the policy of dishonest customers to keep scrupulously all their engagements for a long time, that on the strength of their record they may do some signal act of fraud. The black-list puts a ring around the range of operations of such people.

There are incidental advantages derivable from the possession of a black-list, which are as productive of good as is the main purpose of the document. When the Secretary calls, traders give him names of persons whom they are not yet decided to place on the list. They are usually people who hold their heads high, and who are supposed to be sensitive to the stigma of being placed on record as defrauders of their tradesmen. These are to be written to by the Secretary, to notify them that this debt is reported to the bureau, and will be listed if it is not paid within a specified time. This letter costs the creditor ten cents. It is likely to be more effective than if sent by the grocer, who no doubt has familiarized himself to the delinquent by the number of duns he has already sent. The semi-official nature of the Secretary's communication will be stronger, and less likely to pass unheeded.

Another indirect benefit attaching to the list, is that in the month's copy a member may find the name of a person who is dealing with him. So far, he may have had no suspicion of that customer, but now, finding that he has cheated some grocer, he naturally writes to the Secretary for particulars. These will be enquired for by the Secretary, who is the only man who knows the name of the creditor who got the name on the list. If the debt was contracted in sickness, if it is old or new, if it was for the benefit of anybody else, if there are any extenuating or aggravating circumstances, etc., will be learned and forwarded to the enquirer, without any reference to the name of the dealer defrauded. This report will be prepared for fifty cents.

What greatly adds to the workableness of the list is the activity of the Secretary. Mr. Thackray is enthusiastic in the interests of the Association, and as well takes a warm interest in making a success of the plan which he himself devised. In his tour last week he added several names to the Association membership.—Canadian Grocer.

MATCHES AGAIN ADVANCED.

Matches have again gone up. Additions have been made to the price of Telephone and of Telegraph matches. The former are now \$3.60, the latter are \$3.90. Makers claim that prices are still below where they stood a few years ago. In our last announcement of an advance in matches, we supposed that prices had reached a stable point. This new advance, however, corrects that misapprehension. But why was not a sufficient increase in price made at the time of the first change? The present manufacturers were then, as much as now, masters of the situation, and could nearly dictate their own prices. Competition had been extinguished, and it was natural to believe that if profits were low at the rate then fixed, they would still be sufficient on account of the undivided trade done now by the manufacturers. We hope that a stopping-place has now been reached. There is nothing exceptional in the demand for matches, no increase in the cost of material, no advance in wages to explain the last upward step.

WHEN A RETAILER IS A FAILURE.

When he does not understand his business.

When he is too honest, giving more than he gets for his money.

When he is too anxious for trade, giving credit indiscriminately.

When he allows all his clerks to handle his cash.

When he is cranky, crusty or ill-tempered.

When he depends upon others to buy his goods for him.

When he or his help are untidy or unclean.

When he is too busy to read trade journals or daily papers.

When he is better posted on pedigrees of race horses than he is on quality of goods sold by him.

When he is careful about the bung-hole and never looks at the spigot for leaks.

When he buys snide goods and sells them for first-class.

When he is continually watching his neighbors, borrowing their ideas instead of adopting some of his own.

When he is foolish enough to place his signature to documents, the contents of which he does not understand

Nonesuch Stove Polish, no dust, no rust, no labor. Beware of imitations. Write to Messrs. Stuart & Panton, London. They prepay freight.

"Better is it that thou shouldst not vow that thou shouldst vow and not pay."—Ecclesiastes.

There is no art or science that is too difficult for industry to attain to."—Clarendon.

A soft answer turneth away wrath, and a harsh answer turneth away a customer.

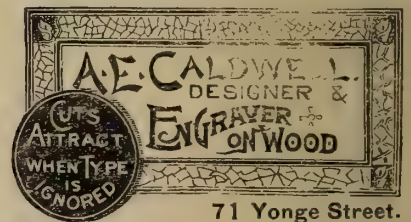
A clean store and tastefully arranged goods will invite trade.

An old Hamilton subscriber, Thos. Wilson, jr., writing from Rochester, says: "I have been reading your very valuable paper with great interest for the past year. I am very much pleased with your arguments, and feel confident that you are helping the trade to a great extent."

BUSINESS CHANCES.

MALLEABLE IRON FOUNDRY IN GUELPH.
Complete Machinery, Stock and Premises.
A good opening. A. S. SMITH, Mail Building, Toronto.

HARDWARE PARTNER WANTED—Active or silent, with \$5000 capital, in a well established and growing trade, consisting of housefurnishing hardware, dairy supplies, and utensils, stoves and furnaces, and a general jobbing and tinnery building trade. Location, one of the best towns in Canada. To a silent partner 10 per cent. annual dividend guaranteed. Apply, X. Y. Z. Hardware office. 42



THE Dominion Wire Rope CO., Limited.,

MANUFACTURERS OF



(Works at Lachine).

FOR HOISTING, MINING, TRANSMISSION OF POWER, TOWING, SHIPS' RIGGING, AND GUYS, LANG'S PATENT WIRE ROPE FOR TRANSMISSION AND COLLIERY PURPOSES, ETC., ETC.

JAMES COOPER, Agent,
MONTREAL.

HOBBS HARDWARE CO'Y LONDON.

WHOLESALE ONLY.

— Plate Glass, Builders' Hardware —
●● Silverware ●●

ROOFING MATERIAL, CORDAGE, CROSS-CUT SAWS.

See our Eleven Hundred Page Hardware Catalogue.

Toronto Plate Glass Importing Co'y

GLASS IMPORTERS

BEVELLERS AND MIRROR MANUFACTURERS.

WRITE US FOR

"Pilkington Bros.

"St. Helens,

"Lancashire."

WINDOW GLASS.

To import

4ths and 3rds qualities
16 oz., 21 oz., and 26 oz.

In 100 and 200 feet boxes.

Place your orders with us
(while prices are reasonable)
for next spring and summer
deliveries.



PICTURE GLASS.

Specially light in color, su-
perior in quality to any other
and is quite flat.

To import or from Stock,
4ths and 3rds qualities, 16oz.
and 21 oz. thick.

In 100 and 200 feet boxes.

The above words and brand are on every box of Window Glass made by them. None is genuine without this Trade Mark. We warn our friends and others against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

ADVANTAGES—Stronger boxes, better packed, average loss from breakage less than ONE PER CENT. It is freer from streaks, scratches and blisters, and also is perfectly flat.

Satisfy yourself by ordering one box as sample. Address—

55 & 57 VICTORIA STREET,
TORONTO.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

Tin Plates and Boiler Tin.
Canada Plates, Half Polished.
" Full Polished.

Black Sheet Iron.
Extra Polished Sheet Iron.
Galvanized Sheet Iron.
Corrugated galva. sheet iron.
Russia Sheet Iron.
Iron Pipe and Fittings.
Iron Wire, Barbed Wire
Sheet and Block Zinc.
Sheet and Pig Lead.

Sheet and Pig Copper.
Pig and Bar Tin.
Half-and-Half solder
Granite and Agate Ware.
Copper Pitts and Kettles.
Stamped and Japanned Ware.
Stovepipe Elbows.
Stovepipe Dampers.
Stovepipe Wire.
Stovepipe Varnish.
Stovepipe Collars.
Stove Trucks and Carriers.

Stove Boards.
Stove and Shoe Polish.
Coal Hods and Vases.
Coal Tongs and Fire Irons.
Fire and Snow Shovels.
Fire Racks, Patent.
Fire Screens and Mica.
Star Thimbles.
Cinder Sifters.
Lamps and Lamp Goods.
Gas Fixtures and Globes.
Lanterns.

Elec.-Plated & Woodenware.
Cutlery.
Disston's & Maple Leaf Saws.
Axes.
Skates.
Meat Cutters & Lard Presses.
Cow Ties and Rope Halters.
Guns, Ammunition, etc.
Building Paper & Carpet Felt.
Kearney & Foots' Files.
Black Diamond Files.
Etc., Etc., Etc.

Builders' Hardware, House Furnishing Goods, Tinsmiths' Supplies, Plumbers' Supplies, Steamfitters' Supplies, Brush and Broom Makers' Supplies.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



McClanaghan Bros., stove and tin merchants of Belwood, are only waiting for snow to make things hum.

On New Year's day Mr. D. Stewart, general merchant, Renfrew, was married to Miss Near, Brockville.

We have received a very handsome calendar from the William Cane Manufacturing Co., of Newmarket.

Orangeville has been made an outpost of Customs and warehousing port, under the survey of the Collector of Customs at Toronto.

The stock of Robert Steedsman, Blandford station, was sold on Saturday morning. James Scott, Woodstock, was the purchaser at thirty cents on the dollar.

A traveller writing from Sussex, N. B., says HARDWARE is steadily improving, and is becoming very popular among the merchants of this province.

Since twenty-one years of age, Mr. C. H. Walker has been a member of the Village Council of Erin, and was re-elected this

week, for the eleventh time. So much for the foundry men.

Mr. John Simpson sells hardware and stoves at Streetsville, Ont. His store is known for miles around, where he has a good class of customers, and HARDWARE to read every week.

The firm of Vanblaricom, Renwick & Co., general merchants, Arden, Man., has been changed in style to Vanblaricom & Clarke. Wm. Renwick is erecting a building at Arden, and will open shortly in hardware.

A gentleman named Fletcher, from Brantford, Ont., has bought a property at Deloraine, Man., upon which he is erecting a store, and purposes embarking in the tin and stove business, and ultimately in general hardware.

Geo. Guest, plumber and steamfitter, Queen street east, city, has made an assignment for the benefit of his creditors. A meeting is called for the 8th inst., for the purpose of appointing inspectors and the giving of directions in reference to the disposal of the estate.

Where a person engaged in transferring baggage negligently loses it he is responsible for its entire value. The Supreme Court of Indiana decided that a company losing a traveling salesman's valise was liable for the value of the valise and its con-

tents, including the value of an illustrated catalogue used by the plaintiff in his business.

The Medicine Hat Times says: H. S. Scatsherd, has again taken his place among the busy business men of the place. He has taken over Mrs. Botterill's hardware business and will stock up extensively at once. His former popularity in the general store business here, when in partnership with W. Cousins, ought to ensure equal success now that he is going it alone.

At a meeting of creditors of Messrs. Tiffin Bros., wholesale grocers, Montreal, the statement produced showed that the firm's liabilities amount to a total of \$482,000, of which \$57,587 are unsecured claims, and \$231,194 indirect liabilities. The Bank of British North America hold unsecured claims amounting to \$35,800 and secured \$132,600. Mr. W. Drake's secured claims amount to \$20,000 and unsecured \$5,000. The firm offered forty cents on the dollar at three, six and nine months, unsecured, which was not accepted then, and the meeting adjourned for a week. Meanwhile, the Bank of British North America gave the security needed for the offer, which will now likely be accepted. The unsecured claims are met by \$19,845 open accounts, \$41,708 stock in Montreal, \$6,353 stock in Winnipeg, \$6,353 cash, \$681 notes, or total assets \$68,587.

H. S. HOWLAND, Sons & Co.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

ACME SKATES,

Wrenches and Repairs.

NEXT YEAR'S TRADE.

The most encouraging commercial feature of the year just closing is the promising conditions under which it ends, which give assurance for an extension of trade in all branches for 1890, and a greater stability of values than has been known for many years. It cannot be said that the trade of 1889 has been satisfactory, for in the earlier months the situation was one of such uncertainty as regarded the demand that prices on most staples became somewhat vacillating in many instances, and actually demoralizing in others. The recovery from such a state of affairs is always slow, but was more rapid this year than the most sanguine at first hoped. Owing to heavy crops in all sections and a revival in building interests, the demand for all manufactured products daily grew heavier, and all talk of surplus stocks ended two months ago. The industrial situation also improved, and is still improving; and while the actual volume of money in circulation has not materially increased, it is far better distributed. That is, it is going more extensively into the hands of the consumers, as is always the case when work is abundant and the crops heavy, and the natural result is increased buying. These

and other considerations render the outlook full of promise.

In face of all these facts, however, there is a class of business men who are openly predicting that with the new year will come a reaction, and that the present upward tendency of prices will at first pause, for a brief time, to be followed by a decline. These men are aptly called "croakers." If they had any reason for the belief they claim is within them it would not be so bad, but it is merely a blind opinion, founded upon nothing but a natural pessimistic disposition, and hence is not entitled to much weight. And in contradistinction to their views comes the opinion of shrewd and successful business men to the effect that 1890 will be a year of uninterrupted prosperity. These are men who are given to close analysis, who look deeply into cause and effect, and who do not accept anything as a fact unless sufficient proof is offered with it. Hence what they say may be counted upon as implicitly as anything can be in this world. An experienced New York financier, in commenting on the outlook, says:

"Taken as a whole the situation is very generally felt to be a hopeful one. The general trade of the country is in a more than ordinarily healthy condition. There is, it is

true, some little complaint of backwardness in Western payments, which seems to be caused by the mild weather checking the consumption of certain classes of products, and this has induced free shipments of currency to the interior this week. But these are only transient drawbacks to a very satisfactory condition of business the country over. The 'trust' craze is subsiding, the building of new railroads has almost ceased, the excitement over Southern development has settled into a careful investment movement in the hands of sober men of capital, and prices of both commodities and securities are ranging around a level that scarcely admits of any important reaction, but rather invites buying upon reasonable prospects of a rise."

The merchant or manufacturer who fails to find encouragement in such words must be of extraordinary gloomy temperment, indeed. An acknowledgement of the fact that 1890 will be a prosperous year by all men will do much towards its realization.—Stoves and Hardware, St. Louis.

You can lose more than we do by not subscribing for this paper.

Are you insured? If so, read your policy, and don't fail to keep your premiums paid up.

You can always trace a registered letter, and a copying-press for letters is a sensible investment, if used.

SHEET STEEL
SHINGLES AND SIDING
PAINTED AND GALVANIZED,
FIRE AND STORM PROOF, DURABLE
AND CHEAP.

We have the Heaviest AND CHEAPEST Shingles
and Siding in Canada.
Prices and Circulars on Application.

THE METALLIC ROOFING COMPANY, Ltd.
SOLE MANUFACTURERS,
TORONTO AND WINNIPEG.

CAUTION.

Joseph Rodgers & Sons,
(LIMITED.)

Find it necessary to caution the public
against imitations of their manufactures.
None are genuine unless bearing the

TRADE
MARK.



GRANTED
1764.

ANDREW C. DALLAS
DEALER IN

**PIG TIN, LEAD, COPPER, ANTIMONY,
SPELTER, ETC.; COPPER AND BRASS
SHEETS AND TUBING; GALVANIZED
IRON & TIN PLATES; IRON BEAMS,
CHANNELS, ANGLES, SHEETS, ETC.;
SCOTCH AND AMERICAN PIG IRON;
SCRAP IRON IN CAR LOTS, ETC.**

TELEPHONE 1821.

38 YONGE ST. --- TORONTO.

LEADING
ACCOUNTANTS AND ASSIGNEES

E. R. C. CLARKSON
TRUSTEE AND RECEIVER

TORONTO,

In affiliation with

JNO. B. CLARKSON
Temple Buildings, - - - MONTREAL.

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention

SPECIAL CARRIAGE ILLUMINATION.

Several wealthy Chicagoans are having their carriages wired for incandescent lighting, placing two or more battery lamps in the interior, and one on each side of the driver's seat, the necessary current being supplied from a set of storage cells placed beneath the carriage seats, and recharged at one of the local lighting stations as often as required. The great convenience thus afforded has but to be once enjoyed to be thoroughly appreciated, as during long drives at night to country seats, or suburban homes the tediousness of the journey may be dispelled or forgotten in the perusal of the latest novel, or the finishing of some fancy needle-work by a member of the fair sex, all of which is easily accomplished under the perfect and steady light furnished.—Exchange.

THE DUTY ON IRON ORE.

"The Iron Trade Review" received the following inquiries from a Canadian correspondent.

Question: What was the consumption of iron ore in the United States during last year and during any number of recent years? What quantities thereof were imported foreign ore?

Answer: The consumption of iron ore in the United States in 1888 was 12,650,000 gross tons, against 12,500,000 tons in 1887, and 11,300,000 tons in 1886. Of the above aggregates, we imported, in 1888, 587,470 gross tons, against 1,194,301 tons in 1887, 1,039,433 tons in 1886, and 437,680 tons in 1885. For the ten months ending October 31, 1889, our imports were 716,859 tons, against 516,623 tons for the corresponding period of last year.

Question: What was the duty on iron ore under the Morrill tariff, in 1865, and what changes have been made since then?

Answer: Iron ore was not specifically mentioned in the Morrill Act, but it was subject to a duty of 20 per cent ad valorem, under the section which read: "all mineral or bituminous substances not otherwise pro-

Awarded Gold and Silver Medals 1887 and 1888, also Bronze Medal and Diploma 1889.

The London Brush Factory
61 AND 65 DUNDAS STREET.

MANUFACTURE BRUSHES OF EVERY DESCRIPTION.

MILL AND MACHINE BRUSHES MADE TO ORDER.

FULL STOCK CARPET SWEEPERS

THOS. BRYAN.

vided for." This was equivalent to from 45 to 55 per cent. specific duty; but the imports of iron ore prior to 1879 were inconsiderable, and hence there was no special call for a protective duty. It was in view of the rapid increase in importations subsequent to 1880 that the present specific duty of 75 cents per ton was imposed.

Question: What was the duty on pig iron at similar dates?

Answer: The present duty on pig iron is \$6.72 per ton. Prior to 1883 it was \$7 per ton. The importations of pig iron in 1885 were 164,349 net tons; in 1886, 405,180 tons; in 1887, 523,625 tons, and in 1888, 220,905 tons. For the ten months ending October 31, 1889, they were 123,853 net tons, against 157,542 tons for the corresponding of 1888.

HE WAS PROMOTED.

First Travelling Man—Hello, Jack! I haven't seen you for a dog's age. How are you?

Second T. M.—First-class, George; getting on first-rate.

First T. M.—Glad to hear it.

Second T. M.—Fact is, George, I have an interest in the business now myself.

First T. M.—You don't say so? When did that happen?

Second T. M.—First of the year.

First T. M.—Well, well, I congratulate you. How did it come about?

Second T. M.—Well, like this:—Just before the first, old Cashbox called me into the private office and told me I had got to take an interest in the business or quit, so I am taking an interest in it now, see?—Commercial Traveller.

Coal cutting machines run by electricity are now so far perfected that they can cut between two and three hundred tons per year.

To be prudent and saving does not mean to be niggardly.

PUSH ON THE HANDLE AND THE SCREW GOES IN.

Will last a lifetime. Two Sizes.

Sold by CAVERHILL, LEAMONT & Co., Montreal, & all other dealers.

FRANKEL BROS.

WHOLESALE DEALERS IN

SCRAP IRON,

Rails, Metals, Cotton Waste, etc.

OFFICE AND YARD:

82 to 88 GEORGE ST. } : Toronto.

Telephone Number 1204.

SCRAP IRON.

WE BUY AND SELL all kinds of Scrap Iron for the purpose of re-melting and rolling.

RAILS.

WE BUY AND SELL all kinds of Rails, either for scrap or relaying.

METALS.

WE BUY AND SELL Copper, Brass, Lead, Zinc, Rubber, etc., in any quantity.

COTTON WASTE.

WE SELL Cotton Waste (white and colored) for the purpose of cleaning and wiping machinery and packing car boxes.

OUR QUOTATIONS ARE ON A CASH BASIS.

TO THE PUBLIC.

We also make a specialty of buying OLD LOCOMOTIVES, OLD STEAMBOATS, BURNT SAW MILLS, BURNT GRIST MILLS, Etc.

Our prices for the week are as follows:

per 100 lbs.	per lb
No. 1, Heavy Cast.....72c.	Copper Clips.....9 c.
Agricultural Cast.....70 c.	Light Copper.....8 1/2 c.
Stove Cast.....50 c.	Heavy Brass Red 8 & 9 c.
Burnt Cast.....20 c.	Heavy Brass, Yellow 7 c.
No. 1, Wrought.....75 c.	Light Brass.....5 1/2 c.
Pipes.....40 c.	Heavy Lead.....2 1/2 & 2 3/4 c.
Hoop and Sheet.....35 c.	Tea Lead.....2 1/2 c.
Mixed Steel.....25 c.	Zinc.....2 c.
Heavy Copper, per lb 10 c.	Rubbers.....2 1/2 & 3 c.

British Plate Glass

FROM STOCK OR TO IMPORT.

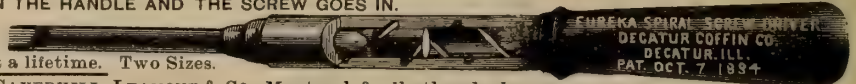
Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,
76 KING ST. W., TORONTO.

Telephone 1112.



MILK CAN TRIMMINGS

Complete stock now on hand. Send for prices. Quality and price guaranteed. Largest assortment of Tinnery Sundries in Canada.



Thos. Davidson & Co., Montreal.



HOW TO USE A COAL COOK STOVE.

Users of wood as a fuel for cook stoves find great difficulty in managing a coal burner for the first time. The long acquired habit of putting wood into the stove frequently and piling it up high is a hard one to break, and until the cook learns to abandon the idea that a coal stove must be fired the same as a wood burner there will be continual failures to record.

A coal cook stove or range should never be filled up with coal higher than the fire back, a little lower is better. The oven can be heated hotter and quicker with the coal at the height mentioned. To keep a clean coal fire don't put wood on top of the coal, don't put sweepings and kitchen refuse on the coal. It is a common practice for cooks to dispose of kitchen refuse in this way, and a good plan it is, too, to destroy it by burning it; but it will destroy the fire when a good hot oven is wanted. Keep the grate clean and free from dead ashes and clinkers. Don't allow ashes to accumulate under the grate in the ash pan. Many grates are destroyed by neglecting to remove the ashes. With a clean fire and the fire box about two-thirds full, the coal stove or range should do its work right.

It is extravagant in fuel and injurious to stove plates to fill up the fire box so full that the covers will hardly fit down in their place. Once the art of managing a coal fire is acquired wood is considered at a discount, and would not be used in preference to coal.

TIN IN WYOMING.

There has been considerable excitement here during the past week over the discovery of immense veins of tin on Gold and Mill creeks, eight miles west of South Pass. Over 100 locations have already been made and

the people from the surrounding country are flocking to the scene. Tin was known to exist in this section for a number of years, but until two weeks ago its exact location was not divulged. Last spring a miner from Deadwood, named Collins, prospected the country and went back to Deadwood, taking with him samples of what he supposed was tin. At Deadwood he had them assayed, and returning here about two weeks ago commenced locating claims. The news of his discovery soon spread and claims are being located and stalked off in a don't, want to get, left fashion. The richness of the ore has not yet been learned, but quite a number of samples are on their way to the assayers, and as soon as returns are received it is expected that the country round South Pass will find itself enjoying the activity of olden days.—Lander Mountaineer.

ORDERING STOVE REPAIRS.

Once in a while the stove manufacturer receives a letter from one of his customers relative to stove repairs which causes him to smile audibly. Not long since a prominent house in Central New York found in its mail a letter from a Dakota dealer who had previously ordered a few odd castings, and who had evidently come to the conclusion he had paid a good price for them, for he said: "I receive the casting for they iron dale on the 1 in tis (meaning 1st inst.) As soon I receive dem I set em on they scale to see how much they waight. The wait vos 6½ lbs. you sold me for \$1.50. It is no wonder if peopel dont take em you have so maney \$100 of dollard scadret over te country you tink your casting is as much woret as gold or you had to work with a green horn. You ar mistake I been dealing with most all factory of they U: S: A: I am in stove repairing I no the prices I tink with 50 cts mor you could pay the freigh your own expenses. I never payd so much in my live. I never will send you an oder \$1.50 for cast freight \$1.29. For dray 25 cts. So I had to keepled I had grade nogen (notion) to sent em back by C: O: D: bout I go to have more sence I keep tem to not make you trouble you never get an oder agin. With cut trot I cant not work."

It is estimated by those who are in a position to know, that 120,000 gasolins stoves were sold in 1888. Probably the same number was made this year, but the number sold is only a little over 100,000. The estimate for 1890 is 130,000.

Here is a new solder for metals which can be used like sealing wax. Take finely divided copper, which has been precipitated from sulphate of copper solution by means of scrap zinc, and mix it with concentrated solution of sulphate of mercury in a porcelain mortar. Take thirty to thirty-six parts of this treated copper, according to the hardness required, and stir it up with seventy parts of mercury. When the amalgam is well formed, wash away all traces of acid with hot water. The solder is used by heating it till it becomes waxy, and smearing it on the surface to be united. When it is cold they will adhere firmly.—Exchange.

"I cannot, for the life of me, see why dealers do not regularly give public cooking exhibitions," said a stove salesman to Stoves and Hardware. "No matter what line of stoves they are carrying, they can largely increase their sales merely by inviting the public in on certain days and then treating the visitors to a light lunch cooked in plain view. The importance of this method of advertising was deeply impressed upon my mind down in the South only very recently. A sprained ankle compelled me to lay up in a little Georgia town for about ten days, and as the hours passed so slowly I used to loaf around the stove stores a good deal. One of the dealers was an enterprising little Yankee who had not yet been in the business a year, but who was selling more stoves than both of his competitors together. He did it by giving public exhibitions every afternoon. His wife came around about noon, and from then on till dusk she put in the time baking biscuits and roasting meats. The husband would serve the lunch to the customers and talk up the merits of the stoves at the same time. And how the visitors did enjoy it! They chatted and laughed and had a jolly time every way. Once in a while a lady visitor would try her

TABULAR STEEL BOW SOCKETS FORGINGS CARRIAGE AND DROP.

The undersigned is now manufacturing full lines of

CARRIAGE :- -: HARDWARE,

And in addition to these is prepared to MAKE ANY LINE OF FORGINGS.

Do not forget that STEEL TUBULAR BOW SOCKETS are now manufactured by me, and supplied promptly.

DIE MAKING A SPECIALTY.

GEO. GILLIES,
Gananoque, Ont.

hand on a batch of biscuits, and then the fun grew hilarious. I confess I enjoyed it too, it was all so homelike and pleasant. There was one drawback as far as I was concerned, however, for the little Yankee was selling a competitor's stove, and I knew that our customers in that town would not give me any large orders as long as that Yankee remained in business. I kept account one afternoon, and while the dealer only sold two stoves, I heard twelve women positively promise to buy as soon as they needed a new cook. This is why I wonder that more dealers do not adopt this method of advertising. There are quite a number doing something of this kind in the West, and I wish they would write their experience for Stoves and Hardware."

See that your clerks understand the business. Watch them when weighing and measuring goods. An ounce over on a pound is a loss. An ounce under may lead to unpleasant talk and loss of trade. Teach them to give exact weight. The buyer can expect no more. See that your scales and weights are correct. An old worn-out scale may be a very costly article.

There is nothing so essential to a well-regulated retail store as good scales for weighing.

Another thing. See that your help are clean and tidy. Get rid of clerks who have filthy habits as soon as possible.

Provide scoops for weighing goods, and see that your clerks use them.—Retail Grocers' Advocate.

SHOULD RETAILERS CAN- VASS ?

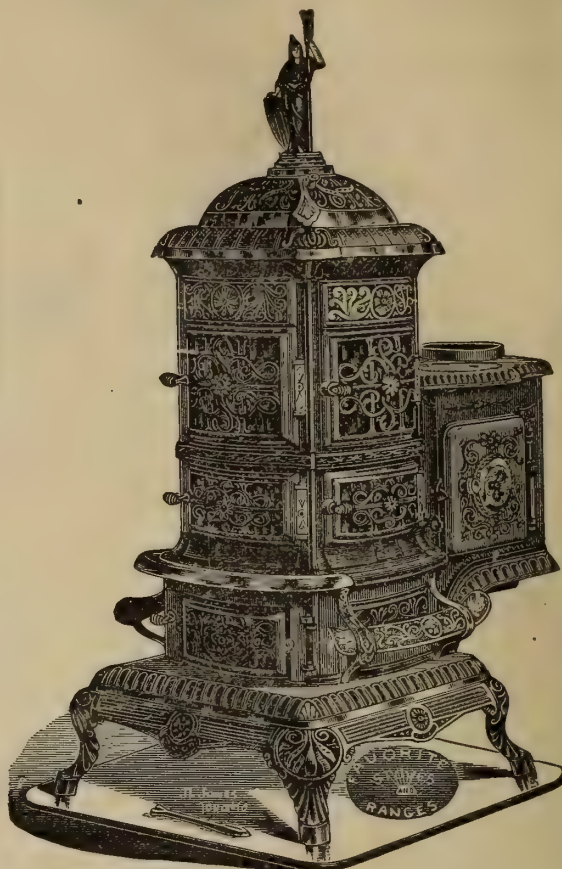
TORONTO, January 5th, 1890.

MESSRS. HARDWARE, City.

GENTLEMEN,—Among other valuable articles we have noticed from time to time in HARDWARE, there can be none of more importance to the retailers than that headed, "Should Retailers Canvass?" in your last issue.

To our minds this is a matter which cannot be denounced too strongly, as it must tend to ruin trade in our business if continued. We know an instance, which is fresh in our memories yet, where a leading firm in this city sent a canvasser to one of our customers with a certain article in common use, and with beautiful nickel samples, tried to secure an order. The customer, however, came to us for the article of which we first got a sample to show him, which, when compared with the goods we already had on our shelves proved to be inferior, and the builder finally chose the stock from our shelves, and we were left with the samples but managed to retain our customer. The above we give just to show that in most instances the canvassing has a tendency to cut prices and does not take the customer from his general dealer, the majority of them

I AM
The "Rival Favorite,"



Beautiful exterior, unrivalled as a baker and a complete success as a seller. I am the cheapest line to be had anywhere. Orders from the trade respectfully solicited.

CHOWN & CUNNINGHAM

Kingston, Toronto, New Westminster.

preferring to deal where they get their furnishings in general.

There are a great many points against the canvassing system among retailers we might refer to, and we would be glad to hear of some plan, worthy of the consideration of the general retail trade, which would meet with approval and tend to organize and unite instead of separate business men.

The man who goes out to solicit trade from builders (many of which are unworthy of the name) simply helps to pave the way for the destruction of his own business, as well as to damage that of his fellow traders, and certainly stoops far below the dignity of a true tradesman.

Yours truly,

FAIR TRADERS.

[We should like to hear the views of other retailers on this important question. "Fair Traders'" letter is to the point, and quite clearly proves our contention that trade is injured by this system of soliciting orders.—ED. GROCER.]

How to Sell Goods

Send Ten Cents to the HARDWARE PUBLISHING CO. for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods."

Hardware Publishing Co.
6 Wellington St. W., Toronto.

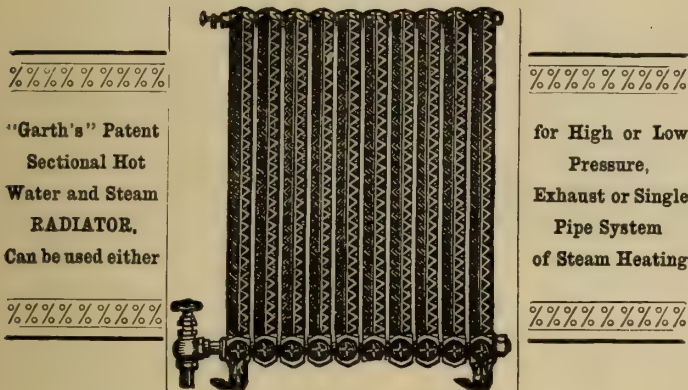
DOMINION METAL WORKS

MANUFACTURES

Plumbers', Steam and Hot Water Fitters', Cotton,
Woollen Mill, Brewery, Laundry, Tobacco
Factory and Railroad Supplies.

CREAM SEPARATORS AND DAIRY UTENSILS.

ALSO MANUFACTURES



"Garth's" Patent
Sectional Hot
Water and Steam
RADIATOR.
Can be used either

for High or Low
Pressure,
Exhaust or Single
Pipe System
of Steam Heating

GARTH & CO.

536 to 542 Craig Street, Montreal.

SEND FOR CATALOGUE AND PRICE LIST.

COPPER TEA KETTLES

WITH BOOTH'S PATENT TUBULAR HANDLE.

ALWAYS COOL TO THE HAND

The Best, Strongest & Handsomest in the Market



Patented June 1, 1887.

	7 in.	8 in.	9 in.	10 in.
Polished Copper, -	\$2 25	\$2 50	\$2 75	\$3 50
Polished, nickel-plated, -	3 00	3 25	3 75	4 50

Guaranteed as Represented.

BOOTH & SON, TORONTO.



WHAT ARE THE PROSPECTS?

It has been stated by those in a position to know, that there are as many empty houses in this city to-day as there have been new one built during the past year. If this statement be correct, and the builders fully realizing it do not erect many buildings this year, how will it affect the heating trades?

Owing to the rapid increase in the demand for furnaces, steam, and hot water heaters during the past five years, a number of outside manufacturers of those goods have located agencies here, and have taken advantage of this demand to build up, in some cases, a good trade.

Three or four years ago the furnace trade in this city was practically confined to some four or five firms. Now the number of furnace manufacturers represented here number at least fifteen, all alive and pushing the business for all it is worth. The question the furnace men are now considering, is what will be the prospects for this year if the building trade slackens? Can we keep up our end and make the business pay in the

face of so large competition and the possibility of dullness in the building line? It is self-evident that under such conditions some one will have to retire, or there will not be much money in furnace work, but rather a loss. A large supply with a small demand will cause price cutting. At present prices the trade cannot stand further reductions. This line of the heating business has touched bottom; any lower than this the bottom will fall out and spill some one on the ground.

The same applies to the hot water heating trade. Prices are cut very low in this branch of the heating business. Now that iron has advanced in price there should be an advance in prices asked for all classes of heating work. This increased cost touches all the stock used in these trades; cast iron, steel plate, tin and galvanized iron, steam pipe and fittings, all enter into and comprise the material used, so that we should expect an advance all along the line instead of a tendency to lower prices.

That there will be a large amount of heating work done this year is more than likely. That it will reach the volume of 1889 is doubtful. This is the opinion of men in the trade, and they are the best judges. We should be pleased if their predictions are not fulfilled. With all these facts before them, an effort should be made to hold up prices, and let the work that must come be taken at prices that will enable the contractor to do good honest work and leave a fair margin of profit.

SAFETY-VALVES ON HEATING BOILERS.

The proportion of the area of a safety-valve to the area of the grate, according to the United States rule, says The Locomotive, should be such that there is half an inch of valve area to each square foot of grate surface, when lever or dead-weight valves are used, and one-third of an inch of valve area to each square foot of grate surface when spring or pop valves are used. It has been shown by actual trial that when these proportions are observed, the valve is of sufficient size to prevent any considerable rise of pressure beyond the point of blowing off—that is, if everything is in good order. This rule, therefore, is a very safe one to follow.

In heating boilers the valve area should be increased rather than diminished, because the class of help employed to run these boilers usually lacks the experience and intelligence of the class employed to run high-pressure boilers, and the necessity of seeing to it that all pertaining to such boilers is properly designed becomes correspondingly more urgent. But it would seem, judging from our past experience, that altogether too many people consider anything in the form of a safety-valve to be good enough for a heating boiler, and we found one boiler with a great area of seven square feet, which had a safety-valve area of only 44-100 of an

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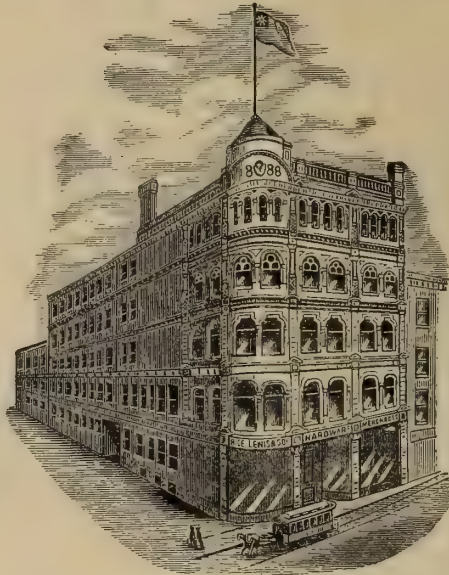
BAR IRON, STEEL

BOILER PLATE,

= TUBES =

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Pipe Fittings.



Rope, Chains,

SHIP CHANDLERY,

Boiler Makers'

AND

Machinists' Supplies

General HARDWARE Merchants

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inch (or somewhat less than half an inch) when according to the United States rule, the area should have been $3\frac{1}{2}$ inches. If the safety-valve on such a boiler should at any time have to be depended upon to relieve the boiler, a dangerous rise of pressure would take place, the steam being unable to escape as fast as it is formed.

Another trouble in the safety-valves of low-pressure boilers is so frequently met with that it seems almost to be the rule, even when the areas are properly proportioned. It is that the regular high-pressure valve and weight is used, so that even when the weight is pushed in as close to the valve as it will go, it takes a steam pressure of from twenty to forty pounds to raise it. In other words, the valve was made to use on a high-pressure boiler, and is so designed that it can be set to blow off at any pressure between forty and one hundred pounds, with the idea that this range would be all that would be required; and this being the case, forty pounds is the lowest pressure at which it can be set to blow off. The safety-valves and weights on all heating boilers should be adapted to the duty they have to perform, and the levers should be marked accordingly.

Let us consider an ordinary heating boiler. The maximum pressure carried is ten pounds, the pressure gauge registers up to twenty pounds, and the damper regulator is adjusted to ten pounds. Now let us suppose that

through ignorance or neglect the draft doors are blocked open. The pressure rises, and the damper regulator cannot control it, when ten pounds are reached. The safety-valve should have been so constructed and set that it would blow at twelve or fifteen pounds, but with the ball pushed in, in too many cases it takes thirty-five pounds to lift the valve. The light diaphragms in the damper regulators are broken, and the pressure gauge is destroyed or strained.

The weight of the lever and valve, ordinarily, will balance about two pounds of internal pressure, and the weight placed on the lever should be such that when it is pushed in close to the valve, the boiler will blow off at five pounds or less. Then, if it is desired to set the valve to blow off at ten pounds or fifteen pounds, it will be easy to do so by shifting the weight outward along the lever till the proper point is reached.

We have stated what can take place when valves are weighted as we frequently find them, and we will say, further, that just such accidents as these have come under our personal observation, and that frequently in our practice we are obliged to re-adjust valves by having light weights substituted for heavy ones. The only objection to this change is that the point at which the valve blows off will no longer correspond with the marking on the lever. If those fitting up low-pressure boilers will call upon the valve manu-

facturer for valves weighted and graduated for low-pressure work, they can easily procure precisely what is needed.

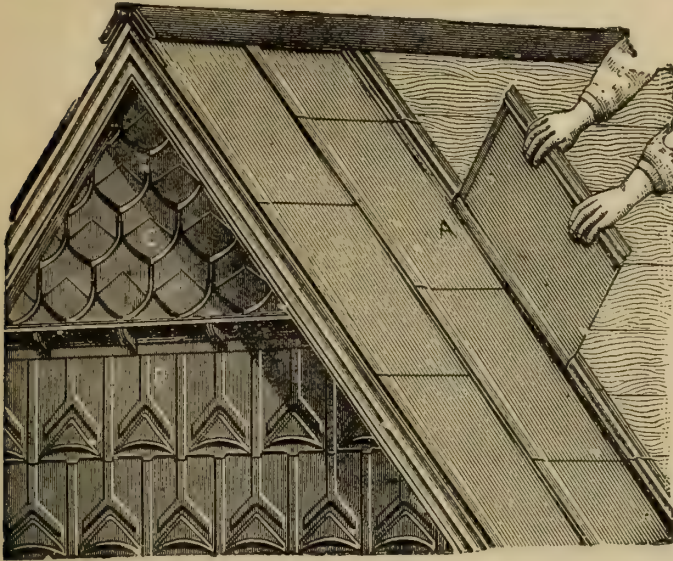
SQUARE OR ROUND CHIMNEYS.

In a recent discussion in your columns regarding the draught of chimneys having round and square horizontal sections respectively, writes Oberlin Smith to the American Machinist, there has been one point not brought out which I think is of importance, viz: That sometimes, in square chimneys, there are supposed to be four minor downward draughts in the four corners that, of course, interfere somewhat with the major upward draught in the centre, which is supposed to be of an approximately circular form, owing to its revolving in a spiral direction.

Whether this spiral action always takes place, or just how often, I do not know. That it may, under certain conditions, occur together with the downward eddies above referred to, is, I believe, well substantiated. Whether they take place to much extent in very tall chimneys is doubtful. I know, however, that in some cases the smoking of short house chimneys has been remedied by making the orifice at the top circular instead of square.

Probably there is no doubt but what Prof. Sweet is right in making the general statement that a round flue is better than a square one, providing they are of equal area.

Broad Rib Sheet Steel Roofing.



The Cheapest and Best Metal Roofing and Siding in the Market. Can be Laid as Cheap as a Shingle Roof.
Specially Designed for FACTORIES, MILLS,
ELEVATORS, Etc.

ANY ONE CAN PUT IT ON.

We have recently perfected machinery for manufacturing PLAIN SHEET METAL ROOFING under the Walter's Patent. This Patent possesses advantages of construction not found in any other Metal Roofing. IT DOES AWAY WITH THE NECESSITY OF TONGUING UP EDGES, DOUBLE-SEAMING, COPING OF RIBS, RIVETING RIBS, EXPOSED FASTENINGS AND CLEATS. No expense will be spared to make THIS ROOFING in quality of metal and perfection in fitting, the very best in America. For prices apply to the Sole Manufacturers in Canada:

The Canada Galvanizing and Steel Roofing Company,
22 LATOUR STREET, MONTREAL.

RE-HEATING EXHAUST STEAM.

While exhaust steam is in its normal condition, says Power and Steam, as it comes from the cylinder of an engine at a temperature of about 212 degrees, can be used to a considerable advantage and economy under certain conditions for heating and manufacturing purposes, practical experience has shown that, owing to its low temperature, moist condition and comparative sluggishness of movement, it is less efficient for conveying and radiating heat than steam of a higher temperature; that it is liable to quick and rapid condensation, and that it is difficult of free circulation for heating purposes, causing back pressure on the engine.

For the various manufacturing processes requiring a temperature in the steam of over about 212 degrees in order to impart the necessary heat to the appliances in which it is used, exhaust steam in its normal condition is of course entirely useless without a degree of compression and consequent back pressure, which may neutralize its value, by reason of the additional fuel required to enable the engine to carry the extra load, and thus destroy any economical results from its use.

The attention which has been drawn in recent years to the subject of the use of exhaust steam for heating has led to quite a general introduction of what is known as the exhaust system of heating in office buildings, apartment houses and other large structures of the kind, in which the object to be attained is merely warming the building; and the heating apparatus in modern buildings of this character in which steam is to be used for power in running elevators or electric light machinery, is quite generally planned for exhaust steam heating.

But while many such buildings are nominally or theoretically heated with the exhaust

steam, or supposed by their owners to be so heated, a visit to the boiler-room in cold weather will generally show that a large amount of live steam is being injected into the heating pipes to supplement the exhaust, for the generation of which a large amount of fuel, in addition to that required for the power, is being consumed.

A building in New York City of modern construction was fitted and piped according to the most approved modern methods for heating with the exhaust steam from the elevator pumps.

It was found that in cold weather it required the entire steaming capacity of the two boilers which the building contained to perform the service, and that even with this the building could not be satisfactorily heated, and it was thought that it would be necessary to add a third boiler.

Instead of this, however, a system of re-heating the exhaust steam was introduced. It was then found that the entire service of

the building was satisfactorily performed with one boiler only. It was thus conclusively demonstrated that the capacity of one boiler was ample for the power required to run the elevators; that the same steam raised to a proper temperature after performing this service, was sufficient to satisfactorily heat the building, and that the entire product of the other boiler, in the form of live steam, had previously been put into the heating pipes in addition to the exhaust steam from the elevator pumps, without satisfactory results.

Of course, every pound of this live steam meant fuel consumed under the second boiler. The result of the application of the re-heating system in this building was that it has never since been necessary to use more than one boiler in the coldest weather, and that the winter consumption of fuel was reduced fully one-half.

It is well-known that the gases of combustion from a boiler furnace carry a temperature in the flue of from 400 degrees to 600

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We make and supply everything used by Stove and Tin-ware Dealers.

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The McClary Manufacturing Co'y
LONDON, TORONTO, MONTREAL, WINNIPEG.

degrees, and that ordinarily all this heat is going to waste up the chimney. This waste heat and the exhaust steam blowing into the air, combined are carrying off the seventy-five per cent. or more of the thermal value of the fuel which is lost in an ordinary steam plant.

By bringing these two sources of waste together, and utilizing the previously wasted heat of the flue for raising the temperature of the previously wasted exhaust steam, and bringing the latter thus re-heated and re-evaporated into active and efficient use for heating purposes, a large percentage of the hitherto lost energy of the fuel is recovered and brought into use.

Some misapprehension has arisen with regard to the practicability of raising the temperature of steam without a corresponding increase of pressure. This arises from considering steam in confinement and in contact with water. When the containing pipe, however, is open to the atmosphere, the effect of the application of heat is to dry out the moisture and superheat the steam, while the steam, having free access to the atmosphere, will not increase its pressure above that point.

The system of re-heating exhaust steam by means of the waste heat in the flue, takes advantage of a legitimate source of saving, and is receiving increased attention from steam users.

CUSTOMS DECISIONS.

The following decisions were rendered by the board of customs during November and December.

Aluminum bronze, 30 per cent.

Asparagus plants, 20 per cent.

Basswood, over 1-16 inch thick, 20 per cent.

"Book Buyer, The," 6 cents per pound and 20 per cent.

Castile soap in cakes, 2 cents per pound.

Corn-cob pipes, 25 per cent.

Frank Siddal's laundry soap, 1½ cents per pound.

Frillings and flounces, 35 per cent.

Glaziers' diamonds set in brass, steel or iron, 30 per cent.

Jellyine, when not sweetened, 2 cents per pound.

Labels, all silk, letters woven or printed, 30 per cent.

Labels, all cotton, letters woven, 25 per cent.

Labels, all cotton, letters printed, 32½ per cent.

Plate glass, bent, value to include cost of bending, 20 per cent.

Sanitary and ingrain wall paper, 35 per cent.

Snow-shovels made of wood, 25 per cent.

CHARTERED BANKS.

The following is a list of the banks in Canada acting under a Dominion Government Charter:

ONTARIO.

Bank of Toronto.	Imp'l Bank of Canada.
Can. Bank of Commerce.	Traders' do
Dominion Bank.	Bank of Hamilton.
Ontario Bank.	Bank of Ottawa.
Standard Bank.	Western Bank of Can.

QUEBEC.

Bank of Montreal.	Merchants Bank of Can
Bank of B. N. America.	Banque Nationale.
Banque du Peuple.	Quebec Bank.
Banque Jacques Cartier	Union Bank of Canada.
Banque Ville Marie.	Banque de St. Jean.
Banque d'Hebelaga.	Banq. de St. Hyacinthe.
Molson's Bank.	East. Townships Bank

NOVA SCOTIA.

Bank of Nova Scotia.	Halifax Banking Co.
Mer. Bank of Halifax.	Bank of Yarmouth.
People's Bank do	Exch. B'k of Yarmouth
Union Bank do	Com'l B'k of Windsor.

NEW BRUNSWICK.

Bank of N. Brunswick.	People's Bank.
	St. Stephen's Bank.

MANITOBA.

Commercial Bank of Manitoba.

BRITISH COLUMBIA.

Bank of British Columbia.

"No man has a right to hazard other men's property without fairly appraising his creditors of the nature and extent of the risk, and obtaining their consent to the measure."—Horace Greeley.

Have you tried the Cash System? It would add years to your physical life, as well as to your business life, to be able to buy and sell for cash.

ST. CATHARINES, ONT

McKINNON DASHES

CHEAPER

BETTER

STRONGER

THAN HAND MADE

If you get the S. F. Quality.

WHAT CANNED GOODS HAVE DONE.

Furnished the masses with cheap and healthy articles of food.

Helped the grocer to increase his business and add to the appearance of his store as well as to his profits.

Increased the pleasures of the table in seasons when fresh fruits and vegetables are unobtainable.

It has lessened the labor of the housewife, as canned goods need but little preparation to serve them ready for the table.

It has given labor to thousands interested in their manufacture, and rich and poor alike enjoy at moderate cost these productions.—Retail Grocers' Advocate.

THE NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

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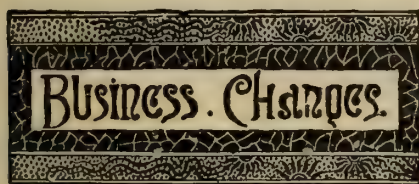
THE MILLS, Campbellford, Ont.

WM. THOMPSON & CO'Y, IMPORTERS AND DEALERS IN SHELF AND HEAVY HARDWARE

Our Fall Stock of Window Glass is Now Complete.

SPECIAL AXES—"Leader," "Lance," "Queen City," "Honor Bright," "Our Very Best," etc. CROSSCUT SAWS—"Racer," "Lance," "Razor." WHITING SAW SETS. BEAVER FILES. BUFFALO BELT FASTENERS. AXE HANDLES—2n groth hickory and blue oak. AXE STONE. ACME SKATES—genuine Halifax. SOLE AGENTS for Putz Liquid in sample 1-2 pint and 1 pint tins. BOSTON COACH OIL—pints and quarts—
See Our October Job Sheet. Write for Quotations.

20 and 22 Front Street West, - - - TORONTO.



PROVINCE OF ONTARIO.

Appin—McGregor, Chas., general store, succeeded by C. K. Wilmott.

Aylmer—Hall & Ashbaugh, grocery, partially burnt out, insured.

Barrie—Martin, Mrs. Thos., fruit and provisions, burnt out.

Brussels—Rogers, F. C., general store and salt works, assigned to Geo. S. Birrell, London.

Chatham—Boyes, T. & Son, hardware and agricultural implements, assigned to C. B. Armstrong, London.

Fenelon Falls—Brandon, J. J., grocery, boots and shoes, assigned to Findlay McDougall, Fenelon Falls.

Harrow—Rumball Bros., tinsmiths, assigned to Hugh Macaulay, London.

Hamilton—Brown, Balfour & Co., (co-nom) W., grocery, succeeded by Balfour & Co.

Port Arthur—Clavet, A., tinware, burnt out; Fortune, W. F. grocery, etc., burnt out.

Sault Ste. Marie—Collins & White, general store, suspended.

South Woodslee—Hilborn, J. G., general store, assigned to Jno. McColl, St. Thomas.

St. Marys—Perrin, Jno., grocery, boots and shoes, assigned to M. Masuret, London.

Thornton—McBride, Wm., general store, assigned to E. R. C. Clarkson, Toronto; Ashford, C. A., fruits, etc., assigned to S. K. Moyer, Toronto; Eckardt, Kyle & Co., W., grocery, style changed to H. P. Eckardt & Co.; Hamilton, H. E. & Co., (co nom) (estate of) manufacturers boots and shoes, estate sold to P. Jacobi; Thomson, Wm. & Co., W., hardware, stock sold to M. & L. Samuel, Benjamin & Co.

Whitby—McIntyre, Jacob, (estate of) stoves and tinware, stock, etc., advertised to be sold by auction on 8th inst.

Woodville—Ross, D. D., hardware and grocery, sold out to Hector McNeil.

MANITOBA AND NORTH-WEST TERRITORIES.

Crystal City—Rollins, Robert, general store, admitting partner 1st March next.

Gretna—Abrams & Esau, general store, sold Reinland Branch, P. Abrams deceased.

Morris—Lawrie Bros., general store, opened branch at Roland.

PROVINCE OF QUEBEC.

Montreal—Gillespie, Paterson & Co., general merchants, etc., dissolved.

St. Henri—Bourdon, Theophile J., grocery, assigned in trust.

Sorel—Poulet, Norman, grocery, deceased.

PROVINCE OF NOVA SCOTIA.

Baddeck—McDonald, Jno. (clerk) general store, assigned in trust.

Brooklyn—Gibson & Keep, general store, dissolved, Gibson retires, business continued by C. H. L. Keep.

Kentville—Porter, Rufus, general store and hotel, advertised stock in trade for sale by tender.

Victoria Mines & Langan—McDonald, D. F., general store, assigned in trust.

PROVINCE OF NEW BRUNSWICK.

Moncton—Dunlap, Jas. H., W., grocery, warehouse burnt out, insured.

PRINCE EDWARD ISLAND.

Lot 16—McCormack, Angus, store, advertised closing out business.

BRITISH COLUMBIA.

Matsqui—Lacroix, Gabriel, general store, assigned in trust.

Patronize the manufacturer who, to your knowledge, sells unadulterated goods.

The money least liable to take unto itself wings is that invested in life assurance.

If you have to complain of any shipment of merchandise, do so by first mail.

Goods sold habitually below their cost are not likely to be paid for in full.

Balance your cash every day.

"A good name is rather to be chosen than great riches."—Solomon.

FILES AND RASPS

(Of every description)

Made from superior
quality Cast Steel,

(TESTED AND WARRANTED)

GLOBE FILE MFG. CO.,
Port Hope, Ont.



TORONTO LEAD AND COLOR COMPANY'S VULCANIZED FLOOR PAINTS

SOMETHING ENTIRELY NEW.

Dry hard with a fine gloss in 12 hours.

READ OUR TESTIMONIALS.

We have been selling Toronto Lead & Color Co's pure paint about five years. think it the best mixed paint in the market.

WALLACEBURG, DEC. 14th, 1889.

It has given perfect satisfaction, and we

SHAW & WOOLIVER.

A NEW TELEPHONE.

Country merchants and others who feel the need of a cheap and serviceable telephone connection in places where there are no regular telephone service will be interested in the following account from the Boston Journal of Commerce, of the invention of Jerome Prince, a Milford, Mass., grocer. Mr. Prince's invention consists of the transmission of sound by vibration of glass, and his attention was directed to the subject in peculiar way. While waiting in Boston one day he chanced to wander into one of the dime museums, and as he entered he observed a young girl playing a tune on tumblers, each tumbler being partially filled with water. Mr. Prince instantly thought that if the vibration of glass can be made to give forth such varied and musical sounds by the manipulations before him, why cannot this vibration of glass be brought to some practical utility, and with these thoughts and expectations he set to work. The new telephone consists of a diaphragm or transmitter of simple glass, resting on a number of glass rods, and these communicating with an ordinary wire. The line in operation at Milford extends from a grocery on Main street to the residence of one of the proprietors, a distance, perhaps, of some thirty rods, passing some five or six sharp angles before reaching its destination. Over this wire the ticking of a watch can be distinctly heard, and a whispered conversation carried on with no difficulty whatever. The distance that sound can be transmitted with the new telephone varies according to the thickness of the glass transmitter. The one in consideration allows a whispered conversation three miles, and by using a thicker glass a much longer distance. It makes no difference how many angles the wire takes in reaching its destination, the sound is transmitted just as readily. Another peculiarity of the invention is the increased intensity of the sound that is transmitted. Each vibration seems to gather strength and force from the vibrations behind it, and when the sound reaches the ear of the auditor it is wonderfully clear and distinct.

SOME USEFUL FACTS AND SUGGESTIONS.

Brass castings shrink one-eighth of an inch to the foot in cooling.

Iron castings shrink one-tenth of an inch to the foot in shrinking in the mould.

It is said that very smooth castings may be obtained by mixing with the green foundry sand forming the mould about one-twentieth part of tar, and employing the mixture without the addition of any other substance.

To soften copper or brass, heat to a low red heat and plunge in salt water.

To harden cast iron, heat to a cherry-red and dip in a solution composed of one-half pint of oil of vitriol and two ounces of salt-petre, mixed in three gallons of water.

To start a nut that is corroded in its place so that an ordinary wrench will not move it, strike a few sharp blows upon its end face; then, holding a dull chisel across the chamber of the nut, strike the chisel-head several sharp blows, which will, in the majority of cases, effect the object.

An obdurate screw may sometimes be drawn by applying a piece of red-hot iron to the head for a minute or two and immediately using the screw-driver.

An alloy for filling defects in small castings is made of nine parts of lead, two parts of antimony and one part of bismuth. This expands on cooling.—Exchange.

THE ST. LOUIS COAL PALACE.

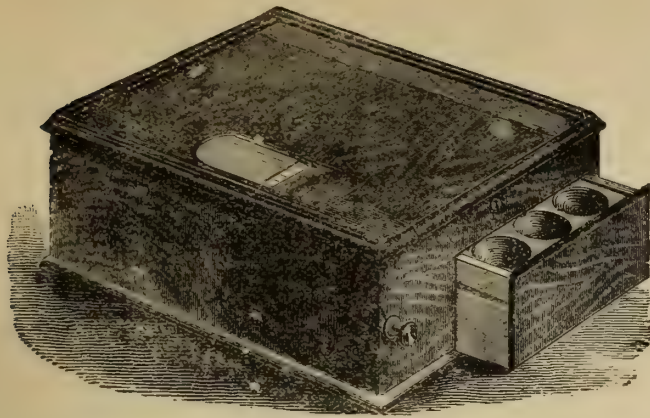
St. Louis is getting up a palace of grand dimensions, having a frontage of 150x300 feet, and to be three stories high, occupying a site at the corner of Broadway and Fourteenth streets, the whole superstructure to be built of black coal, which the coal companies will furnish, all worked out by saw, by mason's hammer, and into artistic forms by the carver's chisel. The first floor will be of polished coal, and pillars of the same material will support the upper floors. It will be a greater novelty than the ice-palace, but will lack one of its advantages—it will not be fire-proof.—Exchange.

THE EIGHT-HOUR LABOR MOVEMENT.

The Federation of Labor, an organization now supposed to embrace more wage earners than any other in the country, has recently solemnly resolved upon a deliberate and combined struggle to establish eight hours as a day's work. It is intended to organize the workers in all the branches of industry upon which the necessities of civilized life most immediately depend, and to prepare to unite, on a fixed date, in a general demand for a change of hours, with a gigantic strike as the alternative. It is even contemplated to make the same effort in some European countries at the same time. By such combination and simultaneous compulsion, it is hoped that employers and society will be compelled to accede to a change which would otherwise be found impracticable.

An English circular announces that "the consumption of petroleum all over the world is increasing enormously. The exports from America to all parts from January 1 to October 18, 1889, were 457,549,552 gallons, against same period last year, 370,930,469 gallons; showing an excess this year of 77,619,083 gallons, or over 20 per cent. increase in exports. On the Continent of Europe, at the seven principal ports, the deliveries have been from July 1 to November 9, 1889, 2,129,763 barrels, against same period last year, 1,653,697 barrels; increase in deliveries, 476,066 barrels, or nearly 30 per cent. increase, and at the present moment these ports have only a visible supply, including stock afloat and loading, sufficient to last seven weeks, and at the present rate of consumption they will have to buy about 2,300,000 barrels to supply them up to March 31, 1890. The home trade also in America itself is increasing by rapid strides."

Do strikes pay? is an old, old question that has been given a new interest by some new figures. According to a competent authority, the 1,031 strikes last year resulted in a gain of \$359,000 and a loss of \$1,083,000 in wages. On the other hand, it is only just to say that the gain has a more lasting effect than the loss. Still, it looks very much as if strikes do not pay any way the matter is looked at.



ERRORS STOPPED, CARELESSNESS IMPOSSIBLE BY USING The Automatic Cashier

You compel the entry of every transaction whether receipt or disbursement before the cash drawer can be opened.

Cheap, Durable, Economical

Costing less than 1c. per day to operate.

ADMISSABLE AS EVIDENCE IN ANY LAW COURT, being an original mechanically correct record.

Canadian Cash Register Co.

Agents Wanted.

29 COLBORNE ST., TORONTO.

THE NEW CANADIAN SHIP RAILWAY.

Canada is carrying on just now one of the most remarkable works of modern times—the Chignecto Marine Transport Railway. The road is being built on the neck of land lying between the Northumberland strait and the Bay of Fundy. It is designed to facilitate maritime communication between the Gulf of St. Lawrence and southern ports. Vessels will be hoisted on to a huge truck; two locomotives will at once commence to pull, and away the ship will go, 17 miles overland, to the Bay of Fundy, where it will be set afloat again to resume its voyage. The railway trip will avoid the long journey around Cape Breton and Nova Scotia.

The steel for the track is the heaviest ever made, weighing 110 pounds to the yard. There will be a double track, upon which the track containing the vessels under transport will be placed. The locomotives, two of which will be used in drawing the vessels across the isthmus, are built on the same principle as the ordinary locomotives, but of a much greater weight and power. It is estimated that with this power and the road-bed in fairly good condition a ship of ordinary capacity will be taken from the Bay of Fundy and placed in Baie Verte, a distance of seventeen miles, in two and a half hours, though ten miles is easily obtainable. The vessels to be transported will be hoisted by hydraulic power from a basin or dock to the railway track. It is claimed that it will be impossible for the ship to suffer injury or strain by this novel experience.

Mr. Letourneau, a well-known wholesale dealer in paints and oils, died suddenly on Sunday during the celebration of mass in the Church of St. James, Montreal.

Mr. J. G. Humphrey, blacksmith and wagon-maker, Huron street, Stratford, succumbed to a long illness on Monday afternoon.

Mr. Carrick, manager of the E. & C. Gurney manufactory, Toronto, is at present laid up with the influenza. We are glad to hear he is getting better.

Mr. A. Clavetts suffered considerable loss from damage to his building and hardware

stock in the fire which visited Port Arthur on Friday last.

On New Year's day, Mr. Fred. Hope, salesman in Mowat & Co's hardware store, Trenton, was married to Miss Anna Armstrong, daughter of the Rev. J. B. Armstrong, Orillia.

Messrs. Maunder and Robertson, successors to Mr. Joseph Maunder of Little Britain, have taken over the extensive blacksmithing and carriage business so well established there.

Hiram Walker & Sons, Walkerville, distillers and general storekeepers, as has been their custom for years past, gave to each employe a certain percentage on the wages earned by them during the past year.

James Swinton, a moulder, living at 38 Canada street, Hamilton, while suffering from cramps, seized a bottle containing a quantity of laudanum and swallowed the contents, supposing it to be something else. The mistake was not discovered until Swinton had partaken of his supper, after which he became very ill. An emetic was administered, but it failed to dislodge the poison, and Swinton died before medical aid could be procured.

Mr. Barnard, M.P., on Monday interviewed Hon. Mr. Bowell regarding the abolition of the duty on mining machinery and an increased duty on lead. He says he secured no decided answer concerning either. His impression is that some articles of machinery may be put on the free list, such as are not manufactured in Canada. In British Columbia this is a matter of considerable moment, and he proposes to keep hammering away at it until he accomplishes something.

The E. & C. Gurney Co. have issued a very handsome Christmas card. It is a wall-picture 24x16 inches, with a calendar and the compliments of the E. & C. Gurney Co. at the bottom. A little girl sits on a high chair, while one slightly older stands at her side and wipes tears from the younger one's cheeks. A broken porridge-bowl near the foot of the chair explains the cause of the tears. The picture is very taking. It is copyrighted expressly for this purpose.

The Winnipeg Commercial notes a scheme

to utilize the water of Kakabeka falls, on the Kaministiquia river, in Algoma, about twenty miles from Port Arthur. This water-power is situated in a central point of the rich mineral region surrounding, and it is proposed to utilize the power in working the mines. Some gentlemen from Minneapolis have interested themselves in the scheme, and an expert who has examined the locality claims that the power can be easily utilized.

Jos. McCausland & Son of Toronto, the well known designers and makers of ornamental stained glass, are beyond question the easy leaders in such work in Canada. Their vast business, established 40 years ago, extends from Nova Scotia to British Columbia, and thousands of public and private buildings testify to this firm's ability to execute beautiful and durable windows of every description. There are several offshoots of this veteran house, but their practical knowledge of the details in every branch of the glass business, together with their unrivalled equipments for the production of choice art glass, make them peers over all competitors. Everywhere one enquires in Toronto as to who produces the best stained glass in the city; the reply is unanimously in favor of Jos. McCausland & Son. All of the finest residences in Toronto and most of those throughout Canada, have delightful examples in some form or other from this firm. They made the windows for the Metropolitan church, Toronto, and among important commissions for the city at present in their hands are St. James cathedral, St. Mary's catholic church, Spadina avenue Methodist church, Jarvis street Baptist church; also Christ church cathedral, Hamilton; St. John's church, Port Hope; churches in Halifax, besides a score of others in various parts of Canada. Memorial and all high grades of glass for church and secular purposes are their specialties, but every kind and any quantity is furnished by them from superior and original designs. Thousands of the most prominent names in our country are entered upon their order books, and suffice it to say such is the result of an earnest desire to please. They are extensive dealers in British plate glass, glass benders, bevellers and silverers. They also carry in stock a large line of select paper hangings, friezes, etc., and odd things for walls. Samples of anything in their lines are cheerfully submitted. Show rooms and works, 72 to 76 King street west, Toronto.

MARKETS

TORONTO, JAN. 10, 1890.

Not a single occurrence of interest has taken place in the market this week. Trade has been practically stagnant, both in the city and the country, but particularly in the country, and it is expected that this will be the condition of affairs for at least a couple of weeks yet. A few of the travellers have started out with samples of spring goods, and the others will follow soon. The reports sent in by those on the road can certainly not be called encouraging, for without exception they report a poor trade doing. Country merchants, too, in writing to the wholesale men, do not speak at all cheerfully of business, many of them taking a decidedly gloomy review of things.

It is, of course, to be expected that there would be but a quiet trade doing at the present season of the year, which is always a dull one, get perhaps the thought of the future may give cause for some anxiety. Appearances at the present time would indicate that the general trade of the country is in not quite so prosperous a condition as many would like to make out, and this fact is becoming more apparent every day. The scarcity of money in the country is undeniable, and is being by some severely felt, and many more have yet to suffer. Both wholesale and retail firms have the utmost difficulty in making collections, which at the best are most meagre, and there does not seem to be any hope that money will be more plentiful until another crop has been turned over. The surplus production of the country has in a great measure been disposed of, and the money paid for it put into circulation, without doing much to remove the financial stringency, and wholesale and retail merchants find that although they have disposed of goods, in volume above the average, that they cannot get paid for them, and will have to wait another year for their money. Of course it is impossible for the retail trade to meet their engagements if they cannot collect from their customers, and wholesale men realize this and are willing to treat their debtors with all reasonable leniency. In the meantime both must go on buying and selling, and trust to another harvest to make things all right again.

Of the hardware trade in the Province of Manitoba, the Winnipeg Commercial says: "Business is now very quiet, and prices are largely normal. The feeling, however, is very firm, and it is felt certain that there will be a strong upward tone in prices as soon as the spring movement begins. Dealers cannot replace stocks at ruling prices, and in some lines goods will cost more laid down here in bulk than they could have been bought for here a short time ago. Knowing that stocks cannot be replaced except at much higher figures, the feeling in the trade is very strong."

There have been no changes in prices to record during the past week. Iron and steel are dull and featureless. The foreign market for crude iron of all descriptions continue buoyant, and cable advices indicate heavy speculative operations at advancing prices all along the line. Scotch warrants have moved up to 65s. 6d., Middlesbrough to within 1s. of that price and hematites to 80s. 7½d. This rise has more or less effect

upon the manufactured products, nearly all of which are said to be held for advanced prices. Messrs. McGrigor, Donald & Co., representing the makers of Scotch pig iron, have issued their annual statistical statement. Makers' stocks were reduced during the year from 213,213 tons to 92,065 tons, or by 121,148 tons. As the stock in Connal's store to-day was 943,775 tons, against 1,031,220 tons this time last year, the total stock is now 1,035,840 tons, against 1,244,433 tons, a decrease of 208,593 tons. Last year there was an increase in the whole stock of 16,339 tons; in 1887 the decrease was 45,000 tons, and in 1886 132,556 tons, so that the increase in these three years has been wiped off. There is a decrease in the make of pig iron during the year of nearly 29,000 tons as compared with last year, notwithstanding that there has been, on the average, one furnace more in blast during the year. Under all heads there has been an increase in the "shipments," particularly to London. In foreign there is an increase of 6,000 tons, while coastwise and by rail the quantity has increased by 16,000 tons, making the gross increase fully 22,000 tons. Local consumption shows a very large development, foundries having consumed 48,000 tons more than in 1888, and malleable iron and steel works 126,000 tons more, making a total increase under this head of 174,000 tons.

The London copper market has again firmed up, the cable quoting merchant bars at £51 17s 6d spot and £52 futures. It has been fairly active in a speculative way, but the trade demand at present is quiet.

Tin is quoted lower in London at £96 2s 6d spot and £96 7s 6d futures with business light. Tin plates, on the other hand, are higher. Bessemer plate bars have advanced 10s to £8, and makers of plates are asking higher prices for their goods, although carrying the largest stock on hand at any time within the past seven years. Stocks of tinplates at English shipping ports are 450,000 boxes, the largest since 1882. Inquiries for tinplate have been more numerous, but no increase of business has resulted, buyers and sellers being still far apart on prices. For lead cables report a moderate demand at £14 2s 6d for soft Spanish, and the spelter market is cable steady at £24 5s for ordinary Silesian. In paints and oils no change has occurred this week, nor can much activity be seen, as a matter of fact trade is very quiet all round, and wholesalers and manufacturers of paints are not pushing business. A few of the travellers are out, but are not doing much. Manufacturers are still busy making prepared paints, but are taking few or no orders for them, although they expect to do a good business. Turpentine is unaltered. Southern advices state that the article is firmer but not higher there. Linseed oil and whitelead are featureless.

NEW YORK MARKETS.

NEW YORK, DEC. 9.

It has been expected all along that by this time unusually large transactions in foundry pig iron would have been reported. The expectation appears to be realized only in part, however, and, while unquestionably firm, the market shows less buoyancy than has been reckoned upon in some quarters. This circumstance is not due to any adverse turn in the general situation, but is the outcome rather of unusual policy on the part of some sellers. In explanation, it may be stated that large consumers in this vicinity, up the State and through New England,

have on hand or under engagement sufficient supply to meet their probable wants for several months ahead, and this, too, in the face of the fact that the reported transactions since the 1st instant involving 1890 deliveries not only disappoint expectations to some extent, but fall short of the usual amounts. This is attributed to the fact that the November and December deliveries were exceptionally heavy, and that some companies even sold a great deal of iron that they were aware they could not deliver during those months and which the buyers were content to have carried over at the convenience of the sellers. In other words, there has been some departure from the ordinary methods of conducting pig iron transactions in this locality, and sellers who have been standing out in expectation of a rush for iron at \$20 or over, or for opportunity to "cut" that rate a trifle, find that many consumers have enough stock on hand or under contract at \$19@20 to last for some time to come. Hence the orders being placed at present are of merely fair volume and buyers indifferent instead of anxious. With respect to business up to date, it may be mentioned as a matter of interest that, including December sales, some of which were made prior to the rise in prices, the total is heavy. The Thomas Company, for example, has on its books orders for about 90,000 tons of the cheaper grades of iron used in pipe-making, and others for about 30,000 tons of foundry iron, for delivery this year. The total is equal to within about 20,000 tons of the entire output of the Company for the year. Agents of some other Northern companies and of Southern companies whose products have gained a footing in this territory report having two to three months output sold up. Producers are thus in very good position, but consumers at the same time, are well supplied, and it would seem that an unexpected heavy demand or some curtailment of the present enormous production is necessary to the realization of any further considerable advance in prices in the near future. Speculative operations could doubtless carry the market into the state of excitement that prevails in Europe, but furnace-men are guarding against anything of that nature. One company has had offers from English speculators of \$20 per ton for 50,000 tons of foundry iron for delivery during the year. The offer stipulated that certain quantities would be taken each month and paid for on delivery. The bid was refused partly because of the determination not to encourage speculation, and partly for the reason that the iron could not be spared without great inconvenience to regular customers. Meanwhile operations in American "warrants" seem to be spasmodic and without spirit.

COPPER.

Lake Superior ingot copper is about ¼c. per pound higher and very firm at the advance. The rise is due to speculative offers, consumers having manifested little interest latterly. It is probable that some few lots of ingot might be picked up at 14½c. for futures, and we learn of 15c. being bid for Lake Superior cake copper. On the Metal Exchange 50,000 pounds were sold at \$14.60 for February delivery. Arizona is very firmly held at 13¾ to 13¾c., and for common casting copper 13c. is named as a close price.

TIN.

Pig tin has undergone a sharp decline in price, the market being depressed by lower quotations from London, at which centre the chief manipulator is said to be figuring as a pronounced "bear" at the present time. In

this market about 100 tons have been sold at \$20.90 spot; \$21 to \$22.50 for January, and \$21.20 for March delivery.

LEAD.

Pig lead has been sold to the extent of 300 to 400 tons at 3½c. and the market looks barely steady at the present time. Sellers offer at \$3.90, and \$3.85 is the best bid.

SPELTER.

Spelter has undergone no change, the price for ordinary brands Western common standing at \$5.40 to \$5.45, and the demand continuing moderate

TIN PLATE.

There has been a larger business in this line and the market is stronger, with advanced prices quoted pretty much all through in response to enhanced cost of importation. Shipments to the United States during December were 410,000 boxes, and the stock here and afloat is said to be larger than usual.

MONTREAL MARKETS.

MONTREAL, JAN. 9, 1890.

The advance in pig iron warrants, in Glasgow, during the week, has had a decidedly strengthening here, and with warrants up to 66s, which is the highest price for a long period of years, and holders have manifested a much stronger temper. A round lot of Summerlee iron was sold at \$27.50, and that figure is now considered the lowest. Other brands have been dealt in to a fair extent. Gartsherrie has sold at \$26.50, and Eglinton at \$24.50. The market for finished iron has had a firm tone with a fair business at former prices. Foreign bars are at \$2.75, and Canadian at \$2.50. Tinplates \$4.25 to \$4.50 for cokes, and \$4.75 for charcoals. The metal markets have been firm. Copper, 14½ for round amounts. Tin 24 to 25c. Zinc \$6.50 for sheet, and spelter 6¼c.

NAILS.

The market has a strong tone, and an advance in prices is freely mentioned as likely to take place shortly. Makers have been refusing orders this week in view of the strong news on raw material, and they expect to realize higher prices. In fact it looks as if higher prices will rule in the near future. Horse nails have advanced. That is the discount has been reduced. Horseshoes have remained firm at \$3.65 for round, and \$3.75 for small lots.

CUT NAILS.

10 dy @ 60 dy, hot cut, per keg	....	\$2 65
8 dy @ 9 dy, " " "	....	2 90
6 dy @ 7 dy, " " "	....	3 15
4 dy @ 5 dy, " Am. pat	....	5 40
3 dy hot cut, per keg, " "	....	4 15

3 dy fine hot cut, per keg, Am. pat.	2 65
4 dy @ 5 dy, cold cut, per keg	3 15
3 dy, cold cut, per keg	3 65
2 dy, fine hot cut, Am. pat.	5 85

STEEL CUT NAILS.

10 dy @ 60 dy, per keg	\$2 75
8 dy @ 9 dy, " "	3 00
6 dy @ 7 dy, " "	3 25
4 dy @ 5 dy, " "	3 50
3 dy, per keg	4 25
3 dy, fine, per keg	5 75

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	\$4 65
4 dy @ 5 dy, per keg	3 90
6 dy @ 7 dy, " "	3 65
8 dy @ 9 dy, " "	3 40
10 dy @ 30 dy, " "	3 15
Cut spikes, " "	2 90

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	\$5 05
1 " " "	4 65
1 ½ " " "	4 35

Finishing nails 75c. per keg over same size hot cut, viz., from \$6.60 for inch to \$2.65 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.60 for 1-inch to \$3.40 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$7.10 for 1-inch to \$3.90 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand 50 per cent. discount, for small lots. Large lots 50 and 10 four months, with 5 per cent off for cash in 30 days.

CEMENT AND FIRE BRICK.

Trade has been quiet and featureless. Cement has ruled firm at the advance noted last week. Prices are \$2.70 to \$2.90. Fire-bricks have been in fair demand, and firm at \$25 to \$30 per 1,000.

GLASS.

There has been no further change in the market, but an advance in prices is now considered as all but certain. First break \$1.60; second break \$1.70, with 100 feet at \$1.85.

PAINTS AND COLORS.

We notice from our weekly cable that pig lead has again advanced 3d per cwt., the result of which is the stiffening of all lead products, such as orange mineral, red lead, and ground litharge. Dry white lead is becoming scarce in the country, as during the past fortnight there has been a good demand from the grinders, who are holding out for higher figures than they did a month ago. In prices, ground white lead, really pure Association guarantee is held at 6¼ to 6½c. Favorite brands of absolutely pure lead are not much cut upon, and the manufacturers of bogus spures and surreptitious genuines, has

now been relegated to second and third class houses. In No. 1, and No. 2 grades there is no change to report.

There is a good demand for glue, which is generally the case at this season of the year.

There is no change in Linseed oil, prices remaining the same, 64c for raw; 67c for pale boiled, and 68c for double boiled. Montreal stocks are very light, and before the 1st of May next it is probable an advance of 2 to 3c will be asked on these figures.

Turpentine has lost its easy feeling, and an advance is being asked. It is now quoted at 70 to 70½c.

"La Grippe" does not seem to have affected the varnish branch of this trade. Our reporters calling upon some of the leading houses find there is a good demand for a better class of varnishes than formerly. It really seems as if the cry for "cheap goods" is over, and people are looking for stock that will give them good results.

MONTREAL NOTES.

We noticed Mr. McNachtan, of McNachtan & Co., hardware merchants, Cobourg, in town, the other day. He reports business brisk, and the prospects exceedingly good for the coming year.

Mr. McEwan, of Victoria, B. C., and Mr. Ladler, of Ladler's Landing, B. C., well known salmon packers, visited Montreal recently, and expressed themselves as being delighted with the progress made in Montreal manufacturing industries. Among other places visited were the large paint and color works of Messrs. Ferguson, Alexander & Co.

Among the changes in the travelling staff of the Montreal hardware houses we notice that Mr. James Brent, late with Messrs. William Thomson & Co., Toronto, has secured a position with Messrs. Benny, Macpherson & Co., and will represent them on his usual ground west of Toronto.

Are you selling for cash? or are you losing 50 per cent of your profit by trusting everybody and anybody?

Now Autumn Summer puts to rout
And chilly winds to blow begin:
The ice cream joke is going out,
The stove-pipe joke is coming in.

—Boston Courier.

Honor is to business men what courage is to the soldier; what zeal is to the advocate; or impartiality to the judge.

Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont.

DUNCAN S. MACINTYRE, HARDWARE AND METAL BROKER.
RAILWAY & CONTRACTORS' SUPPLIES.

Agent for Portable Car Scale Company
and Smith's Rail Saw.

154 St. James Street, Montreal.

Lowest Quotations Railway Spikes, Scrapers, Barrows, Ploughs, Spades and Shovels, Waste, Hammers, Drills, Steel, Picks, Crowbars, etc.



The above Brand of Lead
Requires no Association Guarantee.
It is the STANDARD of the Dominion for
Purity, Fineness and Whiteness.
WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

Williamson & Lambe STORAGE.

54 & 56
Wellington St. E.,
TORONTO.

RUBBER STAMPS
ALL KINDS OF
Rubber and Metal Stamps
AT LOWEST PRICES. Write for Prices
**The Hardware
Publishing Co.,**
6 Wellington St. W., Toronto.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb.... 25, 26c
Straits 100 lb ingots..... " 25, 26
Strip " " " 27, 28

Tin Plates—Charcoal Plates, Bright.

Bradley Grade—	Per box.	
I.C., usual sizes	\$6 00	\$6 25
I.X., " "	7 25	7 50
I.X.X., " "	8 50	8 75
Raven & Ynis Grade—		
I.C., usual sizes	5 00	5 25
I.X., " "	6 00	6 25
I.X.X., " "	7 00	7 25
L.XXX., " "	8 00	8 25
D.C., 12½ x 17	4 50	5 00
D.X., usual sizes	5 50	6 00
D.X.X., " "	6 25	6 40

Coke Plates—Bright.

Bessemer Steel—
I.C., usual sizes 4 50 4 55
I.C., special sizes 4 65 4 75
B.V. Grade, I.C., usual
sizes 4 50 4 65

Charcoal Plates—Terne.

Dean or J.G. Grade—
I.C. 20 x 28, 112 sheets .. 8 50 8 75
Charcoal Tin Boiler Plates.

Bradley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs }	64c, 7c
" 14x60, " }	
" 14x65, " }	

Iron and Steel.

Common Iron, per 100 lb	\$2 50
Refined " "	2 75 2 85
Horse Shoe " "	2 75 2 85
Band " "	2 85 3 00
Hoop " "	2 85 3 00
Swedish " "	4 00 4 50
Nova Scotia Bar iron	3 00
Sleigh Shoe Steel	2 50
Machinery, Tire Steel	3 25
Best Cast Steel, per lb.	0 13 0 14
Russian Sheet " "	0 11 0 12
Tank Plates " "	2 25 2 50
Boiler Rivets	4 50 5 00

Boiler Tubes.

2-inch	12½c
3-inch	17½

Boiler Plate, ½ inch	\$3 50
" 5-16 "	3 35
" 22 "	3 25
Sheet Iron, 1 to 20 gauge	3 25
" 22 to 24 "	3 50
" 24 to 26 "	3 50
Canada Plates, Blania	3 25
" " Boar's Head	3 50
" " Maple Leaf	3 25
All Bright	3 50

Galvanized Iron, Queen's Head—	
16 to 24 gauge, per lb	5, 5½c
26 gauge, " "	5½, 5¾
28 " " "	5¾, 6¼
Galvanized Iron, Gordon Crown—	
16 to 24 gauge, per lb	5½, 5¾
26 gauge, " "	5¾, 5¾
28 " " "	5¾, 6

Note—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, ½ inch, per lb.	4½c
" 7-16 inch " "	4½
Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—Ingot.

Lake Superior, per lb	0 15½ 0 16
Baltimore " "	0 15 0 16
English B.S. " "	0 15½ 0 16

Bolt or Bar.

Cut lengths, round, ½ to 1 in.	\$0 28 \$0 31
" " round & square	
Untinned, 14 oz, and light,	0 26 0 28
1 to 2 in	

Note—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,	
16 oz, 14x48 and 14x60	\$0 19 0 20
Untinned, 14 oz, and light,	
16 oz, irregular sizes	0 20 0 21
Note—Extra for tinning, 2½ cents per pound, and tinning and half planishing 5 cents per pound.	
Planished and tinned, 14 x	
48 and 14x60	0 30 0 32

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb..	0 20 0 24
" 35 to 45 " "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned, per ss.	0 26
Spun " "	0 30

Wire.

Pure, in coils—	
From 1 to 20 gauge.....	0 25 0 26
From 20 gauge, up.....	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21 0 25
" 27 to 30 " "	0 23 0 29
" 30 and up.....	0 26 0 29
Sheets, hand-rolled 2x4 ft.	0 22 0 24

Zinc Spelter.

Foreign, per lb.	0 06 0 06½
Domestic " "	0 05½ 0 05½

Zinc Sheet.

5 cwt casks.....	0 06½ 0 06½
Part casks.....	0 06½ 0 07

Lead.

Imported Pig, per lb.	0 04 0 04½
Domestic " "	0 04 0 04½
Bar, 1 pound.....	0 05 0 05½
Sheets, 2½ lbs, per square ft,	
by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft,	
by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 27½ p.c. discount.

Note—Cut lengths, net price; ton lots 27½ and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 20 0 22
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Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb.	\$0 20 \$0 21
Other makes " "	0 19 0 20

Pure White Lead, ground in oil,	
Associat'n guarantee, per lb.	\$6 06½
No. 1 Do.....	0 05½
No. 2 Do.....	0 04½
No. 3 Do.....	0 04½

Prepared Paints.

(In ½, ¾ and 1 gallon tins.)

Pure, per gallon	\$1 20
2nd qualities	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow " "	0 09
Golden Ochre " "	0 06
French " "	0 05
Marine Black " "	0 09
" Green " "	0 09
Chrome " "	0 08
French Imperial Green	0 14

Colors, Dry.

Yellow Ochre (J.C.) in bbls, per lb	0 01½
" " (J.F.L.S.) " "	0 01½
Venetian Red (R.C.2) " "	0 01½
" " (1343) " "	0 02
English Oxides " "	0 03½
American " "	0 02½
Paris Green, per lb	0 19
Burnt Sienna " "	0 08½
Burnt Umber " "	0 06
Drop Black " "	0 12
Chrome Yellows " "	0 12
" Greens " "	0 12
Golden Ochre " "	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 70
Brown Japan " "	0 70
No. 1 Carriage " "	1 50
Gold Size Japan " "	1 40
Pure Orange Shellac " "	2 20
Hard Oil Finish " "	1 50

Linseed Oil (in bbls).

Raw, per gal	\$0 65 0 66
Boiled " "	0 67 0 68

Turpentine (in bbls).

Selected Packages, per gal	0 67 0 68
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Toronto Lead and Color Co.'s Paints.

Pure Pr'd Paints, ½, 1 gal tins, p. al, 1 10	
Elastic " "	0 90
Metallic paints, for barns, in bbls	0 75
Carriage " " qts, 60c; nts, 45c	
" " Top Dressing.. " 60c; " 45c	

White Lead, pure, 25-lb irons, per lb	0 06 1/2
" No. 1	0 05 1/2
" No. 2	0 04 1/2
" No. 3	0 04 1/2

A. G. Peuchen & Co.'s Prices.

Paint Oil, boiled	0 35
Peuchen's Pure English Paint in 1, 1/2 and 1/4 gals.	per gal 1 12 1/2
Peuchen's Prepared Paint	1 00
2nd Quality Mixed Paint	0 75
Carriage Colors, quarts	0 55
Pure Lead, a guarantee	0 06 1/2
Best White Lead	0 05 1/2
No. 1 Lead	0 04 1/2
No. 2 Lead	0 04 1/2
Yellow Ochre	0 01
Golden Ochre, French	0 02
Extra Golden	0 03
Paris Green, pure	0 18
One pound package, pure	0 20
Cookson's Venetian Red	1 50
Best Vermillion	0 15
2nd Quality Vermillion	0 10
3rd	0 07
No. 1 Furniture Varnish	0 65
Brown Japan	0 65
No. 1 Carriage	1 25
Elastic Oak	1 25
Orange Shellac	2 00
White Shellac	2 25

Acme Paints.

Neal's Carriage, discount 40 p. c.	0 02
English Oxide, by the barrel	0 01 1/2
American Oxide	0 01 1/2
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p. c.	0 25
Granite Floor, in tins, 90c, 47 1/2c	1 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	4 00
Wagon and Imperial, dis 40 p. c.	8 00
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns, roofs, etc., in 100 lbs	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz.	1 25
Acme Carriage Top Dressing, \$1 75 per doz	4 00 8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, discount 45 per cent.	
Rim Fire Military, net list.	
Central Fire Pistol & Rifle, dis 18 p. c.	
Central Fire, Military and Sporting, net list.	
B.B.Caps, discount 45 p. c.	
Wads, per 1,000	
Eley's	\$0 60 \$1 60

Anvils.

Per lb.	0 07 1/2 0 12 1/2
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50, 10	
Hollow Stearn's per doz.	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughn's, each	1 35 1 60
Excelsiors, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	0 65 1 59
Pegging, " "	0 65 1 25
Brad, " "	0 85 1 60
" handled	3 60 7 30
Saddlers', " "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, " "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	7 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Light Brass Nos. 3 to 10..	Per doz. 1 80 14 50
" Nos. 2 to 10..	1 00 9 00

Gongs, Sargent's	5 50 8 00
Peterboro	4 60 13 50

Door.

American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 p. c.	

Farm.

American, each	2 00 5 00
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House.

American, per lb.	0 35 0 40
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Bel lows.

Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount 35, 40 per cent.	

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37 1/2, 40 per cent.	

Bench Stops.

Per doz	5 00 6 00
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Bits—Auger.

Gilmour's dis 55 to 60 p. c.	
Excelsior—Jennings, discount 60 per cent.	
Jennings' Imitation, list 45, 47 1/2 per cent.	
Jennings' Gen, net list.	

Car.

Gilmour's, 47 1/2 50 per cent.	
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Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb.	0 11 0 15
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Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 65, 70 per cent.	
Vegetable, per doz	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	5 40 23 00
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Butts—Brass.

Wrought Brass dis. 60, 62 1/2 and 10 per cent.	
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Cast Iron.

Loose Pin, dis. 60, 60 & 10 p. c.	
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Wrought Steele.

Fast Joint, dis. 60, 60 & 10 p. c.	
Loose Pins, " 60, 60 & 10 p. c.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.

Horse, per doz	0 70 0 95
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Carpet Stretchers.

American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz	22 50
World	21 75
Daisy	24 00
Star	18 00

Crown Jewel, per doz	29 00
Grand Rapids, " "	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50 p. c.	
Plate " dis. 50 p. c.	

Cattle Leaders.

No 31 and 32, per gros.	8 50 11 25
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Cement.

Portland, car load lots	3 2
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.

White, lump, per lb.	0 01 1/2 0 01 1/2
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis. 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz	0 85 4 00

Churns.

Amer, dis. 50 p. c.	
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Clamps.

Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clips.

Axle, dis. 65 p. c.	
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Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
" No. 2	2 70

Compasses, Dividers, etc.

American, discount 65 p. c.	
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Cradles, Grain.

Canadian, discount 25 p. c.	
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Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English, " "	2 00 4 00

Draw Knives.

American, dis. 70, 70 & 5 p. c.	
Canadian, dis. 25 to 35 p. c.	

Drills and Drill Stock—Breast.

Millar Falls, per doz	16 00 51 50
P. S. & W., dis. 40 per cent	

Twist.

Morse, dis. 30, 33 1/2 per cent.	
Standard, dis. 40, 45 p. c.	

Elbows—Stove Pipe.

Dis. 17 1/2, 22 1/2 p. c.	
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Fawcetts.

Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star, " "	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5, 50 & 10	
Barton Smith, dis 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis., Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25 p. c.	
Horse Rasps, Kearney & Foote's dis Am list, 50 p. c.	
Horse Rasps, Heller's dis. Am. list, 45, 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33 1/2 p. c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc., dis. 40 per cent.	
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Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis. 50 & 10 p. c.	

Washers and Wringers.

Standard M'f'g Co.'s Goods.	
per doz	
Standard Wringers	\$51 00
Dowdell Washers	57 00
Victor Churns, No. 1	57 00
" 2	63 00
" 3	80 00

Fruit Presses.

Henis' per doz	4 00
Enterprise, discount 10 p. c.	

Fry Pans.

Acme, discount 50, p. c.	
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Gauges—Marking, Mortise, etc.

Stanley's d. s. 50, 55 p. c.	
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Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 40
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Glass.

4th quality Star, 1st break	1 55
" 2nd "	1 65
" 3rd "	3 70
" 4th "	4 00
" 5th "	4 30

Window Glass.

Pilkington's ordinary.	
1st break	\$3 38
2nd "	3 60
3rd "	4 23
4th "	4 59
5th "	4 95
6th "	5 50
7th "	6 10

Picture Glass.

Pilkington's ordinary.	
1st break	4 00
2nd "	4 29
3rd "	4 95
4th "	5 50
5th "	5 90
6th "	6 38
7th "	7 15

Glue.

American, per lb	0 09 1/2 0 10 1/2
Canadian	0 09 0 10
French Medal	0 13 1/2 0 15
White	0 16 0 20

Glue Pots.

Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list, Can. discount, 25 to 27 1/2 p. c.	
Tack.	
Magnetic, per doz	1 10 1 50
Sledge	
Canadian, per lb.	0 12 1/2 0 15

Ball Pean.

English and Can., per lb.	0 25 0 37 1/2
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Handles.

Axe per doz	1 00 3 50
Store door "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 30 p. c.	
Hoe.	
C. & B., discount 30 p. c.	
Saw.	
American, per doz	1 00 1 2

Hooks—Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat an Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1 13

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 17½, 20 p.c.		
Wrought Hooks and Staples, Amer. dis. 75 to 75 and 5 per cent.		

Wire.

Hat and Coat, dis. 35, 40 p.c.		
Belt, per 1,000, "	0 60	2 70
Screw, bright, Eng., dis. 40, 5, 45 per cent.		

Horse Nails.

Canadian, dis. 50, 50 and 10.

Ice Picks.

Star, per doz	3 00	3 25
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Kettles.

Brass spun, per lb	0 26	0 30
Copper, " "	0 40	0 45

Enamelled Can. 50 p.c.
American, 50 and 10, 60 and 5 per cent

Keys.

Lock, Can, dis 50 p.c.		
Cabinet, Trunk, and Padlock, Am, per gross	1 60	4 75

Knobs.

Door, japanned, and N.P., Can. list dis. 50 p.c.		
Bronz, Berlin, per doz	2 75	3 25
Bronze, Gem, " "	6 00	9 00
Lava, " "	8 75	10 00
Shutter, porcelain, F. & L. screw, per gross	\$1 30	4 00

Ladles.

Melting, per doz	1 70	4 50
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Lemon Squeezers.

Porcelain lined, per doz	2 20	5 60
Galvanized, " "	1 87	3 85
King, wood, " "	2 75	2 90
" glass, " "	4 00	4 50
All glass, " "	1 20	1 30

Lines.

Fish, per gross	1 05	2 50
Chalk, " "	1 90	7 40

Locks—Door.

Canadian, dis. per cent	50	
Russell & Erwin, per doz	2 90	7 50

Cabinet.

Eagle, dis. per cent	33½	35
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Padlock.

English and Am, per doz	50	6 00
Scandinavian, " "	1 00	2 40
Eagle, dis. per cent	15	1 17½

Mallets.

Tinsmiths', per doz	1 25	1 50
Carp'trs', hickory " "	1 25	3 75
Lignum Vita, " "	3 85	5 00
caulking, each	1 60	2 00

Mattocks.

Canadian, per doz	8 50	10 00
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Meat Cutter.

Enterprise, dis. per cent	20	25
Dixon's, each	1 60	2 00
Woodruff's " "	1 10	1 70
Hale's, " "	1 05	1 50
Hsme, " "	13 00	16 00

Mincing Knives.

American, per doz	42	2 35
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Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent.		
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Nails.

Cut, 3 inch and upwards		
per keg	2 80	
Wire, dis. 65 per cent. Brads & Moulting Nails, discount 60 per cent.		

Nail Pullers.

German & American	1 85	3 50
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Nail Sets.

Square, round and octagon	3 38	4 00
Diamond	12 00	15 00

Oilers.

McClarey's Galvan. Iron Oil Can, with Pump, # doz	19 50	
Zinc and Tin, dis. 50, 50 and 10		
Copper, per doz	1 25	3 50
Brass, " "	1 50	3 50
Malleable, dis. 25 per ct.		

Pails.

Galvanized, per doz	2 00	3 50
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Pencils.

Dixon's, per gross	1 00	4 25
" Carpenter	2 25	3 60

Picks.

per doz	6 00	9 00
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Picture Nails.

Porcelain Head, p. gross	1 65	3 00
Brass Head, " "	40	1 00

Planes.

Wood, bench, Canadian, or American dis. 50.		
Wood, fancy Canadian, or American dis. 35, 37½ per cent.		
Bailey's (Stan R. & L.Co.) dis. 35, 37½ per cent.		
Miscellaneous, dis. 15 per cent.		
Bailey's Victor, dis. 15 per cent.		

Plane Irons.

English, per doz	2 00	5 00
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Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p.c.		
Button's Imitation, per doz.	7 40	10 25
German, per doz	60	2 60

Plumbs and Levels.

R. S. & L. Co., dis. 65 p.c.		
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Poppers.

Corn, square, per doz	1 35	2 00
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Pruning Shears.

Per doz	4 00	5 50
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Pulleys.

Hothouse, per doz	55	1 00
Axle, " "	22	33
Screw, " "	27	1 00
Awning, " "	35	2 50

Pumps.

Rumsey, Cistern & Pitcher Spout, 55, 60 per c.		
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Punches.

Saddler's, per doz	1 00	1 85
Conductors' " "	9 00	15 00
Tinner's solid, per set	72	
" hollow, per inch	1 00	

Putty.

Bladder, per 100 lbs	2 00	2 25
Tins, lbs	2 50	2 75

Rail.

Barn Door, per foot	3	3½
Sliding Door, " "	3½	3¾

Rakes.

Cast Steel and Malleable, Canadian list dis. 40 per cent.		
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Razors.

Boker's, per doz	7 50	11 00
Wade & Butcher's " "	3 60	10 00

Razor Straps.

Currier's, per doz	1 25	3 60
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Rivets and Burrs.

Copper Rivets, dis. 40 to 40 and 5 p.c.		
Iron " " 40, 40 and 10.		
Burrs, Iron, 30, 33½ per c.		

Rivet Sets.

Canadian, dis. 30, 35 per c.		
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Rope.

Sisal, per lb	12	12½
Manilla, " No. 1	14½	15
" " No. 2	13½	14
Cotton, " " No. 2	22	25
Deep Sea, " "	15	16

Rules.

Boxwood, dis. 75 to 10 & 5 80 per cent.		
Ivory, dis. 40, 40 & 5 per cent.		

Sad Irons.

Mrs. Potts, per set	1 15	
" N. P.	1 50	

Sand and Emery Paper.

B. & A. sand, dis. 25, 30 p.c.		
Emery, per quire	55	90

Sash Cord.

Per lb	22	50
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Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.		
Kempshell's dis. 40, 62½ per cent.		
Canadian, dis. 45, 50 p.c.		

Sash Weights.

Sectional, per lb	2½	3 00
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Sausage Stuffers.

Each	1 00	3 00
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Saws.

Hand, Disston's, dis. 10, 15 per cent.		
S. & D. dis. 35 per cent.		
Cross-Cut, Disston's, per ft. 35, 47.		
S. & D. dis. 25 per cent.		
Hack, complete, each	1 75	2 75
" frames only	75	

Saw Sets.

Per doz	1 65	9 00
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Scales.

Canadian List, dis. 40 p.c.		
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Scale Beams

Canadian, B. S. & M. dis. 40 per cent.		
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Scrapers.

Box, per doz	2 10	4 50
Foot, " "	40	3 50

Screens.

Window, patent, per doz	6 00	7 50
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Screw Drivers.

Sargent's, per doz	65	4 00
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Screws.

Wood, flat head iron, dis. 47½ per cent.		
Wood, round head iron, dis. 42½ per cent.		
Wood, flat and r und head, brass, dis. 25 p.c.		
Bench, wood, per doz	3 25	4 00
Bench iron per doz	4 25	5 75

Scythes.

Discount 40 per cent.		
Scythe Snaths, Canadian, dis. 35, 37½ p.c.		

Shears.

B. & W., japanned, dis. 75 per cent.		
B. & W. N. P., dis. 65 p.c.		
Seymour's dis. 60 p.c.		
Aetna, dis. 75 @ to 75 and 10 per cent.		

Sheaves.

Sliding Door, per set	77	1 40
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Shot.

Canadian, dis. 10 per c.		
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Shovels and Spades.

Canadian, dis. 37½ p.c.		
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Sieves.

Wood Rim, black, p. doz	1 15	1 35
" tinned, " "	1 35	1 60
Tin Rim, " "	2 30	2 45
" black, " "	1 80	2 25

Snaps.

Harness, German, p. gro.	2 0½	5 50
Acme, " "	3 00	5 00
Lock, Andrew's " "	4 50	11 50

Soldering Irons.

Per lb	0 30	0 32
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Wrought Spikes.

Discount, 2½ per cent.		
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Spoke Shaves.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

Spoons and Forks.

T.S.P. Co., dis. 40 & 10 p.c.		
Hutton's, per doz	50	2 50
Nevada, " "	60	2 50
D. & A., " "	1 70	4 50
Basting, Amer'n, per doz	50	1 15
Tea and Table, tinned iron, per gross	70	3 00

Squares.

Iron, per doz	1 65	2 90
Steel, dis. 75 p.c.		
Try and bevel, dis. 50, 55 per cent.		

Staples.

Fence, galvanized, per lb	5	5½
Wrought Iron, dis. 75, 75 and 10 per cent.		

Stocks and Dies, Amer. dis. 25 per cent.		
--	--	--

Stone.

Washita, per lb	0 15	50
Hindostan, per lb	0 06	
" Slips, per lb	9	
Labrador, per lb	0 13	
" Axe, " "	0 15	
Turkey " "	0 50	
Arkansas " "	1 50	
Water-of-Ayr " "	0 10	
Scyth, per gross	3 50	5 00
Grind, per ton	15 00	18 00

Stove Polish.

Per gross	1 88	7 50
M.L.S., per gross	2 50	
Jacoby " "	5 00	
Mirror Black Lead, per gr.	2 00	
Jos. Dixon's, bulk, per lb.	0 07	
Dixon's Plumb, " "	0 15	
M.L.S. Paste, per gross	9 00	
Nicholson's, per doz	1 00	1 25

Tacks, Brads, etc.

Cut, Carpet, gim, blued, dis. 35 p.c.		
" tinned, dis. 45 p.c.		
Swedes' iron, blued or tinned, dis. 42½ p.c.		
Upholsterers' dis. 42½ p.c.		
Copper Tacks and Nails, dis. 45 p.c.		
Trunk and Clout Nails, " 45 p.c.		
Patent Brads, dis. 40 p.c.		
Finishing Nails, dis. 42½ p.c.		

Cigar Box Nails, dis. 35 p.c.

Shoe Finders' Tacks & Nails, dis. 25 p.c.

Tape Lines.

English, per doz	\$2 75	\$9 50
Chesterman's each	0 90	2 85

HARDWARE.

ECONOMY CUSHING WEATHER STRIP

—(o)—(o)—

Cheapest and most effective strip made. Will more than save its cost in fuel. The strips are made in lengths of fifty feet. No waste. The most compact in form. 1,000 feet occupy space a foot square. Full directions on each package. This strip will give perfect service longer than any single-edge strip made.

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Of every description.

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one and two pound packages.

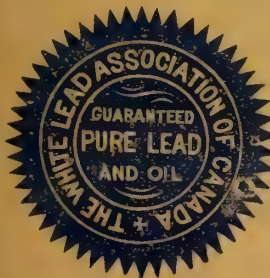
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CANADIAN STANDARD.



MONTREAL

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GUARANTEED BY THE WHITE
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TO BE ABSOLUTELY PURE.

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A. Ramsay & Son, Montreal.

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A set consists of 3 Irons, a
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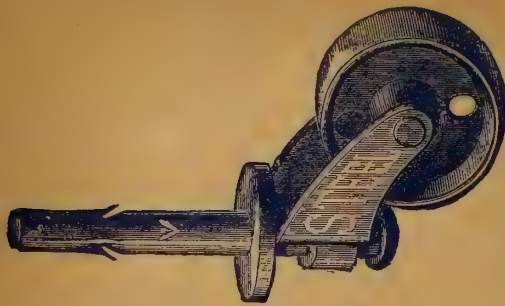
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Comprising the Most Staple
Styles, in Mortise and Rim.

A FULL LINE OF DOOR KNOBS, ETC.,

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PREPARED PAINTS.

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MIXED
READY FOR USE.

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White Lead
IN OIL.

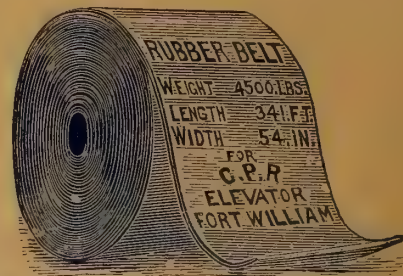
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mixed and ground
in refined Linseed
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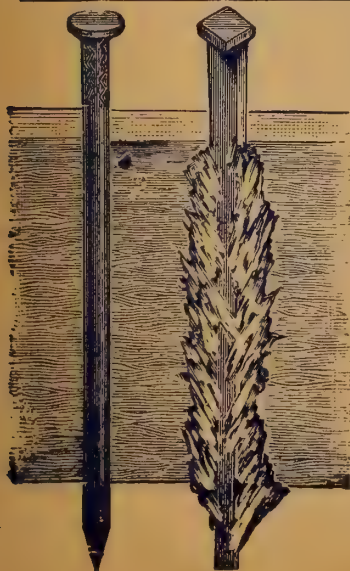
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(Late Dominion Barb Wire Co.)

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Steel Wire **NAILS** and Diamond Point Screw Nails,

Bright, Annealed, **WIRE** Galvanized and
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JAN. 17, 1890

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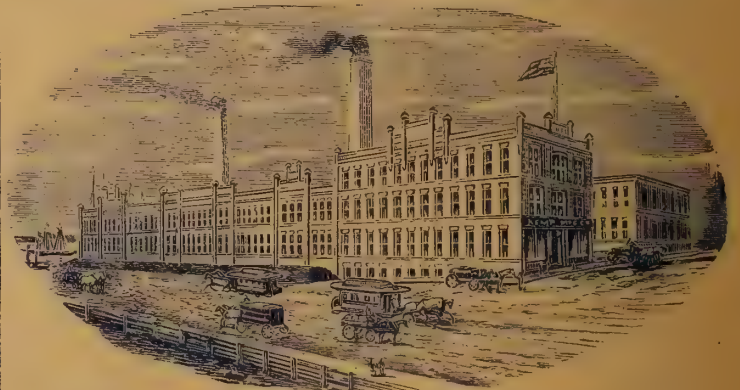
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Vol. 2.

TORONTO AND MONTREAL, JANUARY 17, 1889.

No. 3.

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. Hugh C. McLean, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

LOW PLUMBING CONTRACTS.

A. D. 1889 was a year of fate to a considerable number of plumbers. So was the year 1888, for that matter. But as one compares the lists of failures for the two years, one finds differences that are not purely accidental. There is an important difference of principle in the business done in the two years. Both years are in the era of the building boom, but the latter has a record that on the whole shows conservatism to be gaining. Of those who went to the wall in 1888, many were doing a large business; of those who followed them in 1889, few had got hold of an established trade. This mainly is the difference in the business mortality of the two years—that in 1888, full-grown but decayed establishments passed off the scene, while in 1889, the majority expired in their too delicate infancy. This difference is of good omen. It shows plainly that in the upper spheres of the trade, the hold of reckless contracting is growing weaker and weaker. Its grasp is still vigorous upon the class of mechanics who will go into business on small capital and no experience. This is shown to be the case by the evidence of last year's list of failures. These men, not having an established jobbing trade to rely on during the dull months of the year, ought really to contract at a higher figure than the men who have an assured business. The latter, with a large circle of custom, find enough to do during winter to make wages at all events, and have not to balance a loss of one portion of the year by an addition to the gain of the other.

The man who goes heedlessly into business, thinking that all he wants to make a reputation is a contract, usually takes the contract at a loss. The job goes on, money is got upon it for current uses, and the material is got on credit. But often the money is not enough to pay for labor and

material, and when it is also drawn on to support a family, of course it soon demonstrates its own insufficiency. The small plumbers could follow no better course if their object were to throw the whole business into the hands of the larger establishments, for their own policy of under-contracting will soon take themselves out of competition. The greater part of the failures of last year were so many cases of business suicide.

A TIME FOR STOCK-TAKING.

We had a few words to say on this subject two weeks ago. We consider it important, and bring it up again.

What is the reason that January is chosen for stock-taking by anybody? If a reason were given, we imagine there would be none of it left after we had winnowed out of it every vestige of pure conservatism. Dealers take stock in January because they always take stock in January. There is no other reason that we can conjure up. It is the respectable but senseless scruple of not wanting to go back on the past. Reform has touched and transformed nearly every other custom of the trade, and would have superannuated this one long since if it had been a more frequently occurring event. Coming as it does but once a year, the sense of inconvenience strongly felt at the time wears out before it comes again. Also, the conviction that from the nature of the duty there must be travail in any case, makes a dealer sceptical of any relief that a change in the time of year can bring round.

In January there are more people idle than there are in June. This is a fact that should weigh, especially outside of cities, in favor of June for stock taking. In villages and small towns there are apt, in idle time, to be a good many more callers on the merchant than there are customers. There are likely to be more non-buying visitors in January than in June. These lounge about and talk, and stock-taking stands at a dead halt or goes at a snail's pace while they are present. There are therefore more hours spent over stock-taking in January than in June, for the latter is a time of year when everybody in the country is busy. Customers

come in to buy then, but not to linger, for they have their own cares to look after.

Stock-taking in January, coming right after the holiday trimming of the shelves and windows, is unreasonable. The tasteful array is disturbed, and is not again restored, because of the dullness of the time of year. There seems no object in taking pains to brighten the appearance of the overhauled shelves, as there is no special call to be bid for. Also, the tediousness, interruption, and shortness of the days at that season make pains to make the stock look well seem too expensive of time and labor. But if stock were not taken then, the holiday trimness would be preserved, and that itself would be a stimulus to the retouching of it often, so that the store in winter could not degenerate into a chamber of horrors. A second reason is, therefore, to have for as long as possible, the benefit in appearance and in influence of the Christmas dressing of the stock. Usually trades take special pains to have their stores attractive for Christmas. It is not desirable that immediately after the holidays are over all this work for beautiful effect should be swept away with a ruthless hand.

June is the sixth month of the year, and a time when the store usually needs rehabilitating. Stock needs dusting, floors, windows, and shelves need refreshing and airing. This all should be done, whether stock is taken then or not. But why might not stock not as well be taken at the same time? We consider that if a stock is handled in a dilapidated condition at a right time of year, its handling will be for its improved presentation. In the same way, we hold, if a stock in a perfect state of order is to be handled in a dull season, its handling will serve to put its light under a bushel. Handling of that kind is attended by the usual consequences of not leaving well enough alone.

Thus, by taking stock in June and decorating at Christmas, the stock is overhauled and put in order twice in a year, while by taking stock in January the stock is decorated once in the year—viz., at Christmas, and then immediately thrown into confusion in January. For the good of stock, and of a man's peace of mind, it is preferable to take stock in June.

NICKEL STEEL.

Recent experiments with alloys of nickel steel have added very largely to the interest taken in the production of nickel. Ore of this metal was found only in small quantities in the United States, Sweden, Saxony, and in the Island of New Caledonia, the world's production being only 700 or 800 tons a year. The supply could go only a little way in satisfying a demand that would be very large if the discovery of its value as an alloy with a metal of such general plenty and utility as iron proves to be of any value.

It is said that Mr. Riley, who has been experimenting with alloys of nickel steel, viewed with regret the reading of his paper on the possibilities of nickel steel, when he considered the scarcity of nickel in connection with its possible uses. However, the extensive nickel ores are found in the vicinity of Sudbury, and the probabilities are that extensive beds of the same metal exist in that large tract of country extending from the Georgian Bay to Rupert River.

It is important to know regarding the alloys of nickel steel that the metals unite readily, that the composition may be varied at will in the open-hearth furnace or the crucible, and that the qualities and properties of the alloy may be indicated beforehand from the proportions of the composition.

No extra care nor special arrangements are required for casting, and if the charge is properly worked nearly all the nickel will be found in the steel. It is steady in the mould, is more fluid than ordinary steel, sets more rapidly and appears to be thoroughly homogeneous. The chief qualities of the metal as proved under a number of tests, are hardness, strength, ductility, and non-corrodibility, besides it takes a good polish and finish. The color being lighter with the increased additions of nickel, the quality of hardness increases with the addition of nickel until about 20 per cent. is reached. Up to 5 per cent. of nickel the alloy can be machined with moderate ease, punch holes can be put as close together as the eighth of an inch without the metals showing any signs of cracking, but metals containing from 5 up to 20 per cent. of nickel are more difficult to machine. However, when 20 per cent. is reached a change takes place, and successive additions of nickel tend to make the steel softer and more ductile even to the extent of neutralising the influence of carbon, compared with ordinary mild steel containing the same proportion of carbon. Mr. Riley found that an addition of 4.7 per cent. of nickel raised the breaking strain from 30 to 40.6 tons, without impairing the elongation or contraction of area to any noticeable extent, and he stated that he had tested some pieces up to 87 tons.

Steels rich in nickel are said by Mr. Riley to be practically non-corrodible, and that

those poor in nickel are much better than other steels in this respect. Experiments have shown that, as compared with mild steel of 0.18 per cent. carbon 5 per cent. nickel steel corrodes in the ratio of 10 to 12, while in the case of 25 per cent. corrosion is in the ratio of 10 to 810. These results were obtained by immersing the samples in a corrosive liquid, and they were confirmed by subsequent immersion in water charged with hydrochloric acid.

In considering some of the possible uses to which these alloys may be applied, Mr. Riley said:

It requires no powerful imagination to conjure up a most bewildering number of applications for which they are available. I find some difficulty in not becoming enthusiastic on the point, for in the wide range of properties or qualities possessed by these alloys, it really seems as if any conceivable demand could be met and satisfied.

The high price may for the present retard the use of nickel as an alloy with steel, but this will not last long. The opening of new mines will reduce the price. In 1876 the price was \$2.60 per pound, but since the opening of the mines in New Caledonia the price has fallen considerably, and has now reached the low price of fifty cents per pound.

When the Ontario mines are fully worked and their products put upon the market, we may look for still further reductions in the price. One company has now two furnaces in blast producing seven tons per day, and two other companies are getting ready to put up furnaces in the same district. The world's production, it is stated, is about 700 tons per year. This may be increased ten fold within the next few years, and consequently the price considerably reduced, probably one-half.

The pliable and easily worked alloys will be very favorably received by all workers in the metal trades. The tinsmith will welcome it for manufacturing articles of tinware; the ship builder and bridge builder, will welcome it for its lightness and strength, and for war vessels it may work a great change in their construction.

For Ontario it will be a great boon, the running of furnaces and the working of the mines will prove to be a great and valuable industry.

IRON IN CANADA.

According to our exchanges from across the Atlantic a good deal of attention is being given to the question of native production of pig iron in Canada. An abundance of all the necessary materials for iron-making exist in several of the eastern provinces, but the attempts to utilize them have hitherto been only partially successful. This is but the natural order of things, for rarely is an industry transplanted to foreign soil with-

out unforeseen obstacles preventing it from budding forth at once into a prosperous undertaking. We hear that a well-known American engineer has prepared plans for six large blast furnaces, which are to be erected near Ottawa, and we see no reason why pig iron production on a large and profitable scale should not soon be an important feature of Canadian industry. It is only a matter of time, and we believe that movements now on foot are likely to accelerate the event. The enormous production of pig iron in the United States has now rendered the great Republic practically independent of external supplies of crude iron, and we must be content to accept the inevitable and see Canada also become self-supporting in the matter of pig iron. The demand for our iron and steel in Canada is not what it once was. The reputation of British material in that market was seriously injured by the disgraceful business exposed in the columns of the Iron and Steel Trades Journal several years since. In the early part of this year, traveling in Eastern Canada, we found that a strong prejudice existed against importing any material that could possibly be manufactured in the Dominion. American firms, too, have not been slow to profit by the shortcomings of faulty material shipped from this side. Canadian consumers have, as a body, sickened of the "cheap and nasty" material for which they formerly provided one of the best markets, and now they rely as far as possible on their own resources. This, as we pointed out to several prominent merchants, is not fair to us; we do not of course mean that it is unfair to rely on their own resources, but unfair to condemn British manufactures as a whole, because some bad, very bad samples have been sent to the Canadian market.—London (Eng.) Iron and Steel Trades Journal, December 7.

The Badger Mining Company, owners of the Badger silver mine near Port Arthur, have just declared their first dividend, payable January 15, of 50 cents per share on 50,000 shares, equivalent to 10 per cent. on the total capital stock of \$250,000. This is all the more remarkable when it is considered that the mine had previously returned to the proprietors all the original capital invested in lands, building, mining work, machinery and mill, besides having ample cash for ordinary working expenses still left in the treasury.

A swimming machine has been patented in Canada by Mr. Jean Malo, of Montreal, Que. This machine, called "the cyclinate," consists of two cigar-shaped floats, between which is a small platform on which the swimmer rests in the water; below him in front are two handles by which he works a four-bladed screw by means of bevel gear, and so propels himself through the water. The floats are connected by two arms to the frame holding the bevel gear and the screw.

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ENGLISH HOUSE

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Mr. J. C. Querrie has started a new carriage shop in Newmarket.

Mr. Coleman, formerly of Kinburn, has opened out in Mr. Miller's new store in Cromarty.

Jas Thornton & Sons, of Whitevale, have purchased the general business lately carried on by James Malcolm in Cedar Grove.

The Commercial Travellers' Mutual Society, having its head offices in the city of Toronto, will also seek incorporation.

Mr. John Brimson, carriage-maker, Newmarket, died the other day in the eighty-fifth year of his age.

Mr. D. R. Wilkie writes to the Empire to say that he will not oppose Mr. John I. Davidson for the presidency of the Board of Trade in this city, but will give him his support.

The E.&C. Gurney Co's works have been closed the last fortnight, and will continue to be closed for another one to finish up stock-taking, a lengthy job in so big an establishment.

Forsyth Bros., Fordwich, Ont., stoves and tins, have started to manufacture their supply of milk cans for 1890. They have a good trade in this line, keeping two men on the road disposing of them.

A Canadian lynx, shot last winter, has been stuffed and kept on view by D. Sanderson, hardware merchant of Gorrie, Ont. There is said to be another in the vicinity; Mr. Sanderson says he has room for him at his store, if any person can get it.

The steamer Portia, the first venture of the new West Indies line, sailed from St. John, N. B., on the 9th inst. The company's advices to Mr. Murdoch, their agent in Montreal, say that so great was the accumulation of freight it could not all be accommodated.

On Friday midnight fire broke out in W. C. Coulson's hardware store, Leamington, and before it could be got under control two of the finest business blocks in the town were destroyed. Loss on building, \$5,000; insured for \$2,000. Loss on stock, \$10,000; insured for \$5,500.

The Hamilton Rag & Metal Co., Hamilton, have closed a successful year, and look forward to a large increase in their trade for 1890, and if the railroad facilities now "threatening" to invade that city, succeed

they will be obliged to build large store-rooms to facilitate business.

Shortly after six o'clock on Saturday evening, the supports of one of the joists in Wortsman & Ward's foundry in London, Ont., gave way and the joist came down, knocking out part of the front wall in the east end of the building. Had the accident occurred a few moments earlier it must have been attended with serious results.

The Wagonmakers' Association of Ontario was formed at Woodstock recently, with the following officers:—President, D. R. Van-Allen, Chatham; Vice-President, P. Adam; Secretary, Jno. A. Bain. The object of the Association is not to create a monopoly, but for mutual benefit, and to discuss from time to time any matters that are of interest to the trade.

The action of the Toronto Trades and Labor Council with reference to an alleged defective fly wheel sent from Galt to the Central Prison, is provoking considerable unfavorable comment in Galt. At the board of trade meeting Mr. McGregor said he had waited on Hon. Mr. Ross and asked for copies of the affidavits which had been referred to in connection with this wheel. The Minister thought the request a reasonable one, but so far no such papers had been left with him.

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ACME SKATES, Wrenches and Repairs.

A deputation composed of W. A. Sheppard, Toronto; W. Maclean, Hamilton; Jas. Murray, Toronto; B. Brough, Toronto; J. Gilmour, ex-president Toronto Typographical Union, and A. W. Croil, Toronto, waited upon Hon. Mackenzie Bowell and Hon. G. E. Foster on Tuesday to urge an increased duty on electrotypes and stereotype goods, otherwise "boiler plate," coming into Canada. The deputation was favorably received but no definite promise was made.

An order-in-council has been passed reducing a number of customs ports to outports. Dunnville becomes an outport of Hamilton; Kingsville, with its sub-ports of Leamington and Southport, Pelee Island, become outports of Amherstburg; Colborne, or Cramahe, becomes an outport of Cobourg; Clarenceville and Frelighsburg become outports of St. John's, Que.; Dundee, with its sub-ports of St. Regs and Trout River, become outports of Montreal; Russelltown, with its outport of Athelstone, becomes an outport of Hemmingford.

The fire which broke out in James Morrison's brass foundry on Adelaide street Toronto, the other night, fortunately was checked before it did much harm. Greater harm was done by the water with which the

flames were freely deluged. The foundry was closed on account of the damages for but half a day, and the adjustment of the insurance claim caused no further loss of time. The trifling nature of the damage done is shown by the award of the insurance company, \$192. The cause of the fire is uncertain.

Mr. M. J. Dee, of the Detroit Evening News, and F. S. Evans, of Windsor, saw the Minister of Customs on Tuesday with regard to admitting free of duty one of Rogers' typographs for exhibition purposes. This is a new machine designed to supersede type-setting, and these gentlemen wanted one admitted free in order to enable them to form a company for its manufacture, which they propose to carry on in Montreal. The Minister said he had no power to grant the request. The machine would have to pay duty, but if re-exported the usual drawback would be allowed.

The Halifax Herald is publishing a series of articles on Canada's iron industry. At the Londonderry mines \$6,000,000 have been expended under the National Policy in wages and for raw materials. The outlook for the future is extremely hopeful. The company have orders for one year ahead, have in-

creased their capacity for manufacturing merchant iron and steel and gas and water pipe, are arranging to blow in the second furnace, which has not been in operation for seven years, and have made contracts for two years' supply of coal with the Acadia Company. The works are now managed by R. G. Leckie, formerly manager of the Springhill mines, and 600 men are now employed.

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"No man has a right to hazard other men's property without fairly appraising his creditors of the nature and extent of the risk, and obtaining their consent to the measure." — Horace Greeley

"Better is it that thou shouldst not vow that thou shouldst vow and not pay." | Ecclesiastes.

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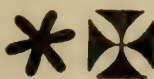
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DUTY ON TIN PLATE.

Before the Ways and Means Committee of the House, at the tariff hearings on Friday last, William C. Cronmeyer, of Pittsburgh, Pa., described the unsuccessful efforts of American manufacturers to produce tin-plates at a profit. In 1872 the firm with which he was connected had started to manufacture tin plates, and for three years had been successful. At that time the price of ordinary tin plate was \$12 a box, but it had failed to \$4, and his firm had been obliged, in 1886, to go out of that line of business. Then the price had again gone up since the competition had been withdrawn. He produced before the committee samples of tin-plates, sheet-iron and taggers-iron, explained the difference between them, and stated in the course of his explanation that the more labor was put into sheet-iron and the finer the work upon it was the less protection it received. In response to queries by Mr. Burrows, Mr. Cronmeyer said that to manufacture a box of tin-plate in this country cost about \$5.50, while in England it could be produced at \$2.25 less, the difference being attributable to the difference in the cost of labor. The present duty was not a protective one, but that proposed by the Senate bill, while not as high as it ought to be, had the merit of being protective. If the tin-plate industry could be built up in this country it would support a number of people nearly equal to the population of New York City.—American Paper.

The city of Toronto is dependent on Lake Ontario as the source of its water supply, and like Chicago, it uses the same body of water as a receptacle for its sewage. There has been some serious deliberation as to the desirability of this system. The water intake is now through a crib fixed at about two thousand feet from the outer shore of the island that lies in front of the harbor. The engineers who were invited to study the subject and report upon it have reached the conclusion that "for many years to come no objection can arise, and no pollution will be observed if the sewage outfall is placed as proposed, six-and-a-half miles from the present water intake."—The Sanitary Plumber.

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The softness and low thermal character of copperine make it a most effectual emollient of friction. It is manufactured by Mr. Spooner, of Port Hope.

At the semi-monthly meeting of the geological and mining section of the Canadian Institute. Dr. Richardson was unable to present his review of "The Copper Deposits of Sudbury," which will be the paper read at the next meeting of the section on Thursday, the 23rd inst., in place of the paper on "The Coals of Western Canada," which was postponed.

"How to detect counterfeits" is thus told in a current paragraph:—Take a United States bill of any denomination and hold it up to the light, and you will see two lines running across it lengthwise. Upon examination you will find these to consist of a silk thread, a red and a blue one. Every genuine bill has this mark of genuineness. Without these marks a bill may be put down as counterfeit, no matter how good the engraving on it. No paper mill dare make that sort of paper, and that is the government's only protection on its currency.

There is alleged great necessity for the speedy construction of the new lock around the Falls of the Sault Ste. Marie. The completion of the Northern Pacific and the Canadian Pacific Railroad, brings over 20,000,000 barrels of flour annually to be transported through the canal, besides an almost unlimited quantity of iron ore, copper, lumber, building stone, coal, salt and unclassified freight. This traffic is rapidly increasing, but is imperiled by the fact that only one lock is at present available around the rapids. Congress is asked to make liberal appropriations to secure the early completion of the other lock.—American Paper.

FRANKEL BROS.

WHOLESALE DEALERS IN

SCRAP IRON,

Rails, Metals, Cotton Waste, etc.

OFFICE AND YARD: } : Toronto.
82 to 88 GEORGE ST. }
Telephone Number 1204.

SCRAP IRON.

WE BUY AND SELL all kinds of Scrap Iron for the purpose of re-melting and rolling.

RAILS.

WE BUY AND SELL all kinds of Rails, either for scrap or relaying.

METALS.

WE BUY AND SELL Copper, Brass, Lead, Zinc, Rubber, etc., in any quantity.

COTTON WASTE.

WE SELL Cotton Waste (white and colored) for the purpose of cleaning and wiping machinery and packing car boxes.

OUR QUOTATIONS ARE ON A CASH BASIS.

TO THE PUBLIC.

We also make a specialty of buying OLD LOCOMOTIVES, OLD STEAMBOATS, BURNT SAW MILLS, BURNT GRIST MILLS, Etc.

Our prices for the week are as follows:

	per 100 lbs.	per lb
No. 1, Heavy Cast.....	72½ c.	Copper Clips.....9 c.
Agricultural Cast.....	70 c.	Light Copper.....8½ c.
Stove Cast.....	50 c.	Heavy Brass Red 8 & 9 c.
Burnt Cast.....	20 c.	Heavy Brass, Yellow 7 c.
No. 1, Wrought.....	75 c.	Light Brass.....5½ c.
Pipes.....	40 c.	Heavy Lead.....2½ & 2½ c.
Hoop and Sheet.....	35 c.	Tea Lead.....2½ c.
Mixed Steel.....	25 c.	Zinc.....2 c.
Heavy Copper, per lb 10 c.		Rubbers.....2½ & 3 c.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

PUSH ON THE HANDLE AND THE SCREW GOES IN.



Will last a lifetime. Two Sizes.

Sold by CAVERHILL, LERAMONT & Co., Montreal, & all other dealers

THE
Toronto Lead and
Color Co. [Ltd.]

—: PURE :—
PREPARED PAINTS.

♦
♦
**MIXED
READY FOR USE.**

4, 6, 8 and 10
Pearl Street
TORONTO.
Manufacturers of
**PURE
White Lead
IN OIL.**

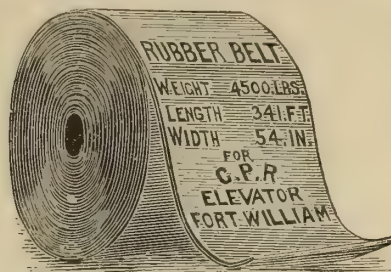
This brand of White Lead is warranted to be made from PERFECTLY PURE MATERIAL, mixed and ground in refined Linseed Oil by our New Process, which ensures its being perfectly united. We guarantee extreme whiteness of color and great covering property, rendering it specially suitable for Decorative or general use.

PAINTS IN OIL AND JAPAN, DRY COLORS, ETC., ETC

Importers of Painters' Supplies.

Canadian Rubber Company of Montreal

A. ALLAN, Pres. J. O. GRAVEL, Sec.-Treas. F. SCHIOLES, Man. Direc.



SUPERIOR - QUALITY - RUBBER - GOODS

**OUR RUBBER BELTING IS UNEQUALLED
IN AMERICA.**

**ALL KINDS OF RUBBER PACKINGS. RUBBER, ENGINE, HYDRANT,
SUCTION, STEAM, BREWERS' AND FIRE HOSE.**

**RUBBER VALVES, CAR SPRINGS, WRINGER ROLLS,
CARRIAGE CLOTHS, BLANKETS, ETC., ETC.**

Mould Goods of Every Description.

OUR GARDEN HOSE IS THE BEST IN THE MARKET.

Western Branch, Cor. Yonge and Front Sts., Toronto.

J. H. WALKER, Manager.

THE INSURANCE QUESTION.

"How much insurance have you?" Is a question the credit man of your wholesale house will ask you when you come into market the next time, and this leads us to ask you the question now. This is the season of many fires. The defective flues in new buildings now become manifest when fires are built in stoves and furnaces for the first time. The accumulation of dust in hot-air pipes, the stoppage of chimneys, and the faulty arrangement of stoves newly set up, are all frequent causes of fires.

Not long ago a large hotel building in a prosperous town in Western Michigan was burned to the ground, the newspapers stating the loss to be \$150,000. In conversation with an insurance man about this case, he made the remark that the house was insured for but \$75,000. "That shows how much the owner valued his property at," said the adjuster. This is a view which merchants seldom take of the insurance matter. If you have a stock of \$25,000, and only have it insured for \$10,000, there is danger that the wholesalers and the insurance companies will take it for granted that the sum for which you had insurance was the amount you valued your stock at, and they may think there may have been some skulduggery in the fire.

On business principles we think a merchant should carry as much insurance as he

can get on his stock. If he burns out it will not be through any fault of his own. You have not only to trust the carefulness of your own clerks and attendants, but you have to rely upon the good judgment of every other person connected with an adjoining property. A small fire, aided by a big wind, may wipe your stock out quicker than any "cost sale" could ever do, and you be the loser of all your business. With good, clean insurance, you will be far from ruined. You will be benefited, because you will have money enough to start in business again with a fresh, clean stock, and with the sympathy of your trade.

Although it is possible to look upon a fire as a benefit, it is only so looked upon after it occurs, and after the insurance companies have taken all the time they wished in which to pay the losses. Looked at from the other side, a merchant will hardly hail a prospective fire as a blessing, and will do all in his power to prevent it. There are some things a man ought to look to in the beginning of winter in order that he may not be burned out. When the stoves are put up in the store the chimneys should be cleaned.

Care should be taken that the register pits are clean from dust and sweepings, and that the hot-air pipes are well guarded where they pass through the floors. The fires that are caused by neglect of this precaution are many. The lamps which light the store should also be the object of some attention. It is

dangerous to use too light a grade of oil, and although most States have oil inspectors, whose duties are to see that oil below a certain test is excluded from the State, there are still some States where this wholesale law has not yet been passed, and oil of low grade is sold. The temptation to dress windows with light, inflammable stuffs, and the danger of sudden draughts blowing these into the flames of lamps, or of gas jets, is one which should be carefully prevented. —The American Storekeeper.

The first number for 1890 of the New York "Metal Worker" is to hand. It appears in a blue cover, having discarded its well known white outside garment; it has also added forty-four more new pages, making a weekly trade paper second to none, containing one hundred pages of useful matter pertaining to the stove heating and plumbing trades, as well as a large amount of advertising. The Metal Worker is a paper that we always welcome; its pages are full of useful information, and it promises for the future to be more interesting than ever.

Jas. Speight, Esq., of the Speight Manufacturing Co., was tendered a farewell banquet last week.

Honor is to business men what courage is to the soldier; what zeal is to the advocate; or impartiality to the judge.

Have you tried the Cash System? It would add years to your physical life, as well as to your business life, to be able to buy and sell for cash.

MILK CAN TRIMMINGS

Complete stock now on hand. Send for prices. Quality and price guaranteed. Largest assortment of Tinnery Sundries in Canada.



Thos. Davidson & Co., Montreal.



DEFECTIVE CHIMNEY FLUES.

As the way in which a chimney flue is constructed has a good deal to do with the proper and satisfactory working of any heating apparatus, and as so many engaged in the heating trades have more or less difficulty with defective chimney flues, we submit the following article upon the subject from the Plumbers' Journal.

"There is no greater evil in existence today in the construction of buildings than the present system of constructing chimneys. The grouping of separate small, narrow and crooked flues is a great source of complaint in almost every dwelling where so built. The remedy for the same would be the construction of one large flue extending from the cellar to the highest available point, with branches from each floor running up and connecting at the ceiling of the floor above, or direct at each floor to the main flue. In this manner a guaranteed upward draught at all times would be assured.

Go into any dwelling to-day and what do you find? For instance, light a fire in the rear parlor, and the draught would be down the front parlor flue, through the hall and room, and up through the rear parlor flue, or, vice versa, down the rear parlor flue and up the front parlor flue. When that is not the case, on the opening of a window or door an immediate counter current is the consequence, all of which clearly and certainly demonstrates that our method in house construction of chimneys is far from perfection. We calculate by the building of one large main flue, into which all branches should be carried direct from each floor or apartment, is the only safe and true method by which the evil now complained of can be overcome, and the lungs be spared from the poisonous gases they are forced to inhale, as it is a well-known fact that no gases are

more poisonous than those of sulphuretted hydrogen or coal gas that permeates our dwellings.

From whence the barbarous practice of constructing our chimney flues in the separate system emanated, we know not; but whoever instituted that system, if held responsible for the deaths caused by it, would have a great deal to answer for.

We trust and hope our remarks on this subject will not go unheeded, as a careful observation of any one in their own house will go to prove and substantiate whatever we claim. We need not carry the examination into any other house, but look in our own to satisfy ourselves of the glaring and dangerous defects as demonstrated herein. We have but to apply the simple principle in ventilation to prove our assertion. As rarified air expands, it therefore requires a greater area of space in order to travel upward. This principal is wholly ignored in the construction of our chimneys.

What the objection can be to one large flue with an area guaranteeing an upward current at all times, we certainly are at a loss to know. In the good old days of yore we frequently heard it said that we had healthy homes and less sickness than at the present day. In those days we had flues constructed of the capacity that we speak of that always guaranteed ventilation and pure atmosphere to breathe. Therefore, let the separate flue system be condemned at once, and we will have stronger walls, purer air, healthier homes, and plumbing would come in for less misapplied complaints, when in reality the cause emanates from the defects we speak of."

We have given the article in full, so that our readers may know what the editor of the Plumbers' Journal ideas are about chimney flue construction. With his condemnation of small, narrow crooked flues we agree, but his recommendation to build one large flue, with branches from each floor, running up and connecting with this main shaft, we condemn. This system of flue construction would be as troublesome as the narrow crooked flues, but from a different cause.

We would most decidedly insist upon a separate flue for each fire-place, stove, fur-

nace or boiler. The flue should be straight, with only one opening into it, this opening for the smoke pipe. The flue should be plastered smooth inside. The proper size for a stove or ordinary-sized furnace should be eight or nine inches square, for larger furnaces or boilers ten inches square. A round tile flue is the best, and when cost is not a consideration they should be used.

Great ignorance and carelessness is shown by bricklayers in the construction of flues. They seem to have the idea that any kind of a hole running up through a brick wall will do to carry off smoke. These holes are generally crooked, roughly mortared, very small, and sometimes are half a dozen different shapes before they reach the top. They are in many cases filled up with mortar during the process of building and never cleaned out. This we know from experience is a correct description of very many of the chimney flues that are in the houses of this day, causing trouble to the stove and heating men, and a large amount of discomfort to the occupants of houses with such defective chimneys.

Our contemporary seems to see no difficulty in the satisfactory working of a system such as he describes, namely, one large shaft with branches connecting into it. Now, it is possible to have a flue too large. Suppose that six separate flues were made to connect with the large one, it would be necessary to have the large flue as large as the united areas of the six smaller ones, so that when they were all in use the smoke and gases could be carried off; but when only one or two of the branch flues were being used, the main flue being so large and containing a large quantity of cold air, the smoke and gases would be forced back into the rooms, and not until the main shaft had become warmed would the draft be upwards, and then it would not be a perfect draft owing to the other openings leading into it, but there would be a certain amount of gas finding its way into the apartments of the house caused by these openings.

That the present system of chimney construction is an evil is quite correct, but the

TABULAR STEEL BOW SOCKETS FORGINGS CARRIAGE AND DROP.

The undersigned is now manufacturing full lines of

CARRIAGE :- -: HARDWARE,

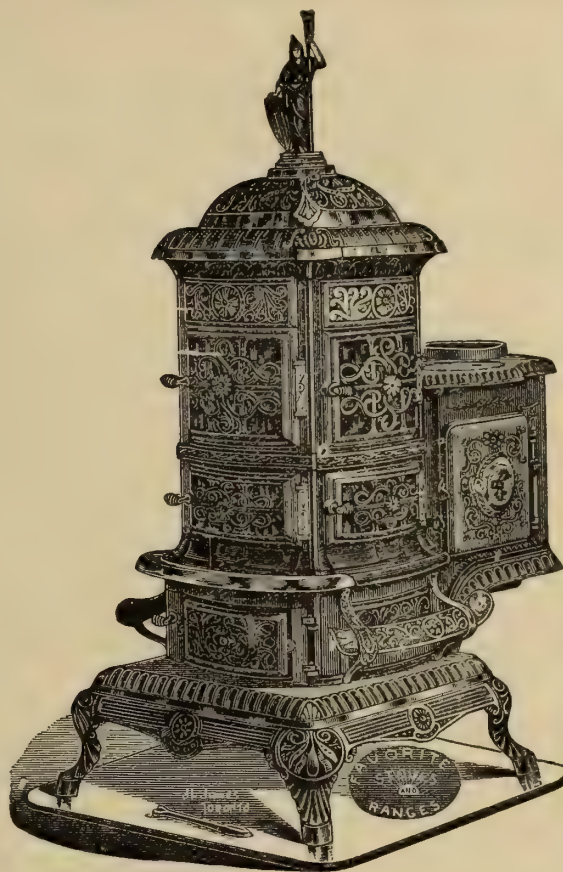
And in addition to these is prepared to MAKE ANY LINE OF FORGINGS.

Do not forget that STEEL TUBULAR BOW SOCKETS are now manufactured by me, and supplied promptly.

DIE MAKING A SPECIALTY.

GEO. GILLIES,
Gananoque, Ont.

I AM
The "Rival Favorite,"



Beautiful exterior, unrivalled as a baker and a complete success as a seller. I am the cheapest line to be had anywhere. Orders from the trade respectfully solicited.

CHOWN & CUNNINGHAM

Kingston, Toronto, New Westminster,

writer in the Plumbers' Journal is sadly astray in his remedy for the evil. Separate flues, of a proper size for each fire, is the remedy, and they should be constructed carefully, smooth inside and as straight as possible. If this is done there will be no complaints of smoke or gas permeating our dwellings.

FROM THE PACIFIC COAST.

NICHOLA, B.C., Dec. 26, 1889.

GENTLEMEN,—Enclosed please find in stamps two dollars for my subscription for 1890. I consider it one of the most enterprising, enlightening, entertaining and valuable publications in Canada. No grocer should be without it.

I wish you every success.

Yours faithfully,

A. E. HOWSE.

In Paris, says the Canadian Journal of Fabrics, whenever a local shopkeeper advertises to sell "at cost," a Government official, detailed for the purpose, swoops down upon him, and makes a careful inspection in order to satisfy himself that the merchant carries out what he advertises. If the latter is detected in fraud an adequate punishment is at once meted out to him. They don't deny a man's right to sell his goods at less than cost if he chooses, but he must not publish any lying advertisements.

TRADE SALES.

W. M. Moore, London, Ont., sold two general stocks on Tuesday afternoon. J. J. Johnston's Chatham stock, invoiced at \$3,515.68, was sold to H. W. Scott at 47½c on the dollar. John Perrin's St. Mary's stock, invoiced at \$4,086.23, was sold to J. A. Powell, Devizes, at 73c. on dollar.

Messrs. Suckling, Cassidy & Co. will sell by auction on Tuesday next the following property, belonging to the estate of S. M. Robinson, Georgetown :

Parcel I.—General Dry Goods	\$2,703 72
Clothing - - -	741 12
Hats, Caps, and Furs	455 49
Shop Furniture -	174 28

\$4,074 61

Parcel II.—Book Debts -	537 84
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Stock and inventory and list of book debts can be seen on application to Mr. D. MacDonald in the premises, Georgetown, and copies of the lists at the office of R. & T. Jenkins, 15 Toronto street, Toronto.

Lease of premises can be had.

Terms for each lot—One third cash, balance two and four months' paper, secured to the satisfaction of trustees and inspectors.

You can lose more than we do by not subscribing for this paper.

CHARTERED BANKS.

The following is a list of the banks in Canada acting under a Dominion Government Charter:

ONTARIO.

Bank of Toronto.	Imp'l Bank of Canada.
Can. Bank of Com'erce.	Traders' do
Dominion Bank.	Bank of Hamilton.
Ontario Bank.	Bank of Ottawa.
Standard Bank.	Western Bank of Can.

QUEBEC.

Bank of Montreal.	Merchants Bank of Can
Bank of B. N. America.	Banque Nationale.
Banque du Peuple.	Quebec Bank.
Banque Jacques Cartier	Union Bank of Canada.
Banque Ville Marie.	Banque de St. Jean.
Banque d'Hochelega.	East. Townships Bank
Molson's Bank.	

NOVA SCOTIA.

Bank of Nova Scotia.	Halifax Banking Co.
Mer. Bank of Halifax.	Bank of Yarmouth.
People's Bank do	Exch. B'k of Yarmouth.
Union Bank do	Com'l B'k of Windsor.

NEW BRUNSWICK.

Bank of N. Brunswick.	People's Bank.
St. Stephen's Bank.	

MANITOBA.

Commercial Bank of Manitoba.

BRITISH COLUMBIA.

Bank of British Columbia.

How to Sell Goods

Send Ten Cents to the HARDWARE PUBLISHING CO. for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods."

Hardware Publishing Co.

6. Wellington St. W., Toronto.

DOMINION METAL WORKS

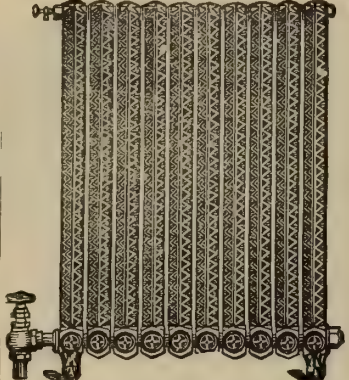
MANUFACTURES

Plumbers', Steam and Hot Water Fitters', Cotton,
Woollen Mill, Brewery, Laundry, Tobacco
Factory and Railroad Supplies.

CREAM SEPARATORS AND DAIRY UTENSILS.

ALSO MANUFACTURES

“Garth's” Patent
Sectional Hot
Water and Steam
RADIATOR,
Can be used either



for High or Low
Pressure,
Exhaust or Single
Pipe System
of Steam Heating

GARTH & CO.

536 to 542 Craig Street, Montreal.

SEND FOR CATALOGUE AND PRICE LIST.

COPPER TEA KETTLES

WITH BOOTH'S PATENT TUBULAR HANDLE.

ALWAYS COOL TO THE HAND

The Best, Strongest & Handsomest in the Market



Patented June 1, 1887.

	7 in.	8 in.	9 in.	10 in.
Polished Copper, -	\$2 25	\$2 50	\$2 75	\$3 50
Polished, nickel-plated, -	3 00	3 25	3 75	4 50

Guaranteed as Represented.

BOOTH & SON, TORONTO



MODERN PLUMBING.

Open work plumbing in the better class of houses is fast becoming the rule and not the exception. It has been too long the custom to treat plumbing fixtures as if they were an eyesore, or something to be placed out of the way where the eye could not be offended. The plumbing fixtures of to-day are so constructed that they are pleasing to the eye and artistic in design. Not only is this so, but it has been proven beyond a doubt that to box up and confine the air in and around fixtures is unsanitary, hence the coming features in perfect plumbing is the adoption of what is called “open work.”

The honest plumber has nothing to fear by exposed work, while it is a safeguard against faulty work that has heretofore been protected by being inclosed from sight. The hidden portion of plumbing work may be slighted, and this is the part of the work that the people have to rely upon the integrity of the plumber to honestly fulfill.

Work of this description necessarily requires first-class workmen. The work being exposed to view, faulty design and bad or

clumsy workmanship can be easily detected. When finely finished trimmings are used the plumbing fittings of a bath-room can be made a thing of beauty and a pleasure to look upon. It has been our pleasure to examine a few of the high class plumbing jobs and fittings of some of our lately erected buildings, and they are without doubt a credit to the good taste and excellent workmanship of Toronto plumbers.

It is now a recognized fact that good plumbing is an absolute necessity. Cheap plumbing is generally the dearest in the end. It will always be a vexatious bill of expense to the owner for repairs and doctors' bills, therefore should be avoided.

To secure good workmanship, select your plumber with care. Be sure that he knows his business, in its scientific aspects particularly.

The plumber who cannot make an ordinarily intelligent person understand how and why he will arrange his work to arrive at certain results, does not really understand it himself, and ought not to be intrusted with important work.

The honest and competent plumber puts into his work better material, better labor and more of it, and increased care. If he receives the same compensation or meets upon equal terms of competition the inferior workmanship of the cheap plumber, he is liable to come out, as the experience of our

best plumbers will testify, with a sustained reputation perhaps, but with badly damaged capital or credit.

SOIL AND DRAIN PIPE.

In making sewer connections between a city house and the street sewer, hard, glazed, vetrified earthen pipe under favorable circumstances, makes an excellent job, as it lasts much longer in the ground than iron pipe. It should, however, be laid only in natural ground or sandy soil, and below frost line which varies in this climate from three to five feet, as the settling of the ground after being heaved by the frost disturbs the joints and breaks the pipe.

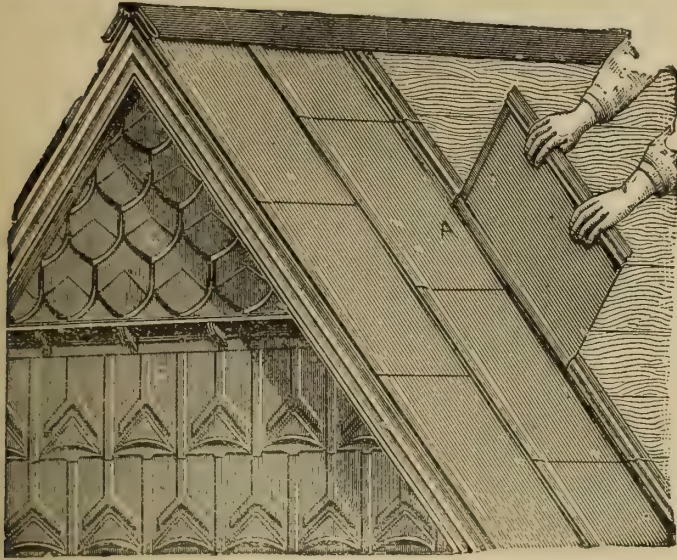
Earthen drain-pipe should not be used as soil pipe within the house unless laid with the greatest care.

Cast iron pipe has been used almost exclusively for house draining purposes for some years and has given, so far as it is possible to obtain it, entire satisfaction.

A quality known in the trade as “extra heavy” is now demanded in all new work and no other should be used where it is desirable to execute a good piece of work.

This pipe should be coated inside and out with asphaltum, tar or metallic paint previous to erection, which materially lengthens the life of the pipe by preventing rust for a period of years.

Broad Rib Sheet Steel Roofing.



The Cheapest and Best Metal Roofing and Siding in the Market. Can be Laid as Cheap as a Shingle Roof.

Specially Designed for FACTORIES, MILLS,
ELEVATORS, Etc.

ANY ONE CAN PUT IT ON.

We have recently perfected machinery for manufacturing PLAIN SHEET METAL ROOFING under the Walter's Patent. This Patent possesses advantages of construction not found in any other Metal Roofing. IT DOES AWAY WITH THE NECESSITY OF TONGUING UP EDGES, DOUBLE-SEAMING, COPING OF RIBS, RIVETING RIBS, EXPOSED FASTENINGS AND CLEATS. No expense will be spared to make THIS ROOFING in quality of metal and perfection in fitting, the very best in America. For prices apply to the Sole Manufacturers in Canada:

The Canada Galvanizing and Steel Roofing Company.
22 LATOUR STREET, MONTREAL.

STEAM VS. HOT WATER HEATING.

So many of our readers evince increasing interest in matters relating to hot water heating, and there appears to be so manifest a desire on the part of property owners and others to give it a trial, that the plumber, provided he bestows a little thought and care on the subject, will soon find it a remunerative addition to his present business. There are, however, a few points that may save him a great deal of subsequent trouble, and in offering them as the fruits of experience that has not infrequently been of a costly character, we have deemed them of sufficient importance to occupy a place in our editorial columns.

In the first place, in starting in on a hot-water job, all thought of what would or would not be done in running steam under like circumstances must be dismissed. The conditions are wholly reversed, and the mere fact that the return pipe of a hot water system must be of the same capacity as the supply will suffice to demonstrate the difference. So important is this advice that we may emphasize it by repeating the words of an expert on hot water heating, who stated that he would sooner see a new hand take hold of the work than one who had been used to running steam, but that a competent plumber made a good hot water fitter with but little training.

Again, the conditions prevailing in a steam boiler and a hot-water generator are radically different. Whereas the former requires a big flue-heating surface in comparison with the fire heat, to ensure dry, hot steam (the only economical steam), and plenty of it, the hot-water heater, having a larger body of water to keep at a uniform temperature, needs three times more fire heat. Hence the failure of contrivances that are war-

ranted to combine all the requirements of hot-water and steam heaters; they can never accomplish the guaranteed result, for if successful steam raisers, they will be unable to furnish an adequate supply of constantly heated water, and if good water heaters they can never carry steam enough to enable them to run a steam service.

Another point that cannot be too carefully impressed on our readers is the necessity for the greatest care when selecting a generator to take one that is of ample capacity. Manufacturers who over-rate their generators are injuring the cause of hot-water heating, besides bringing trouble upon their customers, plumbers and engineers.

Provided they will bear the above points in mind and devote a little attention to the question of circulation, sizes of mains, etc., there is no reason why every plumber should not successfully contract for hot-water work.
—The Sanitary Plumber.

A clean store and tastefully arranged goods will invite trade.

The Ottawa Surgical Society and Board of Health have adopted resolutions favoring the appointing of a city inspector of plumbing and house drainage.

An obdurate screw may sometimes be drawn by applying a piece of red-hot iron to the head for a minute or two and immediately using the screw-driver.

No greater cruelty could be inflicted than the lenient execution of our building, plumbing, and inspection laws. It may at times seem a hardship to enforce them, and probably there are instances in which the inspector would feel disposed to excuse rather than correct blunders. But mercy in all such cases lies in the strict adherence to duty in the correction of every fault found in plumbing or building construction. The enforcement of these laws and regulations may lay a burden on one plumber or one builder, but their non-enforcement will lay the heavier burden of disease on many who are not at all responsible for the causes of the affliction.

MILK CAN & CREAMERY TRIMMINGS AND BODY STOCK.

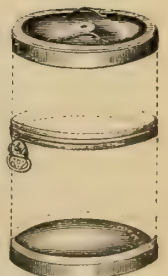


We are prepared to promptly supply these goods this season in any quantity--Flat or corrugated centre hoop.

We make and supply everything used by Stove and Tin-ware Dealers.

Write for Prices and Discounts

The McClary Manufacturing Co'y
LONDON, TORONTO, MONTREAL, WINNIPEG.



WHILE THE SOLDER MELTS. A NEW OUTLET FOR COPPER!

An inspector was appointed

Of the plumbing of the town,
And his head swelled out and upward
At the thoughts of such renown.

He never knew a bit of plumbing.

Ignorant he of everything,
Except the fact of his appointment,
And the leisure it would bring.

But he was an old ward bummer,

Whooped it up about the polls ;

Set 'em up in all the barrooms

With the other fellows rolls.

So he gets his plumb in season

And his clothes grew quite too small ;

Shot he up most like an arrow

Tall he felt, oh ! very tall.

His rounds he strode with knightly bearing,

Wondering why he was no king,

For he felt it in his power

To inspect most anything.

Stopped he at a finished dwelling,

Viewed the rooms and basement o'er ;

Scratched his matches on the woodwork,

Spat tobacco on each floor.

Came at length into the kitchen,

Where the plumber waiting was,

Conscious of his own importance,

Ignorant of plumbing laws.

"Your plumbing gives not satisfaction

An your work must make one sigh,

For your bathtub is too little

And it stands a foot too high."

Said the plumber very meekly,

"You mistake, my friend, I think :

You're inspecting now the kithen

And that is but the kitchen sink."

Boss (examining apprentice). Explain the principles of capillary action.

Apprentice—Married six months, model husband, wants variety, goes to club, gets his jag on, comes home, and then the capillary action business begins.

Owner of building—My friend, haven't you put that trap in upside down ?

Plumber—That shows you don't know nothin' 'bout plumbin'. Haint the world upside down half the time ? You study this science and you'll find out a plumber will have to know a blamed sight more 'an how to putty a joint.

Boss (to apprentice)—Well how do you like plumbing by this time ?

Apprentice — Don't know, boss, haven't tackled it yet.

Boss—Why, you have been with me two years now, and yet you say you do not know anything about plumbing. How's that ?

Apprentice—Well, you see, boss, I have been given exceptional trainin' in the preliminaries and haint got no further than buildin' fires, runnin' errands, carryin' tools and rushin the growler.

"Well, Bob, how's the new year resolutions ?

"Fus rate. You see I had some re-pairin to do in a da-dam-damp cellar this mornin' and I dated the re-resolutions ahead and I aint got 'em yit."

E. A. Pontifex, chairman of the famous Cape Copper Company, in an address to the stockholders called attention in the following words to a matter of the greatest interest to the copper trade. We quote :

"There is one new outlet for copper, which, in addition to the large use of the metal for electrical purposes, promises to be a very important feature. I allude to its use in the form of sulphate of copper in vine culture. It has been found to be the only panacea for the phylloxera. We have ourselves, together with our friends of the Briton Ferry Copper Co., erected works capable of turning out a large quantity of sulphate of copper. The sales which we have already effected for present and future delivery will absorb 1000 tons of the metal, and we have advices from France that works are in course of construction there capable of turning out 40,000 tons of sulphate of copper annually, which is equivalent to using up 10,000 tons of copper a year. And it must be remembered that copper thus used is lost forever. It does not return to the maker as old copper for manufacture, with only some 8 or 10 per cent. of waste, as copper does which has been used for locomotive-plates or boiling-pans, or even pots and kettles. An increased consumption of over 10,000 tons a year for this one purpose—in addition to its use in the ever-swelling volume of trade and manufactures—must go a long way toward absorbing the greater output which higher prices may stimulate. I think, therefore, that we may fairly look forward to better prices than ruled before the French combination entered upon their disastrous campaign, and I am in a measure confirmed in this hope by the very prosperous condition of the iron trade, for it is an axiom with metal merchants and miners that iron carries nearly all other metals up with it."

Lemieux's broom-handle factory, St. George street, Levis, was destroyed by fire on Friday. When discovered the fire had made so much headway that the firemen could do nothing with it, and the entire building was consumed with all its contents. The loss is heavy.

Among the changes in the travelling staff of the Montreal hardware houses we notice that Mr. James Brent, late with Messrs. William Thomson & Co., Toronto, has secured a position with Messrs. Benny, Macpherson & Co., and will represent them on his usual ground west of Toronto.

To start a nut that is corroded in its place so that an ordinary wrench will not move it, strike a few sharp blows upon its end face ; then, holding a dull chisel across the chamber of the nut, strike the chisel-head several sharp blows, which will, in the majority of cases, effect the object.

The New York Steam Heating Company has notified its customers that its minimum charge will in future be \$30 per month. This will be hard on some small consumers who have been paying only \$7 to \$10 for heat, etc., but the company claims that its business has been carried on without profit for the past eight years, and that the step taken is necessary to insure a small dividend.

Are you insured ? If so, read your policy, and don't fail to keep your premiums paid up.

You can always trace a registered letter, and a copying-press for letters is a sensible investment, if used.

Are you selling for cash ? or are you losing 50 per cent of your profit by trusting everybody and anybody ?

ST. CATHARINES, ONT

**McKINNON
DASHES**

CHEAPER

BETTER

STRONGER

THAN HAND MADE

If you get the S. F. Quality.

We Are The Leaders

NEWEST STYLES,
LATEST IMPROVEMENTS.

WE HAVE DESKS FOR ALL
DON'T BUY UNTIL YOU HEAR
FROM US.

SEND FOR PRICE LIST AND
CATALOGUE.

John M. Blackburn & Co.,
41 COLBORNE STREET,
TORONTO, ONT.

S-I-M-P-L-E

WM. THOMPSON & CO'Y, IMPORTERS AND DEALERS IN SHELF AND HEAVY HARDWARE

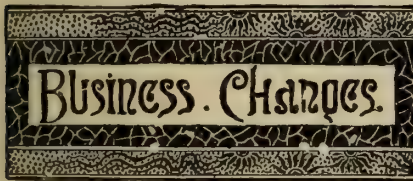
Our Fall Stock of Window Glass is Now Complete.

SPECIAL AXES—"Leader," "Lance," "Queen City," "Honor Bright," "Our Very Best," etc. CROSSCUT SAWS—"Racer," "Lance," "Razor." WHITING SAW SETS. BEAVER FILES. BUFFALO BELT FASTENERS. AXE HANDLES—2n groth hickory and blue oak. AXE STONE. ACME SKATES—genuine Halifax. SOLE AGENTS for Putz Liquid in sample 1-2 pint and 1 pint tins. BOSTON COACH OIL—pints and quarts—

See Our October Job Sheet.

Write for Quotations.

20 and 22 Front Street West, - - - TORONTO.



ONTARIO.

Barrie—Johnston, S., grocery, etc., sold out to Geo. Lennox.

Harrow—Rumball Bros., (estate of) tin-smiths, stock, etc., advertised to be sold by auction on 16th inst.

Hamilton—Burkenroad, Max., Hamilton News Co., stock sold to J. R. Wolf.

Leamington—Coulson, W. C., hardware, burnt out, partially insured; Dunbar Bros., boots, shoes and groceries, burnt out, partially insured.

Lindsay—Hickey, Mrs. C., baker and confectionery, sold out baking business to Jno. McNulty, and confectionery business to Jasper H. Bates.

Oshawa—Hillyard & Co., (R. Hillyard only) general store, asking an extension.

Pinkerton—Young, A. A. & Co., (co nom) tinware, etc., giving up business here and going to Orangeville.

Strathroy—Diprose, Robert, grocery, sold out to Michell & Gill.

St. Marys—Perrin, Jno. (estate of) grocery, boots and shoes, stock, etc. advertised to be sold by auction on 14th inst.

Sault Ste. Marie—Collins & White, general store, assigned to Jas. S. Inglis, Toronto.

Woodville—McIntyre, P. A., general store, assigned to Clark, Barker & Co., Toronto.

Wellington—Spencer, Frederick C. general store, assigned to Jas. T. Tennant.

West Toronto Junction—Greenwood & Marr, builders, dissolved.

MANITOBA AND NORTH-WEST TERRITORIES.

Glenboro—Axford Bros., general store, opening branch at Belmont.

QUEBEC.

Angeline—Belanger & Frere, general store, stock, etc., advertised to be sold by auction on 16th inst.

Cape Sante—Matte, V., blacksmith, deceased.

Grand Piles—Doucet, W., general store, demand of assignment.

Montreal—Massicotte, E. & Frere, grocery stock, etc., advertised to be sold by auction; Lomer, G. jr. Com. Iron etc., formed a co-partnership; Rose, J. B. & Co., W., hardware, firm now Lomer & Rose; Massicotte, J. O., grocery, assigned in trust; Ranson, Forbes & Regan, W., grocery, dissolved, H. H. Regan retires, W. E. Forbes & H. H. Ranson admitted. Style Ranson, Forbes & Co.; Stroud, W. D. & Son, W., Teas, W. D. Stroud deceased.

Quebec—Gagnon, Freres & Cie., W., biscuits & Com., assigned in trust; Tucker, Jas. grocery, deceased.

Sheffington—Neill, Robert, general store, stock, etc., advertised for sale by tender.

Three Rivers—Lavasseur, Nap., grocery, assigned in trust.

PROVINCE OF NOVA SCOTIA.

Barrington—Lawrence, J. B., general store, bill of sale.

Cow Bay—Barnardini, Louis, store, bill of sale.

Digby—Fitzrandolph, R. S., general store, deceased.

Halifax—Anderson, C. & W., grocery and liquors, sold out to C. Willoughby Anderson; Bauld, Gibson & Co., W., grocery, Jno. Gibson deceased.

Sydney—McDonald, Mary Ann, grocery, bill of sale.

PROVINCE OF NEW BRUNSWICK.

St. George—Adams, C. E., grocery, burnt out, insured; Frawley, Jno., general store, burnt out.

Do strikes pay? is an old, old question that has been given a new interest by some new figures. According to a competent authority, the 1,031 strikes last year resulted in a gain of \$359,000 and a loss of \$1,083,000 in wages. On the other hand, it is only just to say that the gain has a more lasting effect than the loss. Still, it looks very much as if strikes do not pay any way the matter is looked at.

FILES AND RASPS

(Of every description)

Made from superior
quality Cast Steel,

(TESTED AND WARRANTED)

GLOBE FILE MFG. CO.,
Port Hope, Ont.



TORONTO LEAD AND COLOR COMPANY'S VULCANIZED FLOOR PAINTS

SOMETHING ENTIRELY NEW.

Dry hard with a fine gloss in 12 hours.

READ OUR TESTIMONIALS.

We have been selling Toronto Lead & Color Co's pure paint about five years. think it the best mixed paint in the market.

WALLACEBURG, DEC. 14th, 1889.

It has given perfect satisfaction, and we

SHAW & WOOLIVER.

PROSPECTS FOR 1890.

Never before in its history, says The Iron Age, has the iron trade entered a year on a sounder basis and with better prospects. Practically independent of foreign markets with the exception of some specialties and of manganiferous material, we enter the new year with a very active demand, and, fortunately, with a producing capacity which seems likely to be able to take care of our requirements, even if largely expanded. It is not too much to say that as far as human foresight can peer into the future, the day has come at last when American iron-masters can truly say that whatever demands are put upon them within reasonable limits they can meet at prices which do not involve the slightest hardship to the consumer. The developments of the past year have amply justified the contention of those who claimed that if given a fair opportunity American enterprise would so utilize our great resources that our markets would become independent of the manipulations of foreign producers.

It is frightful to contemplate the condition of affairs which would now obtain if we were to any marked extent dependent upon the European markets for any considerable part of our requirements of iron and steel. If only a fraction of our consumers had to look to English makers for their material the prices in all the markets of the world would to-day be at figures compared with which present values would seem beggarly. Where would our ore supplies have come from had not hardy pioneers penetrated the swamps of the Vermillion range or scoured the woods of the Gogebic? Where could we obtain an adequate quantity of Bessemer pig if our manufacturers had not pluckily added new plants and carried old establishments to the latest perfection? How could we meet the demand for rails and a multitude of articles produced from soft steel if restless American energy had not made the American Bessemer mill, the American open-hearth plant, the wonder of capacity which it is to-day? How could we to-day feed the foundry and the puddling-mill had not enterprise which seemed foolhardy to many planted dozens

of modern furnaces in Virginia, Alabama and Tennessee?

Let it be remembered that the enormous development in our resources during the past five years has gone on in the face of a depression over the entire world which apparently crushed out the life of enterprise in England particularly. Let it be remembered that all this was done in the face of adversity. Far from being paralyzed by meagre profits, our iron-masters were stimulated to redoubled efforts in devising new labor-saving methods, in improving appliances and in lowering costs by preparing to manufacture on a larger scale.

It is to this spirit that we owe to-day our immunity from the evils which would grow out of the craziest boom the world has ever seen. We may go further still and justly claim that all iron and steel consuming nations owe to us a debt of gratitude. Beyond a question a period of great prosperity is assured to the iron and steel trades of the United States at least for the first half of the year 1890, with the prospects very bright for the second half. Should developments continue favorable during the first quarter, then there is the possibility of a further very sharp advance, which may degenerate into a boom.

The following officers of the Berlin board of trade have been elected for 1890: President, H. Kranz; vice-president, L. J. Breithaupt; secretary, P. E. W. Moyer; treasurer, Ed. Smith; council, J. S. Hoffman, H. Hymmen, J. Fennell, J. S. Anthes, M. Nelson, Geo. Rumpel, J. Kaufman and D. B. Dewar; board of arbitration, P. S. Lautenschlager, D. B. Dewar, J. S. Smith, H. J. Bowman, J. C. Breithaupt, A. Millar, D. B. Shantz, J. Fennell, H. Kranz, W. R. Travers, J. M. Staebler and Geo. Lang. The balance of the committees are to be selected by the council.

There is no art or science that is too difficult for industry to attain to."—Clarendon.

A soft answer turneth away wrath, and a harsh answer turneth away a customer.

Now Autumn Summer puts to rout
And chilly winds to blow begin:
The ice cream joke is going out,
The stove-pipe joke is coming in.

—Boston Courier

BUSINESS CHANCES.

MALLEABLE IRON FOUNDRY IN GUELPH.
Complete Machinery, Stock and Premises.
A good opening. A. S. SMITH, Mail Building,
Toronto.

HARDWARE PARTNER WANTED—Active or silent, with \$5000 capital, in a well established and growing trade, consisting of housefurnishing hardware, dairy supplies, and utensils, stoves and furnaces, and a general jobbing and tinners' building trade. Location, one of the best towns in Canada. To a silent partner 10 per cent. annual dividend guaranteed. Apply, X. Y. Z. Hardware office. 42

THE Dominion Wire Rope CO., Limited.,

MANUFACTURERS OF



(Works at Lachine).

FOR HOISTING, MINING, TRANSMISSION
OF POWER, TOWING, SHIPS' RIGGING,
AND GUYS, LANG'S PATENT WIRE
ROPE FOR TRANSMISSION AND
COLLIERY PURPOSES,
ETC., ETC.

JAMES COOPER, Agent,
MONTREAL.

HOBBS HARDWARE CO'Y LONDON.

WHOLESALE ONLY.

— Plate Glass, Builders' Hardware —
●● Silverware ●●

ROOFING MATERIAL, CORDAGE, CROSS-
CUT SAWS.

See our Eleven Hundred Page Hardware
Catalogue.



TORONTO, JAN. 17, 1890.

The changes that have taken place in the condition of the general market this week reflect only on prices, the volume of business has not been changed. There is still reported a very quiet trade, no better movement being observable, while nothing has occurred to warrant the hope that the immediate future will bring with it a more active trade or more cheerful conditions. The reports received from the country by city merchants are uniformly depressing, and if appearances go for anything, are rightly so. It is not in the hardware trade particularly, but in general business that the prospects are poor, but this is bound to have its effect among hardware merchants, who will certainly feel the depression that we imagine is bound to come. The travellers who are on the road are doing very little business, and their letters simply supplement what is said above—that trade is not at all active, and that prospects for future business are in a great measure discouraging.

The course of prices is one encouraging feature of the trade. In sympathy with advances abroad prices here are showing greater firmness, and the advances so lately noted are likely soon to be augmented by a further enhancement of values. Cable reports indicate a very irregular movement of prices in the speculative branch of the British market, with some traces of matters being top-heavy, for the time being, at least. Scotch warrants, for example, sold down to as low as 61s. 5d. Monday, advanced to 62s. 10d, and dropped again to 61s. 6d. Middlesbrough declined to 59s. 10½d, and subsequently advanced to 61s. 6d. Outside of the speculative branch, however, there seems to be no signs of reaction. To the contrary, producers' prices on some lines of crude material and finished products are said to be even higher at this time than a week ago. It will be seen, therefore, that the speculative feeling has not adversely effected legitimate business, and prices of standard brands are as firm, if not firmer, than ever. Manufactured iron is in reality dearer by 10 to 15s per ton than before, and it can be safe to predict that prices in Montreal and Toronto next week will be 10 to 15c. per 100 lbs. higher on bars, and 25c. on hoops, hands and sheets. Indeed, it is understood that notice has already been given of 10c. advance on bars, and in this particular line, figures may be quoted higher.

Regarding payments it is impossible to say that an improvement has taken place lately. Country merchants are at the present time asking a good many renewals from wholesalers, and as affairs now are these have to be granted, the wholesalers again looking to the banks to back them. Conditions do not favor any immediate improvement in financial circles, and it is perhaps not going beyond the range of probabilities to say that in monetary matters future trouble is yet before the trade.

In reference to the markets on the other side, English mail advices say: "The pig iron market at Glasgow has been strong and active, 6,400 tons were last week taken out of Connal's Stores, where stocks are rapidly decreasing, the total held being 938,000 tons, comparing with 1,031,000 tons at the same

date in the year previous. The continuance of this movement is largely due to makers' iron being dearer than warrants, so that consumers buy the latter in preference. The prospects of the trade appear to justify the ironmasters in their demands for higher prices, and the general opinion is in favour of a continuance of the expansion in business for some time to come. Merchants report a steady demand, and prices remain exceedingly firm in consequence of makers being so well supplied with orders. The selling rates in Scotland indeed are higher than in the Cleveland district. At Middlesbrough there was a good deal of enquiry for forward delivery, but sellers were shy. There is no change in the number of furnaces in blast, and looking at the difficulty which ironmasters are experiencing in obtaining coal, coke, and limestone, it does not seem probable that more will be blown in at present. This, coupled with the rise which is still going on in these materials, is one of the main reasons why in some quarters it is thought the value of pig iron will advance very materially before long. Shipments continue to show some diminution, in consequence of Scotch iron being relatively cheaper than Cleveland for use in the Glasgow foundries, and have fallen off to about one-third of their usual amount. There is no change to report in the manufactured iron and steel trades, which are in a thoroughly healthy condition. The outlook is very promising. In Staffordshire the prospects for the current year are most encouraging. The West Coast hematite iron market has been remarkably strong, and there has been a good deal of speculation in warrants. Shipments continue good, which, coupled with the large demand for manufactured steel, appears likely to further strengthen the market and send prices still higher.

GALVANIZED IRON

Galvanized sheet iron makers have put up prices about £1 per ton, and there is not now any good marketable iron to be had in 28 gauge under 6c per lb. in case lots; at 6¼c. in less quantities. In Cordon Crown brand prices are advanced ¼c all round this week.

TIN AND TIN PLATES.

Ingot tin has eased off slightly during the past week, and we reduce quotations 1c per lb. all round. London has been easier, the cable quotation being £94 5s. spot, and £94 15s. for futures, with business in block tin restricted. The production is said to be maintained on previous liberal scale. The attempt at a cash squeeze this month seems to have been abandoned, owing to want of cohesion among holders.

Tin plates have experienced a further advance, and holders are firm at \$5.25 for I. C., and \$6.25 for I. X. for good ordinary brands. There is some agitation as to the advisability of advancing crosses to \$1.25 over and above the price of I. C., instead of \$1, in consequence of a proportionate advance taking place among manufacturers. The quarterly meeting of makers took place in London, yesterday. Makers are very firm at the present time, and sellers are not anxious to book orders even at the prices ruling.

CANADA PLATES.

These are now held firm at \$3.25, but as they are not seasonable at the moment, little attention is directed to them. The impression prevails, however, that consumers will have to pay \$4 this coming fall for them.

ANTIMONY.

This article, which has been steadily rising for some time past, is again quoted higher this week. A cable from London places

it at £83 there, which means 20c. laid down here, varying figures 22c. Cookson's is quoted at 21c. and other makes at 22c.

LEAD.

In pig lead there has been a slightly easier feeling this week, but not sufficient to have any marked effect upon small lots. As a matter of fact there is very little demand, and prices are rather undecided. Soft Spanish is quoted in London at £14 5s.

ZINC AND SPELTER.

Sheet and block zinc are still at figures that deter importers from entering into contracts. The market is therefore very bare, and comparatively high prices prevail. Spelter is featureless. Ordinary Silesian is called from London at £24 10d, an advance of 5d on the week.

WIRE.

Iron wire is a little inactive at the moment in consequence of the recent advance. When the retail trade, however, recognize existing figures to be an established fact, orders are likely to come in more freely. Judging from the present price of rods it is maintained that the advance in wire is not in any way in proportion to the cost of the raw material, therefore it may not be among the improbabilities that instead of 10 per cent. advance on list the figures will be 20 per cent.

COPPER.

In this metal there is comparatively nothing doing, and values remain as quoted. The London market has shown a slight decline, merchant bars being quoted at £50 10s. spot and £51 futures. Stocks decreased last month about 9,000 tons, the greater portion of which represents sales by bankers holding the late syndicate's stock. It is calculated that French financiers have sold during the past nine months 69,000 tons.

PAINTS AND COLORS.

The market has remained unchanged this week. Business is very dull, and reports from the country are not at all encouraging. In paints travelers might just as well be in the city, as far as the business doing is concerned. Few enquiries are coming in, and these only for small lots. Linseed oil is dull and featureless locally. A letter report from Liverpool says: "In linseed oil the market last year fluctuated between 18s. 3d. and 22s. 3d per cwt., and it has for some weeks back been steady at a point about half way between. The imports of linseed during 1889, together with the shipments now on the way, show a decrease of over 12 per cent. compared with 1888, and as there has been scarcely any demand for cake during this singularly mild winter so far, there has been less crushing than usual. A good sharp spell of cold weather would bring more linseed oil on the market and possibly ease prices; without that we don't expect much approach to last year's lowest point." There has been of late so little demand for white-lead that nothing has occurred to change prices. The whitelead is just £3 per ton up in England in the twelve months, and some of the best brands are entirely sold up to June. Turpentine has been featureless, and in no greater request.

NEW YORK MARKETS.

NEW YORK, Jan. 16.

There have been no striking developments in the market for iron or steel productions the past few days. Consumers appear to have under contract sufficient supply of crude materials to tide over their wants for

MARKETS—Continued

some time ahead, their contracts involving deliveries running from sixty days to six months. Buyers of finished and partly finished productions are also favorably situated in this particular. Current demands are therefore moderate, as a rule, and being comfortably well off as regards orders booked, furnace and mill men are nowise anxious. On some of the minor commodities, such as railroad spikes, fish-plate, etc., there is a certain degree of irregularity, but taking the market as a whole, values have firm support. Pig iron is particularly firm. The only concession, in fact, is on Bessemer, more or less extensive amounts of which were purchased last month for speculative account by persons hoping for a quick January turn which thus far does not appear easy to work. Steel billets, slabs, rods, etc., while not bringing the "fancy" prices reached during the December excitement, are selling at figures on a line with the best at which extensive contracts were at any time made, and manufacturers are holding prices for rails very firmly, although orders are not very numerous at the present time. The reports from the centres of manufacture, report a firm tone to the market for bar, sheet and other finished iron but merely a routine sort of business.

Prices for foundry iron at tidewater do not vary much from about \$20 for No. 1 X, and \$19 for No. 2 X. Forge iron is bringing about \$18 at Eastern furnace, and on Bessemer the range is \$23 to 24 at furnace, according to the location of works. In old material there is not enough doing to determine market values; about \$28 to \$29 is quoted for old rails and \$24 to \$25 for wrought scrap. Steel rails do not appear to be obtainable at less than \$35 at Eastern mills, and corresponding prices prevail in the West. Billets and slabs are valued at about \$36 to \$37 at the works, and wire rods at about \$52, while foreign rods cost about \$56 to \$57 to import. Spiegeleisen is nominally \$37 to \$38 for 20 per cent. Of 80 per cent ferro manganese, about 200 tons have been sold at not far from \$75, but importers are now quoting \$97 to \$98 as close prices.

TIN.

Pig tin has steadily declined under the influence of continued depression in the London market, where, to all accounts, prospective heavy arrivals have caused realizations and prompted more aggressive work on the part of the "bear" interest. In the local market fully 300 tons have been turned during the past three days, including spot at \$20.50, January at \$20.60 to \$20.50, February at \$20.45, March at \$20.60 to \$20.45, April at \$20.50, and April, with sellers' right to double, at \$20.25. Spot stock was quoted Tuesday at about \$20.50 in ten-ton lots, and 20½ to 20¾c. in jobbing quantities.

COPPER.

Of Lake Superior ingot copper about 150,000 pounds have been sold at 14½c. for prompt and near future delivery. This is understood to be a strictly inside price, and a lower one than the mining companies will let any considerable amount of copper go at. As a rule 14¾c upward is quoted. Arizona ingot is firm at 13½ to 13¾c, and for casting brands 13c seems to be the inside price.

LEAD.

Pig lead has remained practically stationary in value, with \$3.90 representing sellers' figures and \$3.85 the general bid. There has been little doing in the metal and the demand at present is moderate.

SPELTER.

Spelter is rather slow at the moment, but prices are held quite steady, with \$5.35 the general rate for ordinary brands of Western common.

TIN PLATE.

Tin plate is very firmly held at last week's prices, but has been rather slow. Advices from the English market report more business there at firm prices.

MONTREAL

MONTREAL MARKETS.

JANUARY 16, 1890.

The business of the past week in every branch of the hardware trade has been exceedingly dull. Nothing moving at all. The advance in pig iron warrants in Glasgow, during the past week has been well sustained, and with warrants up to 66s., which is the highest price for a long period of years, and holders have manifested a much stronger temper. A round lot of Summerlee iron was sold at \$27 to \$28, and that figure is now considered the lowest. Other brands have been dealt in to a fair extent. Gartsherrie has sold at \$26.50, and Eglinton at \$24.50. The market for finished iron has had a firm tone with a fair business at former prices. Foreign bars are at \$2.75, and Canadian at \$2.50. Tinplates \$4.25 to \$4.50 for cokes, and \$4.75 for charcoals. The metal markets have been firm. Copper, 14½ for round amounts. Tin 24 to 25c. Zinc \$6.50 for sheet, and spelter 6¼c.

NAILS.

There is no change to note in the nail market from last week. Higher prices are still looked for, and makers have been refusing orders for the past two weeks in view of the strong feeling on raw material. In fact it looks as if higher prices will rule in the near future. Horse nails have advanced. That is the discount has been reduced. Horseshoes have remained firm at \$3.65 for round, and \$3.75 for mall lots.

CUT NAILS.

10 dy @ 60 dy, hot cut, per keg	....	\$2 65
8 dy @ 9 dy, " " "	....	2 90
6 dy @ 7 dy, " " "	....	3 15
4 dy @ 5 dy, " Am. pat	....	5 40
3 dy hot cut, per keg, " "	....	4 15
3 dy fine hot cut, per keg, Am. pat.	....	2 65
4 dy @ 5 dy, cold cut, per keg	.....	3 15
3 dy, cold cut, per keg	.....	3 65
2 dy, fine hot cut, Am. pat.	.....	5 85

STEEL CUT NAILS.

10 dy @ 60 dy, per keg	.....	\$2 75
8 dy @ 9 dy, " " "	.....	3 00
6 dy @ 7 dy, " " "	.....	3 25
4 dy @ 5 dy, " " "	.....	3 50
3 dy, per keg	.....	4 25
3 dy, fine, per keg	.....	5 75

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 65
4 dy @ 5 dy, per keg	.....	3 90
6 dy @ 7 dy, " " "	.....	3 65
8 dy @ 9 dy, " " "	.....	3 40
10 dy @ 30 dy, " " "	.....	3 15
Cut spikes, " " "	.....	2 90

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	.....	\$5 05
1 " " "	.....	4 65
1 ½ " " "	.....	4 35

Finishing nails 75c. per keg over same size hot cut, viz., from \$6.60 for inch to \$2.65 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.60 for 1-inch to \$3.40 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$7.10 for 1-inch to \$3.90 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand 50 per cent. discount, for small lots. Large lots 50 and 10 four months, with 5 per cent off for cash in 30 days.

CEMENT AND FIRE BRICK.

Prices remain unchanged with trade very quiet. Cement still rules firm at \$2.70 to \$2.90. Firebricks are still in fair demand and firm at \$25 to \$30 per 1,000.

GLASS.

The looked for advance spoken of in our last has not been noted as yet. First break \$1.60, second break \$1.70, third break \$2.00.

PAINTS AND COLORS.

The advance of pig lead noted in our last issue has been sustained, and has resulted in the stiffening of all lead products, such as orange mineral, red lead and ground litharge. Prices remain unchanged; ground white lead, Association guaranteed, is held at 6¼c to 6½c. No. 1, and No. 2 grades unchanged.

The prices of Linseed oil have dropped and are now quoted at 62c for raw; 65c for boiled. Montreal stocks are very light, and in all probability there will be an advance of 2 to 3c on these figures before May next.

Turpentine has again become easy and prices have dropped. It is now quoted at 67 to 68c.

MONTREAL NOTES.

HARDWARE received a very handsome calendar from Walter H. Cottingham, of 56 St. Peter street, manufacturer and importer of white lead, paints, window glass and aniline dyes.

"The Dominion Cordage Company" is the name of a new company which is being organized by Mr. Auguste Girard, jr. A number of city business men have taken to the scheme and have promised it their support, as they think there is an opening for such an industry.

Notice was given at the Tutelle Office last week that the Alpha Iron Works of Montreal have received letters patent from Ottawa incorporating Alfred Thibaudeau, Leon A. Globensky, Achille Belleau and J. Baby Casgrain, as members of that firm for the purpose of manufacturing all kinds of iron supplies, the capital being \$50,000.

Unlike daily papers and general periodicals, this paper places advertisements before the eyes of just that portion of the industries most calculated to avail themselves of the announcements therein, and, therefore, is of more value to the Trade than any paper published in this or other worlds. Manufacturers please take note of this, and then act accordingly.

The Montreal Sign Works is the name of a new company formed, for the manufacture of high class glass signs, with Norman W. McLaren as manager. This class of work has an immense sale on the other side, but

has never been manufactured to any extent in Canada, but to judge from the number of orders this company are now filling, its success is guaranteed. Mr. McLaren, who has had considerable experience in this line of business, is also the Canadian agent for the New York Enamel Letter Co.

The co-partnership heretofore existing between Thos. Workman, Henry Archibald, Edward Murphy, and George W. Eadie, under the name of Frothingham & Workman, iron, steel and hardware merchants, has been dissolved owing to the death of Mr. Workman. A new partnership has been formed by the remaining members of the old firm, to which has been added the names of Edward Archibald and Real Augers, gentlemen who have been with the old firm for a number of years, and are well and favorably known to the trade at large. The name of the firm remains unchanged.

A few days since it was announced here that W. Ellis & Co., general storekeepers, of Smith's Falls and Carleton Place, Ont., had disappeared, and, as a result, there was much grief among certain Montreal houses, who were let in very heavily. "Ellis & Co." arrived in Canada between eighteen months and two years ago, and opened up general stores at Smith's Falls and Carleton Place. They bought largely of almost every kind of merchandise, paid cash for everything they bought, and soon earned an enviable reputation as honest traders. Their manner of doing business was to employ pedlars, a large number of whom canvassed the adjacent country in their interest with satisfactory results. Last fall Ellis & Co., pleading bad times and slow payments, secured a large line of credit from leading houses in this city, probably reaching \$25,000. The variety of the articles purchased was peculiar. Everything purchasable was purchased—boots, shoes, clothing, dry-goods, and even lumber, everything was grist to their mill. Immediately upon receiving these goods the firm began to sacrifice them for anything they would bring, selling the merchandise at ridiculously low rates. The

result was that they did a good business, but, as always happens in such cases, Nemesis was on the heels of the wrongdoers. The Montreal merchants were told by a little bird that something was wrong, and accordingly began to smell a mouse. Before they could do anything, however, the news came down that Ellis & Co., had crossed the border. Some of the wholesale houses employed Detective Kellert to follow up the case, and he proceeded west. His investigations showed that the firm had been carrying on a well-organized plan of swindling, and, also, that it was not the first time that they had done it. Some two or three years ago J. Ellis, Isaac Ellis and Samuel Ellis opened a store in Philadelphia, obtained good credit, much the same way as in Canada, played the same trick there as here, and, as now, crossed the lines for safety. Warrants were issued for the arrest of the defaulters, but they were beyond its reach, and all Detective Kellert could do was to recover what property he could. This he did. Nearly \$12,000 worth of goods was placed in safe keeping and restored to its original owners. Among the Montreal victimized are Messrs. Leggatt & Co., Messrs. Burnett & Co., Messrs. Gillespie, Roach & Co., Messrs. Friedman Brothers, Messrs. M. Vineberg & Co., and others.

A meeting of the creditors of S. T. Whitwell, harness-maker, of Dresden, was held at St. Thomas, on Friday, when the appointment of Mr. G. K. Crocker, of that city, as assignee, was confirmed, and Messrs. Hallam and McLean of Toronto, were chosen as inspectors. The liabilities will approximate \$2,000, the assets being about \$600 or \$700. The estate will be wound up at once.

Notice appears in the Canadian Gazette that application will be made in this session of Parliament for the incorporation of the Concord Buggy Company, Ormstown, Quebec. The capital of the company is \$10,000. The company's business is to include not only a factory in which all kinds of carriages will be made, but a saw mill and planing mill for the production of their own carriage woodenware.

CUSTOMS DECISIONS.

The following decisions were rendered by the board of customs during November and December.

Aluminum bronze, 30 per cent.
Asparagus plants, 20 per cent.
Basswood, over 1-16 inch thick, 20 per cent.
"Book Buyer, The," 6 cents per pound and 20 per cent.
Castile soap in cakes, 2 cents per pound.
Corncob pipes, 25 per cent.
Frank Siddal's laundry soap, 1½ cents per pound.
Frillings and flouncings, 35 per cent.
Glaziers' diamonds set in brass, steel or iron, 30 per cent.
Jellyine, when not sweetened, 2 cents per pound.
Labels, all silk, letters woven or printed, 30 per cent.
Labels, all cotton, letters woven, 25 per cent.
Labels, all cotton, letters printed, 32½ per cent.
Plate glass, bent, value to include cost of bending, 20 per cent.
Sanitary and ingrain wall paper, 35 per cent.
Snow-shovels made of wood, 25 per cent.

The annual meeting of the Paris board of trade was held on Tuesday night, when the office bearers were appointed for the ensuing year:

President—R. C. Jennings, re-elected.

Vice-president—A. H. Baird.

Secretary-treasurer—P. H. Cox, re-elected.

Council—H. Stroud, R. Montgomery, T. O'Neil, T. G. Watson, G. L. Scott, M. Ryan, John McMillan, G. P. Buchanan, jr., G. Wyckson and J. H. Fisher.

Auditors—T. C. Munn and James Hoey.

The secretary-treasurer's report showed the finances of the board to be in a flourishing condition. The enthusiasm of the meeting showed well for a successful year.

R. W. Spence, machinist in the M. C. R. shops, St. Thomas, whose parents reside at Harrietsville, had his left foot severely crushed on Tuesday morning by having it caught between a coupling pin and deadwood, while he was climbing between some cars which were being shunted.

Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J.T. HUBER & Co, Berlin, Ont.

DUNCAN S. MACINTYRE, HARDWARE AND METAL BROKER.
RAILWAY & CONTRACTORS' SUPPLIES.

Agent for Portable Car Scale Company
and Smith's Rail Saw.

154 St. James Street, Montreal.

Lowest Quotations Railway Spikes, Scrapers, Barrows, Ploughs, Spades and Shovels, Waste, Hammers, Drills, Steel, Picks, Crowbars, etc.



The above Brand of Lead
Requires no Association Guarantee.
It is the STANDARD of the Dominion for
Purity, Fineness and Whiteness.
WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

Williamson & Lambe STORAGE.

54 & 56
Wellington St. E.,
TORONTO.

RUBBER STAMPS

ALL KINDS OF
Rubber and Metal Stamps
AT LOWEST PRICES. Write for Prices
The Hardware
Publishing Co.,
6 Wellington St. W., Toronto.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb.... 24, 25c
Straits 100 lb ingots..... " 24, 25
Strip " 26, 27

Tin Plates—Charcoal Plates, Bright.

Bradley Grade— Per box.
I.C., usual sizes \$6 00 \$6 25
I.X., " 7 25 7 50
I.X.X., " 8 50 8 75
Raven & Ynis Grade—
I.C., usual sizes 5 25 5 50
I.X., " 6 25 6 50
I.X.X., " 7 25 7 50
D.X.X., " 8 25 8 50
D.C., 12½ x 17 4 75
D.X., usual sizes 5 75
D.X.X., " 6 50 6 65

Coke Plates—Bright.

Bessemer Steel—
I.C., usual sizes 4 50 4 55
I.C., special sizes 4 65 4 75
B.V. Grade, I.C., usual
sizes 4 50 4 65

Charcoal Plates—Terne.

Dean or J.G. Grade—
I.C. 20 x 28, 112 sheets .. 8 50 8 75

Charcoal Tin Boiler Plates.

Bradley Grade— Per lb.
I.X.X., 14x56, 50 sheet bxs }
" 14x60, " } 6½c, 7c
" 14x65, " }

Iron and Steel.

Common Iron, per 100 lb \$2 50
Refined " " 2 75 2 85
Horse Shoe " " 2 75 2 85
Band " " 2 85 3 00
Hoop " " 2 85 3 00
Swedish " " 4 00 4 50
Nova Scotia Bar iron..... 3 00
Sleigh Shoe Steel 2 50
Machinery, Tire Steel 3 25
Best Cast Steel, per lb..... 0 13 0 14
Russian Sheet " 0 11 0 12
Tank Plates 2 25 2 50
Boiler Rivets..... 4 50 5 00

Boiler Tubes.

2-inch 12½c
3-inch 17½

Boiler Plate, ½ inch \$3 50
" 5-16 " 3 35
" ¾ " 3 25
Sheet Iron, 1 to 20 gauge..... 3 25
" 22 to 24 " 3 50
" 24 to 26 " 3 50
Canada Plates, Blania 3 25
" Boars Head 3 50
" Maple Leaf 3 25
All Bright..... 3 50
Galvanized Iron, Queen's Head—
16 to 24 gauge, per lb 5, 5½c
26 gauge, " 5½, 6½
28 " 5½, 6½
Galvanized Iron, Gordon Crown—
16 to 24 gauge, per lb 5½, 5½c
26 gauge, " 5½, 6
28 " 6, 6½

Note—Cheaper grades about ½ cent
per lb less.

Chain.

Proof Coil, ½ inch, per lb..... 4½c
" 7-16 inch 4½
Trace, per doz. pairs \$3 60 5 90
German coil, per 100 ft 1 65 2 70
Jack chain, iron, single, per
doz yards 0 13 0 50
Jack chain, double, per doz
yards 0 15
Jack chain, brass, single, per
doz yards 0 20 1 10

Copper—Ingot.

Lake Superior, per lb 0 15½ 0 16
Baltimore " 0 15 0 16
English B.S. " 0 15½ 0 16

Bolt or Bar.

Cut lengths, round, ½ to ¾ in. \$0 28 \$0 31
" round & square
1 to 2 in 0 26 0 28
Note—Complete, lengths about fifteen
feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,
16 oz, 14x48 and 14x60 \$0 19 0 20
Untinned, 14 oz, and light,
16 oz, irregular sizes 0 20 0 21
Note—Extra for tinning, 2½ cents per
pound, and tinning and half planishing
5 cents per pound.
Planished and tinned, 14 x
48 and 14x60 0 30 0 32

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb... 0 20 0 24
" 35 to 45 " 0 19 0 20
" 50 lb and above per lb 0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned, per ss..... 0 26
Spun " 0 30

Wire.

Pure, in coils—
From 1 to 20 gauge..... 0 25 0 26
From 20 gauge, up 0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge. 0 21 0 25
" 27 to 30 " 0 23 0 29
" 30 and up..... 0 26 0 29
Sheets, hand-rolled 2x4 ft... 0 22 0 24

Zinc Spelter.

Foreign, per lb..... 0 06 0 06½
Domestic " 0 05½ 0 05½

Zinc Sheet.

5 cwt casks..... 0 06½ 0 06½
Part casks 0 06½ 0 07

Lead.

Imported Pig, per lb..... 0 04 0 04½
Domestic " 0 04 0 04½
Bar, 1 pound 0 05 0 05½
Sheets, 2½ lbs, per square ft,
by roll 5 00 5 25
Sheets, 3 to 6 lbs, per sq ft,
by roll 4 75 5 00

Note—Cut sheets half cent per lb ex-
tra. Pipe, by the roll, usual weights
per yard, lists at 7c per lb and 27½ p.c.
discount.

Note—Cut lengths, net price; ton lots
27½ and 5 p.c. dis.; waste pipe, in 7 ft
lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb 0 20 0 22
Note—Prices of this graded according
to quantity. The prices of other qual-
ities of solder in the market indicated
by private brands vary according to
composition.

Antimony.

Cookson's, per lb..... \$0 21½ \$0 22
Other makes " 0 20 0 21

Pure White Lead, ground in oil.

Associat'n guarantee, per lb. \$6 06½
No. 1 Do..... " 0 05½
No. 2 Do..... " 0 04½
No. 3 Do..... " 0 04½

Prepared Paints.

(In ½, 1 and 1 gallon tins.)

Pure, per gallon \$1 20
2nd qualities " 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb..... 0 05
Chrome Yellow " 0 09
Golden Ochre 0 06
French " 0 05
Marine Black 0 09
" Green 0 09
Chrome " 0 08
French Imperial Green 0 14

Colors, Dry.

Yellow Ochre (J.C.) in bbls, per lb 0 01½
" (J.F.L.S.) " 0 01½
Venetian Red (R.C.2) " 0 01½
" (1343) " 0 02
English Oxides " 0 03½
American " 0 02½
Paris Green, per lb..... 0 19
Burnt Sienna " 0 08½
Burnt Umber " 0 06
Drop Black " 0 12
Chrome Yellows " 0 12
" Greens " 0 12
Golden Ochre 0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal 0 70
Brown Japan " 0 70
No. 1 Carriage " 1 50
Gold Size Japan " 1 40
Pure Orange Shellac " 2 20
Hard Oil Finish " 1 50

Linseed Oil (in bbls).

Raw, per gal \$0 65 0 66
Boiled " 0 67 0 68

Turpentine (in bbls).

Selected Packages, per gal.... 0 67 0 68

Toronto Lead and Color Co.'s Paints.

Pure Pr'd Paints, ½, 1 gal tins, p.c. al, 1 10
Elastic " 0 90
Metallic paints, for barns, in bbls " 0 75
Carriage qts, 60c; nts, 45c
" Top Dressing... 60c; " 45c

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	0 05½
" No. 2	0 04½
" No. 3	0 04½

A. G. Peuchen & Co.'s Prices.

Paint Oil, boiled	0 35
Peuchen's Pure English Paint in 1, 4 and 1 gals.	per gal 1 12½
Peuchen's Prepared Paint	1 00
2nd Quality Mixed Paint	0 75
Carriage Colors, quarts	0 55
Pure Lead, a guarantee	0 06½
Best White Lead	0 05½
No. 1 Lead	0 04½
No. 2 Lead	0 04½
Yellow Ochre	0 01
Golden Ochre, French	0 02
Extra Golden	0 03
Paris Green, pure	0 18
One pound package, pure	0 20
Cockson's Venetian Red	1 50
Best Vermillion	0 15
2nd Quality Vermillion	0 10
3rd	0 07
No. 1 Furniture Varnish	0 65
Brown Japan	0 65
No. 1 Carriage	1 25
Elastic Oak	1 25
Orange Shellac	2 00
White Shellac	2 25

Acme Paints.

Neal's Carriage, discount 40 p. c.		
English Oxide, by the barrel	0 02	
American Oxide	0 01½	
No. 1 Venetian Red	1 25	
Acme Decorative, discount 40 p. c.		
Granite Floor, in tins, 90c, 47½c	0 25	
Acme Interior Fresco, tins	1 25	
Acme Sash, discount, 40 p. c.		
" Wagon and Imperial, dis 40 p. c.		
Prepared House	\$0 90	\$1 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots	0 50	
Acme Empire White Lead, per 100 lbs		5 50
Acme Perfection Wood Filler, per 100 lbs		0 80
Liquid Fish Glue, per doz.		1 25
Acme Carriage Top Dressing, \$1 75	per doz	4 00 8 00

IIARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, discount 45 per cent.	
Rim Fire Military, net list.	
Central Fire Pistol & Rifle, dis 18 p.c.	
Central Fire, Military and Sporting, net list.	B.B.Caps, discount 45 p.c.
Wads, per 1,000	\$0 60 \$1 60
Eley's	

Anvils.

Per lb.	0 07½ 0 12½
Anvil and Vice combined each.	4 50

Augers.

Gilmour's, discount 50, 50, 10	
Hollow Stearn's per doz.	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughn's, each	1 35 1 60
Excelsiors, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	0 65 1 59
Pegging, "	0 65 1 25
Brad, "	0 85 1 60
" handled	3 60 7 30
Saddlers', "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	7 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p.c.	

Bells—Hand.

Light Brass Nos. 3 to 10.	Per doz. 1 80 14 50
" Nos. 2 to 10.	1 00 9 00

Door.	
Gongs, Sargant's	5 50 8 00
" Peterboro	4 60 13 50

Cow.

American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 p.c.	

Farm.

American, each	2 00 5 00
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House.

American, per lb.	0 35 0 40
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Bel lows.

Hand, per doz	3 35 4 75
Moulders'	7 50 10 00
Blacksmiths' discount 35, 40 per cent.	

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 per cent.	

Bench Stops.

Per doz	5 00 6 00
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Bits—Auger.

Gilmour's dis 55 to 60 p.c.	
Excelsior—Jennings, discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jennings' Gen, net list.	

Car.

Gilmour's, 47½ 50 per cent.	
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Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb.	0 11 0 15
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Bolts.

Carriage, dis, 60 to 60 and 5 per cent.	
Tire, dis, 50 to 50 and 10 per cent.	
Stove, dis, 40 to 45 p.c.	
Elevator, dis, 35 to 40 p.c.	
Machine, dis, 60 to 60 and 5 p. 5.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis, 65, 70 per cent.	
Vegetable, per doz	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	5 00 40 23
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Butts—Brass.

Wrought Brass dis. 60, 62½ and 10 per cent.	
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Cast Iron.

Loose Pin, dis, 60, 60 & 10pc.	
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Wrought Steele.

Fast Joint, dis, 60, 60 & 10pc.	
Loose Pins, " 60, 60 & 10pc.	
Berlin Bronzed, dis, 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.

Horse, per doz	0 70 0 95
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Carpet Stretchers.

American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz	22 50
World	21 75
Daisy	24 00
Star	18 00

Crown Jewel, per doz	29 00
Grand Rapids, "	32 40

Cartridges—See Amunition.**Castors.**

Bed, new list, dis. 50pc.	
Plate " dis. 50pc.	

Cattle Leaders.

No 31 and 32, per gross	8 50 11 25
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Cement.

Portland, car load lots	3 2
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.

White, lump, per lb.	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz.	0 85 4 00

Churns.

Amer., dis. 50 p.c.	
Judd's, dis. 20 p.c.	
Stearns, per doz	3 00 10 00

Clamps.

Axle, dis. 65 p.c.	
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Clips.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
No. 2	2 70

Coffee Mills.

American, discount 65 p.c.	
Canadian, discount 25 p.c.	

Compasses, Dividers, etc.

Torrey's Rod, per doz	2 00
Coil, per doz.	0 88 1 60
English,	2 00 4 00

Door Springs.

American, dis. 70, 70 & 5 p.c.	
Canadian, dis 25 to 35 p.c.	

Drills and Drill Stock—Brest.

Millar Falls, per doz.	16 00 51 50
P. S. & W., dis. 40 per cent	

Twist.

Morse, dis. 30, 33½ per cent.	
Standard, dis. 40, 45 p.c.	

Elbows—Stove Pipe.

Dis. 17½, 22½ p.c.	
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Fawcets.

Cork Lined, per doz.	0 30 0 60
Wine, per doz.	1 30 2 25
Star,	2 80 3 90
Fenns Corkstops, No 2 p.doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5, 50 & 10	
Barton Smith, dis 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis., Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25pc.	
Horse Rasps, Kearney & Foote's dis Am list, 50 pc.	
Horse Rasps, Heller's dis. Am. list, 45, 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33½ p.c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc., dis. 40 per cent.	
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Freezers, Ice Cream.

Peerless, discount 45 p.c.	
Gem, dis, 50, 50 & 10 p.c.	

Washers and Wringers.

Standard M'f'g Co.'s Goods.	
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Standard Wringers

per doz	\$51 00
Dowswell Washers	57 00
Victor Churns, No. 1.	57 00
" "	2. 63 00
" "	3. 80 00

Fruit Presses.	
Henis' per doz	4 00
Enterprise, discount 10p.c.	

Fry Pans.

Acme, discount 50, p.c.	
Gauges—Marking, Mortise, etc.	
Stanley's, dis. 50, 55 p.c.	

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 40
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Glass.

4th quality Star, 1st break	1 55
" 2nd "	1 65
" 3rd "	3 70
" 4th "	4 00
" 5th "	4 30

Window Glass.

Pilkington's ordinary.	
1st break	\$3 38
2nd "	3 60
3rd "	4 23
4th "	4 59
5th "	4 95
6th "	5 50
7th "	6 10

Picture Glass.

Pilkington's ordinary.	
1st break	4 00
2nd "	4 29
3rd "	4 95
4th "	5 50
5th "	5 90
6th "	6 38
7th "	7 15

Glue.

American, per lb	0 09½ 0 10½
Canadian	0 09 0 10
French Medal	0 13½ 0 15
White	0 16 0 20

Glue Pots.

Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list, Can. discount, 25 to 27½ p.c.	
Magnetic, per doz	1 10 1 50

Sledge.

Canadian, per lb.	0 12½ 0 15
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Ball Pean.

English and Can., per lb.	0 25 0 37½
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Handles.

Axe per doz	1 00 3 50
Store door "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 30 p.c.	
C. & B., discount 30 p.c.	

Saw.

American, per doz	1 00 1 25
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Plane.

Hooks—Cast Iron.		Picture Nails.		Scale Beams		Cigar Box Nails, dis. 35 p.c.	
Bird Cage, per doz	0 50 1 10	Porcelain Head, p. gross	1 65 3 00	Canadian, B. S. & M. dis. 40 per cent.		Shoe Finders' Tacks & Nails, dis. 25 p.c.	
Clothes Line, " "	0 27 0 63	Brass Head, " "	40 1 00	Scrapers.		Tape Lines.	
Harness, " "	0 72 0 88	Planes.		Box, per doz	2 10 4 50	English, per doz	\$2 75 \$9 50
Hat an Coat, per gross	1 00 3 00	Wood, bench, Canadian, or American	dis. 50.	Foot, " "	40 3 50	Chesterman's, each	0 90 2 85
Chandelier, per doz	0 50 1 13	Wood, fancy Canadian, or American	dis. 35, 37½ per cent.	Screens.		steel, each.	0 80 8 00
Wrought Iron.		Bailey's (Stan R. & L. Co.) dis. 35, 37½	per cent.	Window, patent, per doz	6 00 7 50	Thermometers.	
Wrought Hooks and Staples, Can,	dis. 17½, 20 p.c.	Miscellaneous, dis. 15 per cent.		Screw Drivers.		Tin case & dairy, dis. 75 p.c.	
Wrought Hooks and Staples, Amer	dis. 75 to 75 and 5 per cent.	Bailey's Victor, dis. 15 per cent.		Sargent's, per doz	65 4 00	Ties.	
Wire.		Plane Irons.		Screws.		Cow, per doz	1 25 2
Hat and Coat, dis. 35, 40 p.c.		English, per doz	2 00 5 00	Wood, flat head iron, dis. 47½ per cent.		Tinner's Shears and Snips.	
Belt, per 1,000.	0 60 2 70	Pliers and Nippers.		Wood, round head iron, dis. 42½ per cent.		P.S. & W., 10 p.c. advance on American	
Screw, bright, Eng., dis. 40, 5, 45 per cent.		Button's Genuine, per doz. prs. dis	37½, 40 p.c.	Wood, flat and round head, brass, dis. 25 p.c.		List.	
Horse Nails.		Button's Imitation, per doz.	7 40 10 25	Bench, wood, per doz	3 25 4 00	Tinware.	
Canadian, dis. 50, 50 and 10.		German, per doz	60 2 60	Bench iron per doz	4 25 5 75	Stamped, dis. Assn list, 70, and 12½ per cent.	
Ice Picks.		Plumbs and Levels.		Scythes.		Japanned, dis. 35, 50 p.c.	
Star, per doz	3 00 3 25	R. S. & L. Co., dis. 65 p.c.		Discount 40 per cent.		Pieced, dis. 40, 50 p.c.	
Kettles.		Poppers.		Canadian, dis. 35, 37½ p.c.		Transom Lifters.	
Brass spun, per lb	0 28 0 30	Corn, square, per doz	1 35 2 00	Scythe Snaths,		Payson's, dis. 25 per cent.	
Copper, " "	0 40 0 45	Pruning Shears.		Shears.		Traps.	
Enamelled Can. 50 p.c.		Per doz	4 00 5 50	B. & W., japanned, dis. 75 per cent.		Game, Newhouse, dis. 17½, 20 per cent.	
American, 50 and 10, 60 and 5 per cent		Pulleys.		B. & W. N. P., dis. 65 p.c.		Game, H. & N., or P.S. & W., discount 57½ to 62½ p.c.	
Keys.		Hothouse, per doz	55 1 00	Seymour's dis. 60 p.c.		Mouse, per doz	0 35 1 50
Lock, Can, dis. 50 p.c.		Axle	22 33	Etna, dis. 75 @ to 75 and 10 per cent.		Rat	2 00 4 50
Cabinet, Trunk, and Pad-lock, Am. per gross	1 60 4 75	Screw	27 1 00	Sheaves.		Trowels.	
Knobs.		Awning	35 2 50	Sliding Door, per set	77 1 40	Disston's, discount 10 p.c.	
Door, japanned, and N.P., Can. list	dis. 50 p.c.	Pumps.		Shot.		German, per doz	4 75 9 00
Bronz, Berlin, per doz	2 75 3 25	Rumsey, Cistern & Pitcher Spout, 55, 60 per c.		Canadian, dis. 10 per c.		Brade's	7 00 10 50
Bronz, Gem, " "	6 00 9 00	Punches,		Shovels and Spades.		S. & D., discount 35 p.c.	
Lava, " "	8 75 10 00	Saddler's, per doz	1 00 1 85	Canadian, dis. 37½ p.c.		Triers.	
Shutter, porcelain, F. & L. screw, per gross	\$1 30 4 00	Conductors, " "	9 00 15 00	Sieves.		Butter, per doz	6 25 9 00
Ladies.		Tinner's solid, per set	72	Wood Rim, black, p. doz	1 15 1 35	Trucks.	
Melting, per doz	1 70 4 50	" hollow, per inch	1 00	tinned, " "	1 35 1 60	Warehouse, each	2 25 6 50
Lemon Squeezers.		Putty.		Tin Rim, " "	2 30 2 45	Twines.	
Porcelain lined, per doz	2 20 5 60	Bladder, per 100 lbs	2 00 2 25	black, " "	1 80 2 25	Bag, per lb	0 12½ 0 20
Galvanized, " "	1 87 3 85	Tins, lbs	2 50 2 75	Snaps.		Wrapp'g, mott'd, pr. pack.	0 50 0 60
King, wood, " "	2 75 2 90	Rail.		Harness, German, p. gro.	2 00 5 50	cotton, per lb	0 20 0 22
glass, " "	4 00 4 50	Barn Door, per foot	3 3½	Acme, " "	3 00 5 00	Mattress, per lb	0 33 0 45
All glass, " "	1 20 1 30	Sliding Door, " "	3½ 3½	Lock, Andrew's	4 50 11 50	Staging	0 27 0 35
Lines.		Rakes.		Soldering Irons.		Broom	0 30 0 55
Fish, per gross	1 05 2 50	Cast Steel and Malleable, Canadian list dis. 40 per cent.		Per lb.	0 30 0 32	Binding, flax, per lb	
Chalk, " "	1 90 7 40	Razors.		Wrought Spikes.		" jute	
Locks—Door.		Boker's, per doz	7 50 11 00	Discount, 20 per cent.		Vises.	
Canadian, dis. per cent.	50	Wade & Butcher's	3 60 10 00	Spoke Shaves.		Hand, per doz	4 00 6 00
Russell & Erwin, per doz	2 90 7 50	Razor Stropps.		Wood, English	1 80 5 00	Bench, parallel, each	2 00 4 50
Cabinet.		Currier's, per doz	1 25 3 60	Iron, American	1 35 2 35	Coach, each	6 00 7 00
Eagle, dis. per cent	33½ 35	Rivets and Burrs.		Spoons and Forks.		Peter Wright's, per lb	0 12 0 13½
Padlock.		Copper Rivets, dis. 40 to 40 and 5 p.c.		T.S.P. Co., dis. 40 & 10 p.c.		Pipe, each	5 50 9 00
English and Am. per doz	50 6 00	Iron " 40, 40 and 10.		Hutton's, per doz	50 2 50	Saw, per doz	6 50 13 00
Scandinavian, " "	1 00 2 40	Burrs, Iron, 30, 33½ p.c.		Nevada, " "	60 2 50	Washer Cutters.	
Eagle, dis. per cent	15 1 17½	Rivet Sets.		D. & A., " "	1 70 4 50	Per doz	4 00 8 56
Mallets.		Canadian, dis. 30, 35 per c.		Basting, Amer'n, per doz	50 1 15	Well Wheels.	
Tinsmiths', per doz	1 25 1 50	Rope.		Tea and Table, tinned iron, per gross	70 3 00	Amer. per doz. 8, 10 & 12 in.	3 38 6 00
Carpt'rs' hickory	1 25 3 75	Sisal, per lb	12 12½	Squares.		Wire.	
Lignum Vita, " "	3 85 5 00	Manilla, " No. 1.	14½ 15	Iron, per doz	1 65 2 90	Market, bright and annealed, Nos. 1 to 16 10 to 15 p. cent. advance on list from stock.	
caulking, each	1 60 2 00	Cotton, " No. 2.	13½	Steel, dis. 75 p.c.		Market, coppered, galv., 10 to 15 p. c. advance.	
Mattocks.		Deep Sea, " "	15 16	Try and bevel, dis. 50, 55 per cent.		Market, tinned, per lb	0 04½ 0 08
Canadian, per doz	8 50 10 00	Rules.		Staples.		Galvanized Fence, 10 to 15 per ct. advance on list.	
Meat Cutter.		Boxwood, dis. 75 & 10 & 5 80 percent.		Fence, galvanized, per lb	5 5½	Tinned Broom, from 19 to 22 gauge, per lb	0 06 0 06½
Enterprise, dis. per cent	20 25	Ivory, dis. 40, 40 & 5 per cent.		Wrought Iron, dis. 75, 75 and 10 per cent.		Malin's Wire on spools, dis. 30 to 45 per cent	
Dixon's, each	1 60 2 00	Sad Irons.		Stocks and Dies, Amer. dis. 25 per cent.		Clothes Line, galv., p. 100ft	0 25 0 55
Woodruff's " "	1 10 1 70	Mrs. Potts, N. P., per set	1 15 1 50	Stone.		Barbed Wire.	
Hale's, " "	1 05 1 50	Sand and Emery Paper.		Washita, per lb	0 15 50	Galv. steel barb fencing	0 5½ 0 06
Hsme, " "	13 00 16 00	B. & A., sand, dis. 25, 80 p.c.	55 90	Hindustan, per lb	0 06	" Lock Barb," 4 point	0 05½ 0 06
Mincing Knives.		Emery, per quire		Slips, per lb	9	Ditto Glidden 2 point	0 05½ 0 06
American, per doz	42 2 35	Sash Cord.		Labrador, per lb	0 13	Galv. Ste 1, plain twist	0 04½ 0 05
Molasses Gates.		Per lb	22 50	" Axe, " "	0 15	Terms, 60 days or 2 per cent off for cash—10 days.	
Stebbin's Patent, dis. per cent, 65 to 70 per cent.		Sash Locks.		Turkey " "	0 50	Wire Cloth.	
Nails.		Triumph and Morris, dis. 37½, 40 per cent.		Arkansas " "	1 50	Ordinary, discount 25 p.c.	
Cut, 3 inch and upwards		Kempshell's dis. 40, 62½ per cent.		Water-of-Ayr " "	0 10	Painted Screen, p. 100 sq ft	2 25 2 35
per keg	2 80	Canadian, dis. 45, 50 p.c.		Scyth, per gross	3 50 5 00	Wrenches.	
Wire, dis. 65 percent. Brads & Moulting Nails, discount 60 per cent.		Sash Weights.		Grind, per ton	15 00 18 00	Agricultural, dis. 70, 70 & 10 per cent.	
Nail Pullers.		Sectional, per lb	2½ 3 00	Stove Polish.		Standard, dis. 60, 60 & 10 p.c.	
German & American	1 85 3 50	Sausage Stuffers.		Pergross	1 88 7 50	Coe's Gen'l, dis. 40, 4 p.c.	
Nail Sets.		Each	1 00 3 00	M.L.S., per gross	2 50	Diamond, dis. 33½, 35 p.c.	
Square, round and octagon	3 38 4 00	Saws.		Jacoby	5 00	Tower's Engineer, each	2 00 3 00
Diamond	12 00 15 00	Hand, Disston's, dis. 10, 15 per cent.		Mirror Black Lead, per gr.	2 00	" S., per doz	5 80 7 50
Oilers.		S. & D., dis. 35 per cent.		Jos. Dixon's, bulk, per lb.	0 07	G. & K.'s Pipe	6 00
McClary's Galvan. Iron		Cross-Cut, Disston's, per ft. 35, 47.		Dixon's Plumb	0 15	Burrell's " each	3 40
Oil Can, with Pump,		S. & D. dis. 25 per cent.		M.L.S. Paste, per gross	9 00	Pocket, per doz	1 25 2 00
per doz	19 50	Hack, complete, each	1 75 2 75	Nicholson's, per doz	1 00 1 25	Wringers.	
Zinc and Tin, dis. 50, 50 and 10.		" frames only	75	Tacks, Brads, etc.		Each	3 50 5 00
Copper, per doz	1 25 3 50	Saw Sets.		Cut, Carpet, gim, blue, dis. 35 p.c.			
Brass, " "	1 50 3 50	Per doz	1 65 9 00	tinned, dis. 45 p.c.			
Malleable, dis. 25 per ct.		Scales.		Swedes' iron, blue or tinned, dis. 42½ p.c.			
Pails.		Canadian List, dis. 40 p.c.		Upholsterers' dis. 42½ p.c.			
Galvanized, per doz	2 00 3 50			Copper Tacks and Nails, dis. 45 p.c.			
Pencils.				Trunk and Clout Nails, " 45 p.c.			
Dixon's, per gross	1 00 4 25			Patent Brads, dis. 40 p.c.			
" Carpenter	2 25 3 60			Finishing Nails, dis. 42½ p.c.			
Picks.							
per doz	6 00 9 00						

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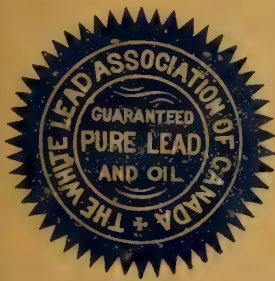
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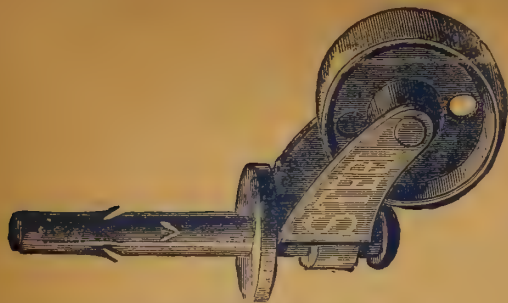
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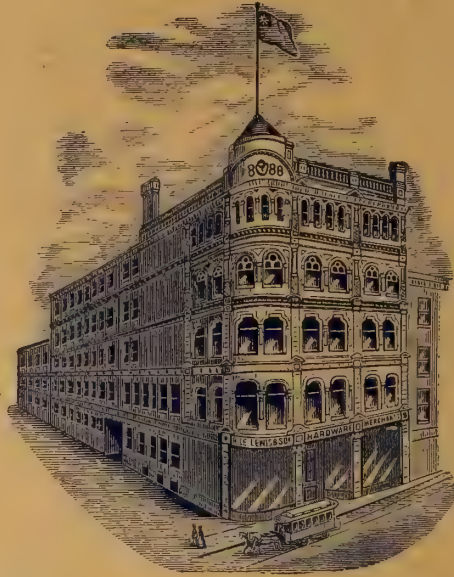
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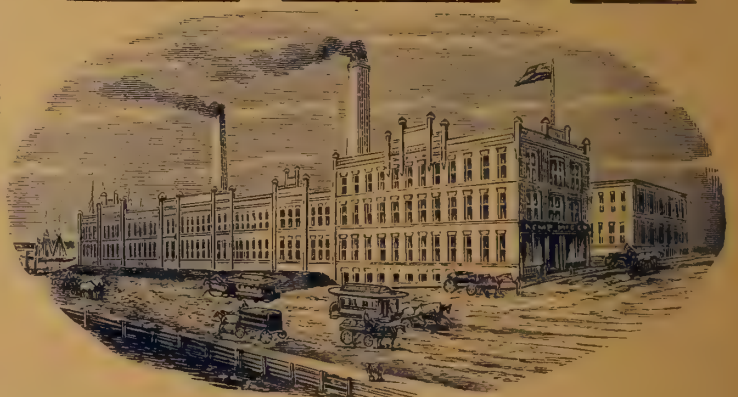
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Vol. 2.

TORONTO AND MONTREAL, JANUARY 24, 1889.

No. 4.

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. Hugh C. McLean, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

CANVASSING FOR TRADE.

Each individual member of any trade should feel that a portion of the total interests of that trade is in his hands. He should regard it as to his advantage to help to maintain the general interests of that trade. If they are neglected equally by him and all his fellow-tradesmen, because of a blind pursuit of merely personal prosperity, the trade itself will be ruined and personal prosperity will not be secured. No man, therefore, should resort to any practice, which, tried by the principals that make general trade possible, is found to be wanting. It is not enough that the practice should seem to advance the business done in a particular shop. It must be approved by the conscience of the trade. In every business there are certain well-understood laws, most of them corollaries of the maxim "Live and let live." These, like physical and civil laws, have a double function—they restrain and they protect. There are some people of such a low order of intelligence that they look upon law as only restrictive. They see no advantage to themselves in the upholding or respecting of it. They are outlaws by nature, and usually by practice.

The fundamental principles of every business, we repeat, should be kept inviolate by every member of that business, no matter if by the breaking of one of them any immediate profit is gained. Retail hardware dealers have their unwritten laws, and we think that among them is one which forbids canvassing for trade. That such a law does exist and influence trade is shown by the conduct of all reputable dealers. These are the great majority. If no such implicit prohibition were not very commonly obeyed, the hardware trade would not be to-day even what it is. Low prices, poor goods, feverish competition, misrepresentation, compro-

mises, the departure of business to other places, would be the chief elements in the caldron into which general canvassing would soon throw our hardware trade. The public would be dissatisfied, dealers would make nothing, and no purpose would be served, but much damage accomplished. These are times when the doctrine of conservatism needs specially to be preached. The foolish mimicking of the so-called enterprise of our neighbors, which is becoming so common among our shallower business men, has a right to be condemned for their own good and for the general benefit. Canvassing for hardware trade is wrong and dangerous.

COMPROMISES.

We wish there were fewer compromises. The frequency of them is a sign that the sensitiveness of business virtue is becoming indurated, that the world of commerce looks with too much complaisance upon the man who boldly asks to be released from a portion of his liabilities. Not many years ago it was deemed a disgrace for a dealer to be brought to this pass, and there were few who faced such a necessity with impudence. The reputation of a man was considered to be tainted if in after years gossip was able to say truly that he still owed his creditors forty cents on the dollar. It was a commercial stigma. A state of public opinion which thus looked upon a compromise, although severe was wholesome. It tended to make a compromise something to be shunned, and when one did happen it was usually traceable to bad management or misfortune, seldom to fraud or strategy. The thing is so often happening nowadays that it has come to be looked upon as one of the ordinary devices of shrewdness. The dealer who can compromise with his creditors for sixty or seventy cents in the dollar is not withheld by any obloquy that is now attached to this mode of settling. Such a settlement is of so common occurrence that public opinion is familiarized and is scarcely outraged by the most flagrant cases of dishonest intent. The extent to which assigning and compromising are resorted to in our province is in-

dicated by the fact that it is enough to yield lucrative employment to several assignees. The advent of the assignee did not take place in an era of rare commercial uprightness.

So long as a dealer can look forward to a compromise as a not desperate resort, he will be the less advised to manage his business providently. If he finds himself pitted against a competitor who has a strong hold on the local trade, he will not be hindered from lowering prices to attract some of that trade, by the consideration that such a course may run himself out of business. He feels that there is salvation for him even after he has got below the point of solvency. All he has to look out for is not to carry the thing too far. He will undersell and become behindhand with his engagements; he will secure an advantageous compromise, and like the mythical Antaeus, he will rise the stronger of his fall. Then he can compete with his rival in good heart-earnest, because, has he not bought his goods at a cost of one-half or three-fifths of the price that his rival paid? And the latter, a square-dealing man, is forced finally to the same shift as his guileful opponent took to from choice and natural depravity. Thus a custom, allowed to be successfully worked by unprincipled men, reacts upon the integrity of the trade in the same locality, and helps to thrust the most desirable dealers completely out of the business. In their own interests, wholesalers can not wish this to be an effect of any practice to which they give countenance. They surely want an elect among their customers from whom they will get all that is due them. If they do, then let them be more exacting with would-be compromisers.

RETAILERS CANVASSING.

EDITOR HARDWARE:

The article "Should Retailers Canvass?" in your issue of the 3rd inst. is a very timely one, and should receive due consideration by all interested.

If it is true, as you say, that some retail hardware merchants have canvassers offering goods outside, for less money than is

asked for the same behind the counter, then we may look for demoralization in prices.

Every man has a right to conduct his business as he thinks best for his own interests, provided it is done honestly and the goods are promptly paid for, but clear headed business men always look ahead and they can generally see that a certain course pursued by them might for the time pay, but, eventually, that course if persisted in will cause loss and perhaps ruin. So in this practice of canvassing and cutting prices, it may pay for a time, and money may be made by it, but soon other dealers will follow suit and the result will be a general lowering of prices and demoralization generally.

I would not condemn canvassing by the retailer if he can do it fairly and stand by the regular prices. His right to canvass for the sale of his goods is just as good as the wholesaler, but the difficulty in doing a retail trade by canvassing and maintaining prices is extremely hard and should be avoided if possible. The fact that it is not usual for a retailer to offer his goods in this way leads the buyer to think that trade is dull and the goods must be sold, therefore, the buyer thinks he can buy at his own prices, and probably does. It is easy to see where this system of doing business will end, but it will then be difficult to mend it.

While doubting the wisdom of canvassing by the retailer, what are we to think of the wholesale man canvassing the consumer? It is generally supposed that the manufacturer or wholesaler confines his trade to the retailer, and does not go outside of this class for business. Those who think so will be surprised to know that we have manufacturers who hold out one hand to the retail dealer, and with the other offer goods to the consumer at prices that the dealer cannot sell at and live, yet these men expect the retail trade to support them while they are persistently doing their best to take the trade that is theirs legitimately away from them.

I hold that the wholesale men and manufacturers should stand by the retail men. These are the men they have to depend upon for the distribution of their goods among the consumers, they should cultivate their good will and assist them in putting a stop to a system that is demoralizing to the trade.

We retail men feel sore upon this point. We are the sufferers, and certainly we cannot look upon men who are guilty of such conduct with very friendly feelings.

RETAILER.

Toronto, Jan. 16th, 1890.

We have received from Mr. Frank Smith, of the Haymarket hardware store, his Calendar for the current year. A very pretty little chronicle of the coming days it is, and one likely to be kept under the eye for the whole year.

THE EIGHT-HOUR MOVEMENT.

The following questions have been submitted to a large number of prominent men by the Executive Council of the American Federation of Labor:—

1. In view of the wonderful and ever-increasing inventions and improvements in wealth-producing methods, should the working people of our country be required to work more than eight hours per day?

2. What would, in your opinion, be the effect of the general reduction of the hours of labor to eight per day upon the economic, social, industrial and commercial condition of the people of our country?

Replies have been received from a number of gentlemen. Some affirm that eight hours is long enough to labor in the twenty-four, and that a working man ought to be able to live comfortably and save money working eight hours per day; others take broad ground, giving views which are liberal and encouraging to the members of the Federation.

The object of this organization is to unite all workers in all the branches of industry, for the purpose of making a demand, upon a fixed date, for a reduction in the hours of labor to eight hours per day, and if this demand is not acceded to, a general strike all along the line to be the alternative.

The eight-hour agitation has been going on for some years, and, like all movements for the benefit of the working classes, socially, or financially, or politically, it will not be accomplished in a day. These movements are like great wars between two powerful nations—at first there is a good deal of skirmishing, with some gains and losses on both sides, then a pitched battle in which one nation gains a victory over the other. But this battle does not end the war, there must be a few more large engagements until the last decisive encounter, when the weakest goes down before the superior strength of the strongest.

So has it been with this movement. We have seen some skirmishing with gains and losses on both sides. The contestants are now gathering their forces for a great onslaught. Will it be successful? We venture the opinion, no, not yet. The opponents of this movement are many, the interests they have at stake are enormous, they will make a gallant fight, and will probably come off victorious for the present; but the time will come when capital will have to give way and concede to the demands of the labor reformers for less hours of labor.

Eight hours to labor, eight hours for leisure, and eight hours for sleep, is a very acceptable division of the twenty-four, and we must confess we rather like the proposal, and would gladly hail the day of its accomplishment.

But a movement of this kind, covering so many interests, so far-reaching in its results,

must be carefully considered and well weighed before final action is taken. We think that the labor classes do not consider the question sufficiently in all its bearings; if they did they would see how impossible it will be to carry their point with the strong forces against them, notwithstanding they will probably meet the foe at the time appointed, and will make a good fight, and with the experience gained will be able to make a better stand the next time, until at some time in the future they will come off victorious.

If the working people wish to hasten on the day when eight hours will be the recognized time for labor, they must be prepared themselves at first to stand the loss that must be met by the shortening of the labor hours. To take it from the employers would mean ruin to many. They should be willing to accept eight hours' pay at first, and, as a demand for more laborers would immediately follow upon the reduction, wages would advance owing to the increased demand.

Were it possible to have the eight-hour system come into operation simultaneously in all the civilized producing countries in the world, so that all would make a start together, we could hope for immediate success; but it does not need much argument to demonstrate that the producer who has to pay his men ten hours' pay for eight hours' work cannot compete with competitors who are paying ten hours' pay for ten hours' work.

The argument is often used that wage-earners will produce as much in eight hours as they now do in ten, that having more time for rest or play they will work with more pleasure and vigor, in order to show the employers that there is no loss accruing to them in granting the boon. We doubt it. Some men would probably make a spurt at first for the purpose of proving the statement a correct one. But it would not by any means be universal, and workers would drop back into the usual gait, turning out about the same quantity of work in eight hours under the new system that is now done in the same time.

Assuming, says the Boston Herald, that a community of 100,000 workers can produce in a day, by the labor of ten hours, wealth to the value of \$300,000, then if their labor is cut down to eight hours a day, they must either work harder or more skillfully in the shorter period, or there will be one-fifth less of wealth to divide among those interested in its production. There is no way of getting over this. At the present time the wage earned is paid, and the capitalist receives his returns from the gross sum of production. If this sum is cut down in any way, a loss is inevitable either on the side of the capitalist or the wage-earner, or on both sides. While \$5 divided among five men will give each \$1 apiece, there is no process of arithmetic by which \$4 divided among five men will produce the same result.

CLEAN BUSINESS.

We need not specify, but some late revelations in the law courts make one the very reverse of optimistic as to the average conscience. The specially sinister element is the cool and apparently knowing assumption on the part of experts that slimy methods in business are, of course, the rule. But, after all, this is no new thing. The old time divine who said he was too poor to keep a conscience was neither a sinner nor a fool. He was, in fact, much nearer being a philosopher and a saint. Neither was he entirely a satirist or a jester in saying that. It was far more likely that he spoke out of the bitterness of his heart. He only blurted out what ten thousand felt—and feel. Are we any nearer the demonstration of the truth of the highly proper, but disappointing proverb that "Honesty is the best policy"? It is very doubtful. Here and there a man seems to prosper through sheer honesty, but it is not so much his honesty that pays as the good article that he sells. Let that fall off, and who will stick to him for his mere honesty? No; it is plate glass that pays, the flare of lights, rowdy advertisements, impudent assertion, and fooling and flattering the queer thing called public "taste." There are exceptions; but the man who will only do clean business, and stick to it, is in financial danger—at all events for a time. He must be prepared to say, in the spirit of the old Hebrew, "Better is a dry morsel with a good conscience than a house full of feasting with shame."

One of the most unclean and corrupting sides of modern business is the altogether pernicious system of giving tips, presents and bribes. The master who allows his servants to take discounts and tips from tradespeople is simply teaching them to cheat him. He is possibly conniving at a double fraud. The commercial traveller who paves his way with pianos ought to be suspected. He has got to cheat somebody in order to make that pay; or, if he is not a tricky seller, he is, anyhow, a mean competitor, who introduces into what should be straightforward business the spirit of the man who would win a race by doctoring an opponent's horse. A good story comes from America, which we hope is true. A pushing manufacturer calls upon a Government official about the supply of certain stores, and on concluding the interview, quietly puts on the table, in an off-hand way, a bill for a handsome sum. "Ah! and what is this for?" asked the cheery official. "Oh, that's nothing!—a trifling matter for some cigars for your young people." "Oh, then, I suppose you are in favor of the weed?" "Yes, I like a good cigar as well as anyone." "Then let me offer you one," said the wary official, handing him a box. The briber took one. "Now let me offer you a light," said the other quietly, rolling up the precious piece of paper into a pipe-light.

Deliberately lighting it, with a smiling face, under the eyes of the briber, who, seeing the day of judgment had come, had just sufficient presence of mind to light his cigar at the blazing bill and bolt. That was a gay and light-hearted American way of washing one's hands of a briber. Here is a story with a different mood in it, illustrating the British bull-dog way of treating the same matter. A certain man occupied a post of great responsibility and influence as manager of one of the largest companies in England. One day a merchant called upon him and was anxious to sell some steel. He very quietly set down before him a roll of notes amounting to £500. "What are these?" asked the manager, taking them up. "Oh," exclaimed the merchant in an undertone, "you will be good enough to accept them with the compliments of the firm." Then it flashed upon the man that it was a bribe. Crumpling the notes together as if they were so much waste paper, he flung them out of the office door, and said indignantly, "Sir, if you are not gone after them in one minute, I will kick you there." Such men are priceless; and, whether they simply shame their man, or kick him out, is only a matter of detail. They are the very salt of the earth, who keep it from rottenness.

Young men starting in business are, in these days of sharp competition, tried as with fire. Here is a young accountant, clever and knowing it, with any amount of work in him, and longing to get plenty to do. Enter an auctioneer. "Glad to see you well started, Mr. Johnson. I wish you success. Thought I'd look in and say so. And, by-the-by, if I can put anything in your way I shall be glad to do so. We might make it mutually agreeable and useful. Tell you what, now. It might suit you to run all your sales through one man. Better for you in many ways. For one thing—if you will give me all your sales, I will share all my commissions with you." That is perhaps his first "temptation of the Devil." It looks so simple, too. Why should he not do it. If he has to wind up estates, it really might be most convenient to do with one regular man. No one would be wronged. The estates would not suffer. In any case, the auctioneer's commission would have to be paid out of each particular estate, and if he got half of that commission besides his own fees, why not? Lucky for him if he sees the cloven foot, and if he has resolution enough to feel his way right up from the cloven foot to tail, and jaws, and horns. Lucky for him if he says to himself, "But every sale should, of course, be given to a man who is the best man in regard to the particular things to be sold; land to one man, leather to another, timber here, cattle there. Of course, then, it won't do for me to tie myself up to one man, to the injury of my clients, simply for the sake of that half commission besides my own proper fees."

Or a solicitor's managing clerk comes in "Morning, Johnson. There's a little matter I think I can manage to put in your way—that has come into our hands. But if I go out of my way to get the governor to give it to you, you must share your fees with me. What do you say?" Another temptation. What right has a managing clerk to plot for the placing of business behind the back of his principal, and behind the back of his principal's client, with his eye on fees that do not belong to him? What does that really mean? It means not going to the best man, who might be insulted by an offer like that, but to an inferior man, or to an over-anxious novice, who might be open to the temptation. Lucky, again, if your young wayfarer tightens his belt and goes for the tempter with such protests and refusals as may serve both to strengthen himself and to frighten him.

Is this preaching? Would to heaven it were! Anyhow, it is good business. We have admitted that unclean business pays, but unclean business does not always pay. In the long run, unclean business is bad business. There comes a time when even the most brazen liar gets found out; and then the old foggy proverb, "Honesty is the best policy," comes slowly lumbering up, and demonstrates its truth. But what if it were preaching? Even on the score of living a happy life there is a good deal to be said for a clean bill of moral health. The old Hebrew was right—"The way of the transgressor is hard." It really becomes wearying and worrying at last to keep up the game of the briber or the cheat. Business based on unscrupulous competition, or on brazen ingenuity, is always an anxious thing. The old way was the pleasantest. Yes, a man is simply a fool, merely as a pleasure seeker, or a player for safety, who enters the thorny path of the sharper, and who allows his business to become unclean.—Australasian.

The Galt Board of Trade is taking active steps in opposition to the Moulders' Union. At a recent meeting of the Board it was moved by Mr. Webster, seconded by Mr. Cavers, that the Board of Trade recommend the town council to take such legal action as will prevent the continued publication in any and all newspapers of such advertisements as advise mechanics to stay away from Galt, on any pretence.—Carried. Messrs. Hespeler, Cavers and Webster were appointed a committee to wait on the new council and present the resolution. There was also a question raised about a fly-wheel manufactured by a local firm for the Central Prison, and alleged to be defective. In this connection it was moved by W. Webster, seconded by Dr. Spiers, that this Board endorse the action of its President in writing to Hon. Mr. Ross to retain affidavits re alleged defective fly-wheel, and trust the suggestion of the message may be carried out.—Carried.



It is rumored that the Rathbun Company will start smelting works at Deseronto.

The Kingston Foundry Company will manufacture castings for 100 Government cars.

Mr. Rines, tinsmith, Welland, has purchased the bankrupt stock of Mr. Hopkins and is moving it into his store at Fonthill.

Mr. T. G. Watson, Paris, has just finished stock taking, and is well pleased at the balance of figures on the right side of the sheet. Mr. Watson has a patent snow shovel that is a model of strength and durability, and will meet with favor when introduced to the trade.

The Catalogue of the Ontario Lead and Barb Wire Co., (Limited) is a manual of very comely appearance. Its contents deal with the description, tabulation, and illustration of the extensive and varied stock which the company manufactures. It is a most convenient hand book.

A meeting of the dealers in India rubber connected with the London Chamber of Commerce resolved to memorialize Lord Salisbury against the monopoly established by the Para Government and the export duty it has imposed. Sixty firms have already petitioned the government on this subject.

The election of office-bearers for the Montreal board of trade will take place on Tuesday next. J. P. Cleghorn, who has so ably performed the duties of president for the past year, will have no opposition for another term. Mr. Edgar Judge, the treasurer, will likewise be re-elected without opposition.

W. B. Kerr, Guelph, has had a good trade, both in stoves and furnaces this season. He speaks very highly of the "Standard Favorite Range" as a cook stove. He shows some superior points about it that is sure to effect sales. He has the exclusive sale of the Superior Jewell Furnace in the city of Guelph.

At a regular meeting of the Iron Moulders' Union, No. 28, held in Caledonian hall, Toronto, on Thursday night last, the following officers were elected:—Wm. Ritchie, president; Wm. Coleman, vice-president; Wm. Willard, financial secretary; John Dodwell, treasurer; Thomas Hague, recording secretary; J. Harris, doorkeeper; P. McNamara, inductor.

Messrs. Gardner Bros., Essex Centre, have bought the stock of the Essex, handle & wood, turning works, Essex Centre, who recently assigned, and are jobbing it out to the hardware trade at low figures. They have already sold over two thousand dozen fork handles.

There are some bargains left yet. Messrs. Gardner Bros. are hardware merchants and do a large trade in stoves and tinware.

A special number of the Sudbury Mining Journal has just been issued which reflects great credit upon its originators. It gives a resume of the progress of the Sudbury mines from their first discovery five years ago to the present day. An account of the smelting process of the Canadian Copper Co., is given together with the operations of the Dominion Mineral company and the Murry, Vermillion and Simpson mines.

The annual meeting of the Collingwood board of trade was held on Tuesday afternoon. The principal business was the election of officers, which resulted in the following executive for 1890:

President—John J. Long.

Vice-President—H. Y. Telfer.

Treasurer—E. R. Carpenter.

Secretary—G. E. Moberly.

Council—C. Macdonell, C. E. Stephens, J. Brydon, W. A. Copeland, C. Cameron, G. Buck, W. T. Toner, B. Callary.

The Napanee, Tamworth and Quebec Railway Company will apply, at the next session of the Parliament of Canada, for power to extend their line of railway westerly to the Sault Ste. Marie with a branch to a point near Sudbury, also for power to build from their line to any iron or other mines

situate in the Counties of Leeds, Hastings, Peterboro and Nipissing district, and also for power to hold annual, general or special meetings of shareholders in the Town of Deseronto, also for power to alter or change the name of the company to such other name as may be approved of by the shareholders of the company, and for other purposes.

Hon. Scott Montague, of Manitoba, has left for England to complete the organization or an extensive financial company which will operate chiefly in British Columbia. The headquarters of the company will be at Vancouver. It is being strongly backed by English men of money, embracing capital amounting to a couple of millions. Mr. Montague has letters from Lord Stanley, Sir John Macdonald, Hon. Mr. Dewdney, Sir Donald Smith and several other members of Parliament. He confidently anticipates that the company will be able to develop the mineral and other interests of the Pacific coast, which have hitherto been neglected owing to lack of capital.

Sturgeon Stewart, who since its organization some years ago, has been Managing Director of the Byam Manufacturing Co., manufacturers of hardware specialties, has resigned that position but has been elected President of the company, and will be succeeded in the management by William Bee, who also has been associated with the

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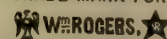
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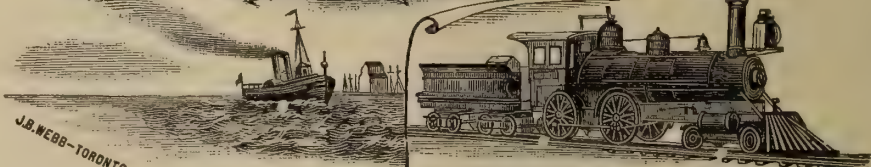
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company since its inception. The company has been unusually successful under Mr. Stewart's management, and the board in accepting his resignation, passed a very complimentary resolution appreciative of the valuable services rendered by him during the formative period of the company's existence. Mr. Stewart resigns to take the directorate of the Eno Steam Cenerator Co., a new company being organized for the manufacture of improved steam appliances whereby the consumption of fuel is reduced 25 to 45 per cent., or the boiler capacity increased 30 to 60 per cent., besides keeping the boiler absolutely clean. We wish the new company of which Mr. Stewart takes charge as successful a career as the one with which he still remains prominently though not so actively connected.

"Better is it that thou shouldst not vow that thou shouldst vow and not pay."—Ecclesiastes.

The money least liable to take unto itself wings is that invested in life assurance.

Goods sold habitually below their cost are not likely to be paid for in full.

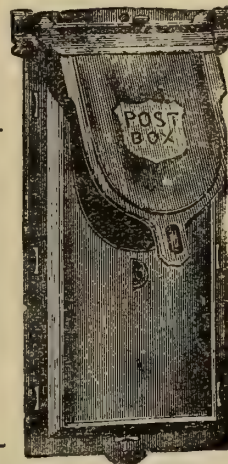
Honor is to business men what courage is to the soldier; what zeal is to the advocate; or impartiality to the judge.

"No man has a right to hazard other men's property without fairly apprizing his creditors of the nature and extent of the risk, and obtaining their consent to the measure."—Horace Greeley.

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Lawn Fountains, Vases
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Iron Columns
Iron Beams
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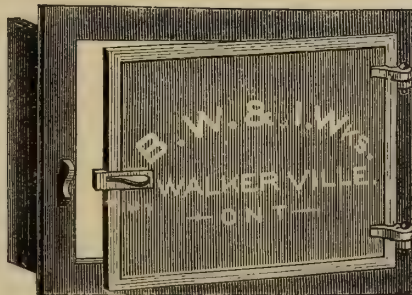
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DAKOTA TIN.

We take the subjoined item from the columns of the Minneapolis Commercial Bulletin:

The question of the commercial value of the tin deposits of the Blank Hills of Dakota now promises to be speedily solved. After a month of careful preparation, in which every step taken was the subject of consultation between experts in the manipulation of ores, the concentrating plant of the Glendale Tin Company, of Chicago, was last week put in operation near Hermosa, in South Dakota. The mill erected by this company is the third that has been built to work the tin ores of the Black Hills.

Col. John H. King of Rapid City, Dak., says: "Work at the Harney Peak tin mines is going steadily on and with all the vigor that plenty of money can put into it. There are several hundred men at work there now. A great deal of ore is being taken out and the mines are being put in shape so a still larger force can be worked. The smelters for reducing the ore are nearly completed. Dakota will soon be exporting block tin."

"A TINPLATE EGG."

A waggish contributor, who supplies a column of paragraphs weekly to a Welsh newspaper upon the local tinplate trade, in a late issue gives vent to the following:

"I notice that, at last, our Yankee cousins have hatched a tinplate egg—at an Exposition. To make a tinplate as a curiosity at an Exposition is one thing; to produce a tinplate at a price that can compare favorably with Welsh tinplate is quite another thing. Cousin Jonathan, therefore, has not so far any great reason to cackle. But what strikes me is the verification of what has been predicted in the Times in reference to flux. I remember reading a remark some months ago to the effect that if the Yankees attempted to make tinplate they would claim it to be superior to ours, because Welsh makers are accused of using flux. Mr. W. C. Cronmeyer, secretary of the American Tinplate Association, says: 'The process we have is better than the method they employ in making tinplates in England. There they "flux" them, and

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THOS. BRYAN.

this often leaves impurities under the surface of the tin coating. These defects are known as "pin holes." We know that flux is used in a few works in South Wales and my fellow workmen (including myself) are not much in favor of it; but if all that Mr. Cronmeyer can bring against it is the appearance of pin holes, we must prepare for the extension of its use—for, as a practical tinman, I know that flux would give no more trouble in that respect than palm oil. Therefore, the American claim of superiority in this respect cannot be sustained. It appears to me, however, that the use of flux is a mistake. Welsh tinplate makers use it with a view to reducing the coating to the extent that appearance has to do duty for the substance. Surely to maintain the quality of our tinplate is of more importance than to save a few ounces of tin per box. Tinplate makers, with their present monopoly of the trade, certainly ought to be able to produce a good article, and get a good price for it."

The Port Hope Times of this weeks says: No wonder the pedestrian along John street Friday night about eight o'clock stepped in front of Mr. Brundrett's stove and tin shop and was well filled with curiosity, for inside the store were about sixty ladies and gentlemen, laden with baskets of good things, and the more mischievous of the mankind tooting vigorously the tin horns which lay promiscuously about the store shelves. It was the celebration of the twentieth anniversary of the wedding of Mr. and Mrs. Brundrett, and the crowd of friends had taken this mode of expressing their good will on the festive occasion. A good deal of good-natured amusement was indulged in before the self-invited guests were comfortably located upstairs, and then the evening was spent joyously as such evenings generally are. Various diversions passed away the time until one o'clock next morning, but the two most interesting features were the supper and the presentation to Mr. and Mrs. Brundrett of a handsome china dinner set, Mr. Geo. Glass making the presentation on behalf of the visitors. The invasion was a total surprise to Mr. Brundrett who was caught in the act of struggling with a dirty furnace to see which could look the blacker.

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Iron Wire, Barbed Wire.
Sheet and Block Zinc.
Sheet and Pig Lead.

Sheet and Pig Copper.
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Granite and Agate Ware.
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Stovepipe Elbows.
Stovepipe Dampers.
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Stovepipe Varnish.
Stovepipe Collars.
Stove Trucks and Carriers.

Stove Boards.
Stove and Shoe Polish.
Coal Hods and Vases.
Coal Tongs and Fire Irons.
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THE NICKEL-STEEL ENTERPRISE.

The parties who are interested in the development of the nickel-steel inventions are pushing their enterprise with great vigor. They ask the Dominion Government for a bonus of \$6,000 per mile on their proposed railway from Coe Hill to Sudbury a distance of 210 miles. We also learn from the Toronto Mail that to place them on an equality with other roads built at the same time as the Central Ontario, they ask the Government for a bonus of \$3,000 per mile upon the portion of the completed road between Trenton and Coe Hill, a distance of 74 miles. They also ask that coke and all mining machinery, such as is not now made in Canada, be admitted free of duty. If these requests are granted they will extend the Central Ontario through from Coe Hill to Sudbury; erect a large plant for the treatment of the iron ores under the Edison process, having a capacity of 1,000 tons per day, together with a blast furnace for the smelting of iron ore, having a capacity of 250 tons. Further the copper company at Sudbury will increase its plant to a capacity of 1,000 tons of ore per day, and erect its own refineries for the separating of the copper and the nickel at some point in Canada, instead of sending the material

to Europe or the United States to be refined as is now being done.

It is for Sir John Macdonald's Government to decide what course shall be adopted in this matter. The bonus asked for from the Government amounts to about a million and a quarter of dollars. This money will have to be borrowed, should the Government consent to the bonus being granted, and the borrowed money will have to be repaid at some future date by those who had no part in contracting the debt. This is most unjust. The other demands are quite reasonable:—the promoters of the enterprise ask that their coke and machinery shall not be subjected to the National Policy of being taxed by a protective duty. Now, between ourselves, is it not a remarkable instance of metal obfuscation that an intelligent people should consent to having its coke and coal taxed. Is it not the acme of human folly to tax the coke and coal consumed by the people? So the nickel-steel people say plump and plain that they won't move a step further until the National Policy is repealed in the matter of the things they will have to import—which are coke and machinery. It is to be hoped that Sir John will sacrifice the N.P. in this particular and allow American coke to enter free of duty. The enterprise is attracting much attention throughout the

world, and it is quite possible that our back country may become the centre of a most important mineral industry.—Bobcaygeon Independent.

CHARTERED BANKS.

The following is a list of the banks in Canada acting under a Dominion Government Charter:

ONTARIO.

Bank of Toronto.	Imp'l Bank of Canada.
Can. Bank of Com'erce.	Traders' do
Dominion Bank.	Bank of Hamilton.
Ontario Bank.	Bank of Ottawa.
Standard Bank.	Western Bank of Can.

QUEBEC.

Bank of Montreal.	Merchants Bank of Can
Bank of B. N. America.	Banque Nationale.
Banque du Peuple.	Quebec Bank.
Banque Jacques Cartier	Union Bank of Canada.
Banque Ville Marie.	Banque de St. Jean.
Banque d'Hochelaga.	Banque de St. Hyacinthe.
Molson's Bank.	East. Townships Bank

NOVA SCOTIA.

Bank of Nova Scotia.	Halifax Banking Co.
Mer. Bank of Halifax.	Bank of Yarmouth.
People's Bank do	Exch. B'k of Yarmouth
Union Bank do	Com'l B'k of Windsor.

NEW BRUNSWICK.

Bank of N. Brunswick.	People's Bank.
St. Stephen's Bank.	

MANITOBA.

Commercial Bank of Manitoba.

BRITISH COLUMBIA.

Bank of British Columbia.

You can lose more than we do by not subscribing for this paper.

MILK CAN TRIMMINGS

Complete stock now on hand. Send for prices. Quality and price guaranteed. Largest assortment of Tinnery Sundries in Canada.



Thos. Davidson & Co., Montreal.



WESTERN STOVE SALESMEN.

The selection of travelling salesmen by the various Chicago stove houses for the ensuing year is being attended with much more difficulty and proceeding a great deal more slowly than has been the case for a number of years, if indeed the present condition of affairs has ever been paralleled. The past two years were so very dull in comparison with the preceding years, and so many houses have found their sales and their profits reduced below the usual average that all sorts of schemes are being proposed to traveling salesmen in order to reduce expenses as much as possible. The force is being cut down in many directions, territory of salesmen is being extended, and in some cases they are being asked to travel on commission instead of a guaranteed salary, as heretofore. This is not the case with the most prominent stove houses, of course, as their trade is of a more or less permanent nature and will probably continue so through all the vicissitudes of business. The smaller houses are the ones feeling the necessity for retrenchment. Some of the salesmen who have been longest identified with the stove trade have come to the conclusion this year to change their vocation, and have engaged themselves with hardware houses in order to be profitably employed the whole year round. They have clearly seen the peculiar condition into which the stove trade was working, and therefore have thought it to their advantage to make this change before it was forced upon them. Unless an improvement comes over the condition of the stove trade, it looks as though the manner of distributing goods would in time have to undergo a decided change from that which has heretofore been in vogue. Travelling salesmen covering a very wide territory are

a very expensive luxury to a house deriving no profit from their services.

It would seem as though it might be possible for stove houses to join forces with representatives of other lines of trade whose goods sell in intermediate seasons. In this way the expense of the salesmen would be more easily borne, while the salesmen themselves would find their time wholly occupied during the year. In one or two cases this has already been adopted. Some of the stove salesmen who go out from Chicago will sell refrigerators in connection with stoves, thus introducing a line which is the direct opposite of the stove line, and therefore can be handled very well with it. Possibly a matter of this kind can be arranged better by travelling salesmen themselves than by the houses which they represent. They would know what line could be most easily handled and the character of the goods which would suit the peculiar trade they have been in the habit of visiting. Yet a stove house may perhaps make an arrangement with some other concern to use the same travelling force, just as a vapor-stove manufacturer in Chicago did last year with a manufacturer of coal stoves. The same force of salesmen were used for both houses, and as the seasons did not conflict with each other the interests of both houses were profitably served.

The nature of the stove trade for the past few years, so far as demand is concerned, is not entirely to blame for the unsatisfactory condition of affairs among travelling salesmen. The character of the West has very decidedly changed. Chicago is no longer the gateway to a large part of the West which is being settled. For a long distance west of Chicago the country is now thoroughly settled, other cities further west being outposts to the new sections. Through them the channel of trade finds its way. But no one city in the remote West occupies the relations to that section of the country which Chicago formerly did to the region west of it. Kansas City serves a territory of its own; Denver another section; St. Paul another

section; Duluth another section. None of these cities, however, large as the territory extending west of them may be, presents the remarkable field for operations which Chicago once did. Yet they will form the center of important trade operations in the future, directed toward the newer localities to which trade passes through them. The location of such outposts necessarily causes a division of labor and of responsibility among commercial interests seeking a field which did not exist in the case of Chicago. The lines of western trade are changing, and changing in such an important way that a number of interests will be radically affected in the near future.—Metal Worker.

EARLY COOKING STOVES.

A correspondent in the Metal Worker gives his recollections of the early cooking apparatus as follows:

I have a vague memory picture of a primitive cooking stove with a central fire-box flanked by boiling places which overhung the space like a vessel's taffrail. I think it was called a saddle-back stove. Do any of my readers remember them more clearly? Soon after, though not directly following, came the Rotary, which was thought a great innovation in its time. It was originally without an oven, except as hereafter shown, and the whole top of various sizes of boiler-holes was made to revolve at will around a common center. Thus the cook could rotate from pots to kettles, bringing them successively over the direct blaze of the wood fire, to be later "moved on" to more temperate regions. The covers were, as intimated, of different diameters, having wire bails for convenience in handling. The oven was simply a cover made of tin for the whole top of the stove, usually provided with an aperture at the apex like that of a cistern through which access was had to the edibles below. Of course baking and boiling could not be done in conjunction, but that was not accounted a serious objection; for this tin cover was simply an auxiliary to the more

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STEEL **BOW SOCKETS**
FORGINGS CARRIAGE
AND DROP.

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CARRIAGE :-
-: HARDWARE,

And in addition to these is prepared to MAKE ANY LINE OF FORGINGS.

Do not forget that STEEL TUBULAR BOW SOCKETS are now manufactured by me, and supplied promptly.

DIE MAKING A SPECIALTY.

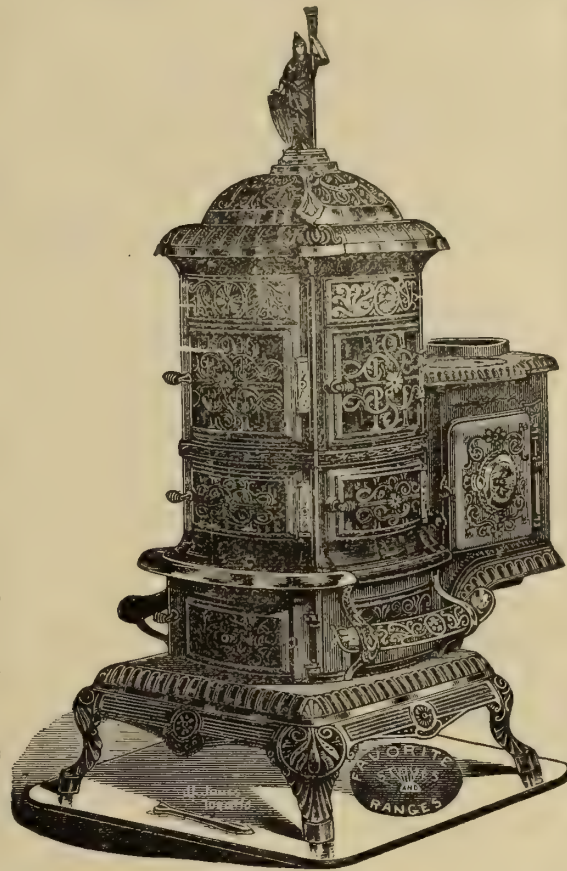
GEO. GILLIES,
Gananoque, Ont.

primitive brick oven and did not compete with that old reliable. Later on came the elevated oven, which was at first a double cylinder of sheet-iron with cast heads, to which doors were hinged. Query: Who first discovered that an oven really needed more than one door? This oven was supported at an altitude above the stove-pipe sufficient to allow the procession of utensils to pass under—like water craft below a suspension bridge—by two pipes or smoke flues—one from the center or hub of the stove and the other from the rear collar outside of the rotating top. The exit-collar from which the pipe led to the chimney was placed on top of the oven, and thus the smoke and heat were compelled to pass around the oven between its inner and outer walls. This oven stood at a right angle to the front or hearth of the stove, but about the time when the rotary idea came out it was placed parallel with the hearth, on a center supporting-pipe over the rear of the stove. It seems to me that about this time the Rotary had a cast-iron oven located under the stove, but am not clear on this point.

There was a stove with a cast oven on the elevated principle supported on a lower rectangular frame upon which as a truck ran wheels, carrying the stove body. By this means the stove, being a plain top, could be trundled under the oven, exposing two or

more boiling places for use as the cook might desire. The maker's name has passed from my memory, but I think we called it a "rail-road" stove. Another modification of the upper or elevated oven-door of cast-iron was largely sold to the country trade by peddlers who carried wagon loads of them to the farmers. It was said by competitors that unless a purchaser owned a wood lot he could not afford to run one of them. Desired economy of fuel produced the "air-tights," of which I have no time, nor will the editor give me space, to speak in detail. The story which I received cum grano salis regarding a "wager stove," to the effect that a barrel of flour was once baked into bread therein with only the wood of the barrel for fuel, I used to tell to customers with a mental reservation to ease conscience as to the capacity and number of cord feet of wood in that barrel. Another and like unto it was that which said Mr. P. P. Steward made a final inspection of his stoves with sledge-hammer in hand, when the slightest imperfection was a good reason for the destruction of the stove by the merciless inventor's hammer. Other reminiscences occur to me, but I must pause, fearing the cry of "chestnuts." The old hands will perceive that there is a good deal left out of this sketch, and perhaps will generously supplement the little I have written. My memory is not infallible, but perhaps

I AM
The "Rival Favorite,"



Beautiful exterior, unrivalled as a baker and a complete success as a seller. I am the cheapest line to be had anywhere. Orders from the trade respectfully solicited.

CHOWN & CUNNINGHAM

Kingston, Toronto, New Westminster.

this letter may jog out a correction and more recollections.

SAUCEPANS.

People often ask how it is that one gets in the humblest places in France appetizing and varied food and nice-made dishes. The answer is: "The French always cook in copper." All meat, from veal to game, that is used in a made dish is first fried in butter, which can only be done properly in a copper vessel, because its heat is evenly diffused, and it does not grow rapidly very hot or cold. Butter melted in an iron vessel, even though it have a porcelain lining, soon blackens. Potatoes fried in butter in a copper saucepan take a beautiful golden tinge. In an iron one they get black. That glory of the French cordon bleu, "canard aux navets," would stick to the bottom of any but a copper stewpan and get burned, if not properly stirred, and frequent stirring involves a loss of aroma. In England there is an exaggerated fear of verdigris, which, however sickening, is really never fatal in its effect. But as the prejudice is strong, it might be well for manufacturers to guarantee absolute safety by using nickel instead of tin lining. Nickel hardly ever wears out, and is easy to keep clean.

Are you insured? If so, read your policy, and don't fail to keep your premiums paid up.

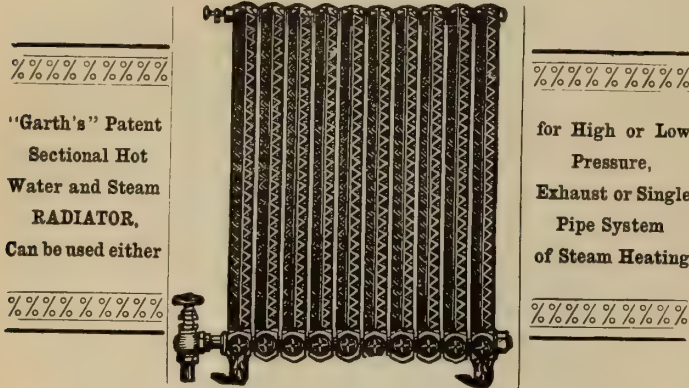
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ALWAYS COOL TO THE HAND

The Best, Strongest & Handsomest in the Market



Patented June 1, 1887.

		7 in.	8 in.	9 in.	10 in.
Polished Copper,	-	\$2 25	\$2 50	\$2 75	\$3 50
Polished, nickel-plated,	-	3 00	3 25	3 75	4 50

Guaranteed as Represented.

BOOTH & SON, TORONTO.



EXAMINATION OF PLUMBERS.

The first examination under the new law requiring plumbers to pass an examination before doing business in St. Paul, says the N.Y. Builder and Decorator, occurred this month, and all the plumbers in the city were present.

We were ready to predict when the law was enacted that the examinations would be a farce, just as nine out of ten of similar examinations are because of the nature of the questions. Had the plumbers come before a civil service board, they would have been asked all about the Darwinian descent, the climate of Timbuctoo, the procession of the equinoxes, and the respectability of the equator, because Sidney Smith said some one spoke disrespectfully of it. But we have been disappointed, and we are glad to be able to say the examination was in every respect a model one, one fairer to the applicant and more comprehensive in its test of his working knowledge than we would have supposed it possible to make. Seventy-three questions were asked, and not one of them was superfluous or foreign to the subject in

hand, and not one of them required knowledge to answer it which should not be possessed by every plumber. But more important than the questions were the diagrams of which nineteen were given. They covered about every possible point in a roughed-in job of plumbing wherein one not competent to do good work would be liable to make a mistake, and wherein a mistake would endanger the health of the persons occupying the building so plumbed. Such points as the proper pitch of horizontal pipes, the ventilation of traps, the drainage of drip-pans, by passes, etc., were illustrated, and the questions pertained to these graphic illustrations, and they were eminently fair—indeed, a knowledge of them is a vital necessity on the part of both journeymen and master plumbers, and the city is to be congratulated that the Building and Plumbing Inspectors are masters of the situation, which is one with many difficulties. The result of the examination is not known as we go to press.

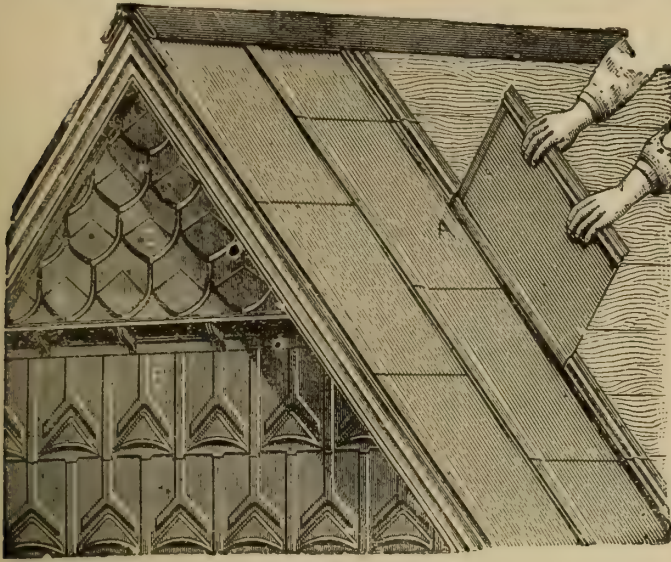
Plumbing has made a very rapid progress in the past few years in more ways than one. The fraternity has come closer together through associations and have become more brotherly and helpful. The jealousy and bickering of a few years ago have markedly disappeared and a spirit of friendliness and good will prevails. The plumbers have become mutually teachers and pupils, the one

teaching the other and in turn being taught by him. The character of work, as to quality relating to the demands of domestic sanitation, has kept pace with the rapid strides of sanitary science, and now it is established as one among its most important agencies. To it is due in a great measure the reduced death-rate of our larger cities, and the increase of happier and healthier homes owe it much. But there is another direction in which its progress is as plainly marked. It has developed from a trade concealing its work beneath floors and behind casing to one of the ornamental arts. When its work could no longer be concealed but had to be left open to full view, plumbing at once arose to meet the exigencies of the case. It brought under its control graceful curves and lines, symmetrical forms, harmonious arrangements, brass and nickel-plated fixtures, marble and silver, until now it ornaments where once it disfigured. This has been accomplished in a comparative short time in which plumbing has displayed its ability to meet the demands of a progressive age and stand abreast with the improvements, inventions, enterprises and reforms of advancing thought and the fuller development of science and art.—Sanitary Plumber.

Webster & Heath, of Detroit, Mich., are doing the sanitary plumbing at the Hotel Dieu, Windsor, Ont.

A clean store and tastefully arranged goods will invite trade.

Broad Rib Sheet Steel Roofing.



The Cheapest and Best Metal Roofing and Siding in the Market. Can be Laid as Cheap as a Shingle Roof.

Specially Designed for FACTORIES, MILLS,
ELEVATORS, Etc.

ANY ONE CAN PUT IT ON.

We have recently perfected machinery for manufacturing PLAIN SHEET METAL ROOFING under the Walter's Patent. This Patent possesses advantages of construction not found in any other Metal Roofing. IT DOES AWAY WITH THE NECESSITY OF TONGUING UP EDGES, DOUBLE-SEAMING, COPING OF RIBS, RIVETING RIBS, EXPOSED FASTENINGS AND CLEATS. No expense will be spared to make THIS ROOFING in quality of metal and perfection in fitting, the very best in America. For prices apply to the Sole Manufacturers in Canada :

The Canada Galvanizing and Steel Roofing Company.

22 LATOUR STREET, MONTREAL.

RADIATORS.

W. W. Mackey, writing upon the subject of radiators, in the North Western Mechanic, says :

I have experimented with the different constructions of cast iron extended surface indirect radiators in connection with low pressure hot water heating apparatus, and find that they answer fairly well when placed of ample sizes and used for ventilating purposes only ; but when it is intended to heat a room entirely by indirect radiation, I find that the best results are obtained by using box coils of $1\frac{1}{4}$ -inch or $1\frac{1}{2}$ -inch wrought-iron pipe, containing the required number of square feet of surface, and that four feet of this surface is equal to six feet of cast-iron extended surface.

Water, when converted into steam, increases in bulk eighteen hundred times.

In the Council of Art and Manufactures of Quebec, a special feature is made of instruction in plumbing in their technical school class, and there are more applicants this season for the plumbing class than can be accommodated.

SHOP WINDOW FROSTING AND GLEANING.

A correspondent of the "American Artisan" contributes the following for the benefit of those who have been troubled with frosted or steamy windows :—

Permit me to contribute to the discussion relative to preventing frosted windows in stores, etc. Several plans have been submitted, each more or less effectual, I have no doubt. The simplest way that I know of is that of introducing a circulation of cold air by means of a tin or galvanized iron pipe. In every case, of course it is necessary to

have a double window, as your correspondents have described. Before fixing the inside movable windows, cut a hole through the bottom of the store window sash. This can be done at the side, and can be made of a size proportionate to the space inclosed ; for ordinary store windows, a pipe two and a half inches to three inches diameter will be found sufficient. Let the pipe be made with a straight elbow, and so fixed as to run up the side of the store window sash inside. It will take up very little room and will be unnoticed. Next connect the pipe in the store with the chimney flue or with a stove-pipe. A circulation of air will thus always be obtained between the store window and the air space, and an equitable temperature maintained which will prevent the great annoyance of windows becoming frosted. While upon the subject of store windows and the evils by which they are sometimes affected, let me say a word about window steaming. This is not so troublesome in this country as in some others where the climate is more

humid and fogs are prevalent, but it does occur sometimes. I enclose a letter which appeared in the London Ironmonger upon this subject. If you think proper to publish it, doubtless some readers of the American Artisan will profit by the suggestions contained in it. The writer thus states his experience :—

I had two windows, both enclosed in an ordinary way with doors far from air-tight, and these used to be a great source of annoyance from steaming. I came to the conclusion that this was due to the fact that during the autumn and winter months, when the shop door would be kept closed, the air inside the premises became charged with moisture from gas burners alight, breath of customers and assistants, and wet about the place rising into the same air through warmth of shop. This moisture laden air would then find its way into the window enclosure, and coming into contact with the glass at several degrees colder temperature than the shop, would condense on the sur-

MILK CAN & CREAMERY TRIMMINGS AND BODY STOCK.



We are prepared to promptly supply these goods this season in any quantity--Flat or corrugated centre hoop.

We make and supply everything used by Stove and Tinware Dealers.

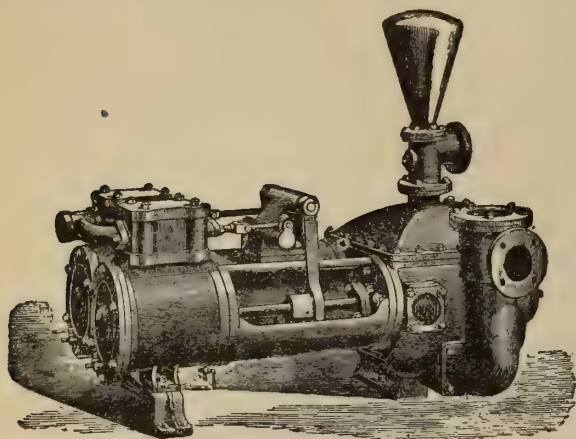
Write for Prices and Discounts

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LONDON, TORONTO, MONTREAL, WINNIPEG.



NORTHEY & CO'S STEAM PUMP WORKS.



TORONTO, ONT.

PUMPS for boiler feeding, fire protection, water supply, mining use, etc.

Single and duplex ^{steam and} water power pumps for all kinds of service.

Independent air pump condensers for attaching to high pressure, marine and stationery engines. Great economy in fuel and power guaranteed.

Prices and particulars on application.

OFFICE AND WORKS: Corner Front and Parliament Sts.

face. I "cured" my smaller window thoroughly by making it air-tight in the following way: I glued several sheets of brown paper over the floor of the window (to keep out gas fumes from cellar below,) and gave it one or two coats of paint. With sheet-rubber draught stopping I had the door made air-tight. This window is now no trouble. The other window was not so easily managed, as I wished to light it inside. The floor was made air-tight in the way just described, and the doors also. A regenerative gas lamp was fixed in the ceiling, with a galvanized ventilating pipe let into a flue to carry off its fumes. To supply the necessary air to support combustion of this gas lamp, a zinc pipe was let into the floor of window and run out under the stallboard opening into the street. Two pieces of canvas were let into this air pipe at intervals to keep out dust, and at one end was a hit-and-miss ventilator, the other end being guarded by perforated zinc. This arrangement keeps the larger window free from steaming on most days, but is of course no benefit when the atmosphere is thoroughly charged with damp or fog.

THE INSURANCE QUESTION.

"How much insurance have you?" Is a question the credit man of your wholesale house will ask you when you come into market the next time, and this leads us to ask you the question now. This is the season of many fires. The defective flues in new buildings now become manifest when fires are built in stoves and furnaces for the first time. The accumulation of dust in hot-air pipes, the stoppage of chimneys, and the faulty arrangement of stoves newly set up, are all frequent causes of fires.

Not long ago a large hotel building in a prosperous town in Western Michigan was burned to the ground, the newspapers stating the loss to be \$150,000. In conversation with an insurance man about this case, he made the remark that the house was insured for but \$75,000. "That shows how much the owner valued his property at," said

the adjuster. This is a view which merchants seldom take of the insurance matter. If you have a stock of \$25,000, and only have it insured for \$10,000, there is danger that the wholesalers and the insurance companies will take it for granted that the sum for which you had insurance was the amount you valued your stock at, and they may think there may have been some skulduggery in the fire.

On business principles we think a merchant should carry as much insurance as he can get on his stock. If he burns out it will not be through any fault of his own. You have not only to trust the carefulness of your own clerks and attendants, but you have to rely upon the good judgment of every other person connected with an adjoining property. A small fire, aided by a big wind, may wipe your stock out quicker than any "cost sale" could ever do, and you be the loser of all your business. With good, clean insurance, you will be far from ruined. You will be benefited, because you will have money enough to start in business again with a fresh, clean stock, and with the sympathy of your trade.

Although it is possible to look upon a fire as a benefit, it is only so looked upon after it occurs, and after the insurance companies have taken all the time they wished in which to pay the losses. Looked at from the other side, a merchant will hardly hail a prospective fire as a blessing, and will do all in his power to prevent it. There are some things a man ought to look to in the beginning of winter in order that he may not be burned out. When the stoves are put up in the store the chimneys should be cleaned.

Care should be taken that the register pits are clean from dust and sweepings, and that the hot-air pipes are well guarded where they pass through the floors. The fires that are caused by neglect of this precaution are many. The lamps which light the store should also be the object of some attention. It is dangerous to use too light a grade of oil, and although most States have oil inspectors, whose duties are to see that oil below a certain test is excluded from the State, there are still some States where

this wholesale law has not yet been passed, and oil of low grade is sold. The temptation to dress windows with light, inflammable stuffs, and the danger of sudden draughts blowing these into the flames of lamps, or of gas jets, is one which should be carefully prevented. —The American Storekeeper.

ST. CATHARINES, ONT

McKINNON DASHES

CHEAPER
BETTER
STRONGER
THAN HAND MADE

If you get the S. F. Quality.

We Are The Leaders

NEWEST STYLES,
LATEST IMPROVEMENTS.

WE HAVE DESKS FOR ALL
DON'T BUY UNTIL YOU HEAR
FROM US.

SEND FOR PRICE LIST AND
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WM. THOMPSON & CO'Y, IMPORTERS AND DEALERS IN SHELF AND HEAVY HARDWARE

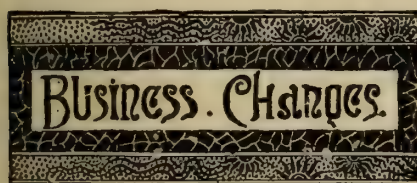
Our Fall Stock of Window Glass is Now Complete.

SPECIAL AXES—"Leader," "Lance," "Queen City," "Honor Bright," "Our Very Best," etc. CROSSCUT SAWS—"Racer," "Lance," "Razor." WHITING SAW SETS. BEAVER FILES. BUFFALO BELT FASTENERS. AXE HANDLES—2n groth hickory and blue oak. AXE STONE. ACME SKATES—genuine Halifax. SOLE AGENTS for Putz Liquid in sample 1-2 pint and 1 pint tins. BOSTON COACH OIL—pints and quarts—

See Our October Job Sheet.

Write for Quotations.

20 and 22 Front Street West, - - - TORONTO.



PROVINCE OF ONTARIO.

Arnprior—Fraser, Isabella (Mrs. Geo.), general store, assigned to W. A. Campbell, Toronto.

Clinton—Angus, Jas., grocery and crockery, stock, etc., advertised to be sold by auction on 22nd inst.

Day's Mills—Barker & Street, general store, cabinet makers and planing mill, assigned to J. P. Galloway, Thessalon.

Harrow—Rumball Bros., (estate of) tin-smiths, stock sold.

Hastings—Fleming, Nancy (Mrs. A. T.), general store, assigned to W. J. Minore, Peterboro'.

Lakefield—Sellins, E. (Mrs. E. E.), general store, out of business.

Orangeville—Gilchrist & Kent, general store and grain, assigned to Thos. Bowles, Sheriff, Orangeville.

Pickering—Downswell, A. B., tinsmith, etc., sold out to T. A. Greig.

Ridgetown—Astleford, Jas., blacksmith and wagon maker, assigned to Geo. A. Watson, Ridgetown.

St. Catharines—Fitzmaurice, F. P., grocer, assigned to C. S. Scott, Hamilton.

St. Mary's—Perrin, Jno. (estate of), groceries, boots and shoes, stock sold.

Toronto—Arnall, W. and Son, fruits, assigned to E. R. C. Clarkson, Toronto.

Wallaceburg—Henderson, D., tinsmith, assigned to A. D. Kennelly, London.

MANITOBA AND NORTH-WEST TERRITORIES.

Brandon—Booth Bros., groceries and cigars—assigned in trust.

Cash City—Sage, Louis M., general store, admitted Christ Gitzel.

Dominion City—Agnew & Co. (co nom), general store, asking an extension.

Marquette—Fairbanks, E. L., general store, removing to Menominee.

McGregor Station—Wisch, R. B. stoves, and hardware, sold out to — Duncan.

Neepawa—Moore, David, general store, sold out to Jas. Patterson.

Regina—Smith & Ferguson, and J. W. Smith, wholesale and retail hardware, succeeded by The Smith & Ferguson and Smith Co., Limited.

Winnipeg—Massey Manufacturing Co., (branch) and Van Allen & Acur, agricultural implements, succeeded by Massey & Co., Limited (incorporated).

QUEBEC.

Cranbourne—Armstrong, S. S., general store, etc., stock, etc., advertised to be sold by auction on 23rd inst.

Hull—Thomas, G. W., groceries, etc., assigned in trust.

Levis—Hunt, Peter, grocer, assigned in trust.

Montreal—Rourke, Wm., grocer, Wm. S. Hogg admitted partner, style Wm. Rourke & Co.; Decry, Michael, grocer, assigned in trust.

New Liverpool—McCready, Nap., general

store, stock, etc., advertised to be sold by auction on 21st inst.

Quebec—Davidson, Henry, teas, etc., deceased; Vaundry, Z. and Fils, plumbers, assigned in trust.

St. Justin De Newton—Gauthier, Arthur, general store, demand of an assignment.

Three Rivers—Rousseau, J. C., groceries and liquors, advertised to be sold out by auction on the 20th inst.

PROVINCE OF NOVA SCOTIA.

Block House—Slaughenwhite, Benjamin, general store, deceased.

Lawrencetown—Phinney, C. S., general store, deceased.

Port Hood—Cameron, Jno., store, bill of sale.

Weymouth—Either, Jos., Tinsmith, bill of sale.

PROVINCE OF NEW BRUNSWICK.

Harvey—Graves & Foster, general store, dissolved, H. E. Graves continues.

TRADE SALES.

Suckling, Cassidy & Co. had their closing sale for the season on Tuesday and Wednesday.

The bank stock of Rumball Bros., of Harrow, Essex County, was sold Thursday to Mr. Wigle, of Amherstburg, at sixty cents on the dollar. The stock was invoiced at \$2,112.39.

Have you tried the Cash System? It would add years to your physical life, as well as to your business life, to be able to buy and sell for ash

FILES AND RASPS

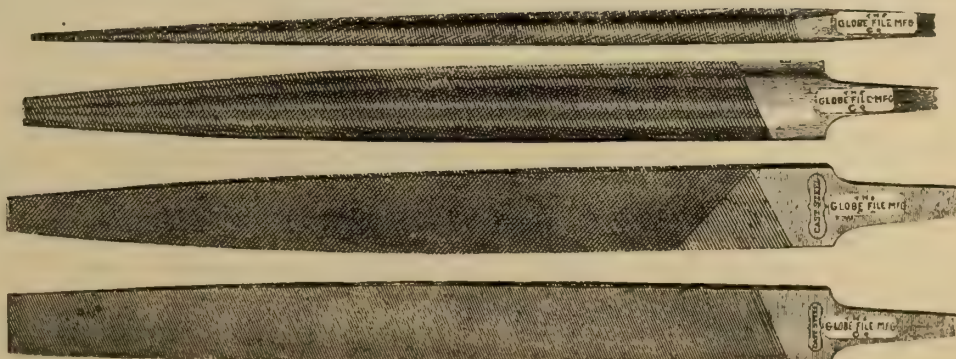
(Of every description)

Made from superior
quality Cast Steel,

(TESTED AND WARRANTED)

GLOBE FILE MFG. CO.,

Port Hope, Ont.



TORONTO LEAD AND COLOR COMPANY'S VULCANIZED FLOOR PAINTS

SOMETHING ENTIRELY NEW.

Dry hard with a fine gloss in 12 hours.

READ OUR TESTIMONIALS.

We have been selling Toronto Lead & Color Co's pure paint about five years. think it the best mixed paint in the market.

WALLACEBURG, DEC. 14th, 1889.

It has given perfect satisfaction, and we

SHAW & WOOLIVER.

THE HOBBS HARDWARE CO.'S CATALOGUE.

Among all the books which acknowledge the word "Catalogue" as their title, we have seen none which more highly exalts that title than does the portly volume so-named by the Hobbs Hardware Co., London. That firm's catalogue fills 1,116 and 39 pages of indexing, guard pages, is encased in a handsome cloth binding, and presents the bulky appearance of a Webster's unabridged. Every page is perfectly printed on beautiful paper in nonpareil type, and many of the pages bear the name of the firm across the letter press, printed in red ink in large skeleton type. The edges are gilded.

The contents of the book are deserving of their fine mechanical setting. They are an extensive enumeration and illustration of all the articles which find a place in a hardware store. Each entry is numbered and accompanied by a cut, in which the article named is pictorially represented. The cuts are in keeping with the paper, printing and binding. They are very detailed and are impressed without a flaw. Thus they not only greatly embellish the volume, but make it highly valuable as a reliable reference book. As a reference book it should be in the hands of every dealer. The possession of it will greatly facilitate ordering. Some of the illustrations, those in which plush case goods are represented, are illuminated. That part of the work has been done as well as the rest. The whole book is a credit to the enterprise of the Hobbs Hardware Co., and to the press of A. Talbot & Co., London, Ont.

E. K. Grayville, traveling for Thos. Scantlin & Son, Evansville, Ind., is evidently one of those whole souled drummers who delights in an innocent joke. At least his advance card, a copy of which we have received, leads to this conclusion. This card is in form like the inner surface of a cut section of pound cake baked in a round tin dish. That may not be a very clear description, but as the form of the card is immaterial, it will have to do. Attached to this card, by a silk cord, are two small druggists' corks, just far enough apart so one of the corks can be placed in each ear, and on the card Mr. Grayville says: Please put one of these corks in each ear, and don't listen to anyone on the subject of stoves until you have seen

me." Those who have had their ears tickled by the ear pieces of the phonograph will "catch on" to the novelty of the thing at once.

The Petrolia Advertiser, a journal especially devoted to the Canadian oil interests, in commenting upon the increased consumption of American oil in Canada, says: "We have been asked by some of our readers to publish again our views about the flash test of our oil, in order to bring the matter prominently before both the crude and refined oil interest of this place as such a change, we think would materially benefit the oil interest of Canada, and we invite discussion on the subject so as to bring out the views of the intelligent thinkers who understand this question. Some people think the gravity clause ought to be expunged from the Petroleum Act, so as to enable the refiners to put any quality of oil they like on the market so long as it is safe, but we hardly think this would satisfy the crude oil interest, as the Canadian public would be more than ever disgusted with bad Canadian oil and not buy it at all. Others think the gravity should be made .790 so as to compel the refiners to make good oil equal to American, and use up our surplus crude. Some of our refiners say that a large quantity of .790 Canadian oil is now being manufactured by them and sold on the Canadian market in competition with American oil, and that it gives just as good satisfaction to those who use it, as the best American oil. We think, however, that the flash test of our oil in Canada is too high, even higher than in any other country in the world, 95° by the Abel instrument is our test, and is laughed at by experts who think that 73° oil is safe enough, which is the test by the same instrument in England. We do not agree with this English test as we do not think it suitable for our climate but we think that 85° or 90° would be perfectly safe, and this would enable us to get more of the light burning percentage out of our Canadian crude oil to compete with the high class of American oil coming into this country. At present we only get 7 gallons of 790° refined oil out of a barrel of 35 gallons of crude, imperial measure, which is fit to compete with the best American oil of the finest quality, and it is thought that if the flash test was reduced to 88° or 90° we could get 9 gallons refined out of a barrel of crude, of a quality as good as the best American oil, and that the importation of American oil would be reduced proportionally and in consequence this would give a greater demand for our crude oil.

BUSINESS CHANCES.

MALLEABLE IRON FOUNDRY IN GUELPH. Complete Machinery, Stock and Premises. A good opening. A. S. SMITH, Mail Building, Toronto.

HARDWARE PARTNER WANTED—Active or silent, with \$500 capital, in a well established and growing trade, consisting of housefurnishing hardware, dairy supplies, and utensils, stoves and furnaces, and a general jobbing and tinners' building trade. Location, one of the best towns in Canada. To a silent partner 10 per cent. annual dividend guaranteed. Apply, X. Y. Z. Hardware office. 42

THE Dominion Wire Rope CO., Limited.,

MANUFACTURERS OF



(Works at Lachine).

FOR HOISTING, MINING, TRANSMISSION OF POWER, TOWING, SHIPS' RIGGING, AND GUYS, LANG'S PATENT WIRE ROPE FOR TRANSMISSION AND COLLIERY PURPOSES, ETC., ETC.

**JAMES COOPER, Agent,
MONTREAL.**

HOBBS HARDWARE CO'Y LONDON.

WHOLESALE ONLY.

— Plate Glass, Builders' Hardware —
●● Silverware ●●

ROOFING MATERIAL, CORDAGE, CROSS CUT SAWS.

See our Eleven Hundred Page Hardware Catalogue.

MARKETS

TORONTO, January 24, 1890.

It cannot be said that general trade has shown any improvement this week; in fact, all reports go to show that business is still monotonously quiet, nor are there any symptoms of greater activity manifest. In view of the state of general trade throughout the country, retail merchants are exercising great caution in placing orders and as a matter of fact, a good many of them are already pretty well supplied in all staple lines, and do not require to make fresh purchases in order to fill up stocks.

On the part of merchants there is not that confident feeling that characterized the trade a couple of months back. Wholesale merchants are evidently realizing that the future may not have that prosperity in store for them that they not long since so confidently counted on, although they still think that trade is in a pretty steady and solid position. There is this to be said, that stocks now in hand are in a great measure being enhanced in value week by week, and that when they do sell it will be at a distinct profit.

There appears, indeed, to be no weakness in general lines, and all indications point to still higher prices. With the advancing markets in the old country it is improbable that prices here will decline, and everything tends to a higher range of values, which will undoubtedly be the case.

The unfavorable feature of the trade at the present time is the lack of prompt payments. There is not a wholesale hardware merchant who at present can say that the bills have been met in even an average manner, and it is a fact that a good many more than the usual number of renewals are now being asked for. There is this to be said, however, that all other trades are at the present time suffering quite as much as, if not more, than the hardware men in this respect, nor in the present condition of business in the country can this be wondered at. Money is tight in the city and very scarce in the country. The banks recognize this, and are preparing for it, and wholesale merchants do not fail to realize that a season of financial stringency is before them.

In the local market this week again prices have tended upward. The advance of 10c. noted in bar iron last week was made by one wholesale firm only, but manufacturers have not yet signified their intention of putting up the price, although advices from the old country would quite justify them in so doing. On wire nails, moulding nails and butts prices are higher this week, and new lists have been issued. The foreign speculative markets have been slightly weaker on the week. The expectation of a strong position being shown at the quarterly meetings of makers were realized, but many holders have taken opportunity to sell at a profit since the meeting, so that a large business has been done at irregular prices. Manufactured iron of all classes has been strong at the advanced prices made at the quarterly meetings and a large business consummated.

Ingot tin remains quiet at last week's decline, and the feeling is still easy in sympathy with foreign advices. London is again lower this week, cables giving the quotation at £94 for spot, and £94 17s 6d.

for futures. Another cable from London states that block tin has ruled much lower on an active business, speculative and otherwise. Heavy shipments from the east have been absorbed, leaving but little accumulation of stock in importers' hands. Large quantities are due to come forward during the next few weeks, but a large part of the same is said to have been sold on the London market.

Tin plates are firm at the late advance although not a great deal of business is doing. In the London market there has been quite active buying at makers' prices, and the market is strong. All the works are very busy, and makers express confidence in higher prices, being nowise alarmed at the heavy stock at shipping points. The December exports to the United States were 21,000 tons, or about the same as in December, 1888. During the month of December there were exported from Great Britain to Canada 613 tons of tin plates, valued at \$45,635, against 826 tons, valued at \$59,465 in December 1888.

In Canada plates there has been quite a considerable amount of speculation lately, both here and in Montreal. Sales have been made in the Montreal market for future delivery at \$3.25 and at \$3.20, and prices are said to have been advanced 25c. all round. There is no really legitimate business doing at the present time, however, as consumers do not buy at this season of the year, and the price when the demand does spring up is as yet a matter of conjecture, although many hold that it will be above present figures.

The tone in the lead market continues rather easy, but as the demand is limited it has had no marked effect on prices. The London market is again easier at £13 17s. 6d. for soft Spanish.

Sheet and block zinc are still held firm, but retailers do not yet appear to show any greater disposition to purchase. Ordinary Silesian is higher in London at £24 12s. 6d.

Copper is still very dull and without change in this market. The London market has declined to £48 15s. spot, and £49 10s. futures. The trade demand has been good, but gives some indication of slackening, and consumers consider present prices too high. The narrowing down of the premium on forwards is looked upon as indicating that there is more available copper in the hands of the public and heavier accounts open for a rise at present than for some time past.

Glass is very firm at present, and indications are that it will be higher in the future. Foreign advices all point to a rise in prices and most dealers will have to place their orders at these advances, which will make the article higher to the consumer.

In paints and colors there has been absolutely no change during the week. Business remains exceedingly quiet, and shows no signs of immediate improvement. Some of the manufacturers have recalled their travellers, not deeming it worth while to keep them on the road, and those travellers who are out are not doing much business, while the only letter orders being received are of a routine nature. No alteration has occurred, and all outside advices have been featureless.

NEW YORK MARKETS.

NEW YORK, JAN. 23, 1890.

The one new feature in the iron and steel trades the past few days is an advance of \$1 per ton in the prices of steel rail. Agents of

all the Eastern mills are now quoting \$36 f.o.b. at works as bottom figures for standard sections, and it is intimated that a further advance of \$1 will shortly be made. The higher price, it is claimed, is justified by the cost of crude materials and the extent to which future proceeds is already sold ahead. According to official data there had been sold up to the 1st instant for 1890 delivery, a total of 746,895 tons by the associated manufacturers. No rails to speak of have been carried over from last year, it is claimed, and the general position would thus appear to be better at the present time than for many years. The cost of crude materials is high, and considered likely to remain so indefinitely, whilst a large proportion of the contracts in hand for rails were taken at prices much lower than those now quoted. Last year the associated mills delivered 1,271,438 tons, and agents calculate that the movement in 1890 will be as large. Besides, importance is attached to the fact that several establishments which ran wholly upon rails until within a very recent period, have more or less extensive orders for other forms of steel that will divert a certain amount of capacity to the latter. In other words, it is made to appear that the steel manufacturing establishments are less dependent than ever before upon the railroad companies, and the drift of things suggest that manufacturers have determined to obtain relatively as good prices for rails as for their other productions. Few new orders have come upon the market the past week, but buyers who had options at \$35 have manifested more disposition to close, and it is expected that about 30,000 tons will shortly be taken. Several thousand tons of light rails have been sold at prices on the basis of \$36 at works for heavy sections. Steel billets and slabs are still quoted at \$36 upward and wire rods at about \$51 at the works, which prices are considerably below those at which foreign productions can be purchased delivered here.

TIN.

Pig tin has ruled fairly steady in the absence of any material variation in the prices of the metal in the London market. Speculation has moderated, however, and purchases for trade and consumers' account have been moderate. On the Metal Exchange 35 tons sold at \$20.55 spot. Tuesday's prices were about \$20.50 to \$20.55 for round lots, and 20⅞c. to 20¾c. for jobbing quantities.

COPPER.

Copper has undergone no change. Consumers seem to be getting along very well with the stock received in delivery on contracts, and manifest no disposition at the moment to buy largely ahead. Speculative interest is tame and not particularly "bullish" in tone. The prices generally quoted are 14½c. for Lake Superior ingot and 13c. for common casting copper, but moderate purchases could doubtless be made at a shade less.

LEAD.

The condition of the pig lead market is about the same as it was a week ago. Only moderate purchases have been made here or in the West. The demand has continued slow, and \$3.85 remains the price for spot stock.

SPELTER.

Spelter is selling in moderate quantities only, but the movement on old contracts keeps supplies in good shape, and prices

MARKETS—Continued

remain steady at \$5.35 to \$5.45 for ordinary brands of Western common.

TIN PLATE.

In the tin plate market there has been no change of importance. Prices are firmly held, but transactions and inquiries continue moderate.

MONTREAL

MONTREAL MARKETS.

JANUARY 23, 1890.

There has been really no business done in any branch of the iron and hardware trade, though it never was in a better condition than at the present day. Want of sleighing at all points west of Montreal, and the prevailing epidemic is the cause of the present dullness, but all houses look forward to things moving the first of next month. Out of fourteen hardware merchants called on in a town near Montreal, last week, a traveller found eleven out of the fourteen in bed with la grippe. The looked for advance in carriage bolts has taken place. The combination has increased the price 12½ per cent.

HARDWARE.

In all lines of hardware there has been a big advance in prices owing to the increased cost of labor and material. Heavy manufacturers of cutlery have advanced prices 5 to 7½ per cent., and a still further increase is anticipated later on. The Edge Tool Manufacturer's Association, of Sheffield, has been revived and their goods advanced 10 per cent. Lock, padlock, etc., advanced from 7½ to 20 per cent. Holloware advanced 10 per cent. the beginning of the year.

SADDLERY HARDWARE.

A fair trade has been done in saddlery hardware, with the usual advance as noted in other lines. Daniels' bits have increased 10 per cent., other grades of steel bits, 16 per cent. Wrought goods have taken an immense jump, 30 per cent. being now asked over former prices. Even at these figures makers will not accept orders for future delivery.

IRON AND COPPER.

There was a little more activity shown this week than for some time. Pig iron warrants in Glasgow have dropped to 61s. Summerlee iron is still held at \$27 to \$28. Gartsherrie \$26.50, and Eglington \$25. The market for finished iron continues firm at former prices. Foreign bars are at \$2.75, and Canadian at \$2.50. There has been a further advance in tin sheets and galvanized iron of ¼c. Tin plates, \$4.25 to \$4.50 for cokes, and \$4.75 for charcoals. The metal markets continue firm. Copper, 14¾c. for round lots; sheet copper is quoted at £67 and quiet. The lead market is weaker, stocks light and holders firm at \$4 to \$4.15. Tin, 24c. to 25c. Zinc, \$6.50 for sheet, and spelter, 6¼c.

NAILS.

The higher prices looked for have not taken place as yet. Makers still continue to refuse orders in view of the strong feeling on raw material. Higher prices are almost sure to rule. The discount on horse nails

has been reduced, which means an advance. Horseshoes have remained firm at \$3.65 for round, and \$3.75 for small lots.

CUT NAILS.

10 dy @ 60 dy, hot cut, per keg	\$2 65
8 dy @ 9 dy, " "	2 90
6 dy @ 7 dy, " "	3 15
4 dy @ 5 dy, " Am. pat	5 40
3 dy hot cut, per keg, " "	4 15
3 dy fine hot cut, per keg, Am. pat.	2 65
4 dy @ 5 dy, cold cut, per keg	3 15
3 dy, cold cut, per keg	3 65
2 dy, fine hot cut, Am. pat.	5 85

STEEL CUT NAILS.

10 dy @ 60 dy, per keg	\$2 75
8 dy @ 9 dy, " "	3 00
6 dy @ 7 dy, " "	3 25
4 dy @ 5 dy, " "	3 50
3 dy, per keg	4 25
3 dy, fine, per keg	5 75

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	\$4 65
4 dy @ 5 dy, per keg	3 90
6 dy @ 7 dy, " "	3 65
8 dy @ 9 dy, " "	3 40
10 dy @ 30 dy, " "	3 15
Cut spikes, " "	2 90

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	\$5 05
1 " " "	4 65
1 ½ " " "	4 35

Finishing nails 75c. per keg over same size hot cut, viz., from \$6.60 for inch to \$2.65 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.60 for 1-inch to \$3.40 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$7.10 for 1-inch to \$3.90 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand 50 per cent. discount, for small lots. Large lots 50 and 10 four months, with 5 per cent off for cash in 30 days.

CEMENT AND FIRE BRICK.

Prices and trade remain unchanged—quiet. Advices from other side point to a good spring trade. Cement firm at \$2.70 to \$2.90. Firebricks are still in fair demand at \$25 to \$30 per 1,000.

GLASS.

The looked for advance spoken of in our last has not been noted as yet. First break \$1.60, second break \$1.70, third break \$2.00.

PAINTS AND COLORS.

The advance in pig lead noted in our last issue has been sustained, and has resulted in the stiffening of all lead products, such as orange mineral, red lead and ground litharge. Prices remain unchanged: ground white lead, Association guaranteed, is held at 6¼c. to 6½c. No. 1 and No. 2 grades unchanged.

Linseed oil made two drops the first of the week, but has again regained its former price of 62c. for raw and 65c. for boiled. There has also been an advance in the English markets, but has not interfered with the market here. There is a fairly good stock in this city.

Turpentine unchanged at former prices, though the indications are that it will be easier.

THE ONTARIO BANK.

The Ontario Bank whose head office is in Toronto, has been a most unfortunate institution. The many troubles in its career are well known to our readers. Recently, it suffered several large losses by the failure of the Polson Iron Works, a produce firm, and

in the North-west. The most serious of all its recent troubles has first been made public. This has been the discovery that several of the employees in the Toronto Branch had made away with large sums of money, chiefly by permitting their friends to overdraw their accounts. Brown, one of these, has skipped to Buffalo, while "Rolly" Moffat the other is in jail here. The mode of procedure was not altogether a novel one, for such cases have occurred before, but they were quickly detected. By an understanding with Brown, he marked cheques as good for certain of his friends. These were deposited in another bank, and on being returned to the Ontario, were stolen, it is said, by Brown, and not charged up. Brown admitted having taken \$40,000 or \$50,000 of bank funds in this way. The nature of the charges against Moffat are apparently not so serious. He says that when he discovered the irregularities referred to above, he called Brown's attention to them, and the latter promised to make things all right; not doing so, Moffat reported the matter to the manager. A thorough examination of the books was then commenced and is now going on. In the course of these it was discovered that Mr. Moffat had cabled £80 to London in August last, to put up on the O'Connor-Searles boat race, in the name of general manager Holland. It was on a charge of stealing this money that he was arrested. It is said that the matter would have been overlooked, were it not that the Guarantee Co. insisted on a conviction before paying over the money. What the losses to the bank will be it is difficult to say, but it would not surprise us if the total amount would be close to \$200,000. That such irregularities were going on under the eye of the general manager and the leading officials of the bank, would indicate that something is radically wrong in a banking system that permits it. In any well regulated bank, such proceedings would have been discovered in a very short time. Either the banking law should be changed or the Directors of Ontario should see that a better system is adopted. Of course at this time we hear a great deal about the neglect of the Directors, but we do not agree with this cry. It is no part of the Directors' work to look after the office management. Ontario has a good Board. Its Directors are shrewd, careful, mature business men.

The St. Catharines' Business Men's Association met on the evening of the 18th in their new club rooms over the China Hall. At a previous meeting it was decided that the medical and legal profession would be excluded, but dentists are eligible on the ground that they are manufacturers. There are at present one hundred members and it is expected that fifty new members will join at the next meeting. The rooms will be comfortably fitted up and be opened to the members every evening except Sunday for social chat, games, etc.

NOVA SCOTIA MINING.

The New Glasgow Iron, Coal and Railway Company, who are the principal owners in the Nova Scotia steel and forge works, are building a railway to the iron deposits and have all the plans ready for erecting smelting furnaces early in the summer. The steel works employ 420 men, paid \$137,000 in wages last year, consumed 30,000 tons of coal, produced 12,000 tons of iron and steel, valued at \$600,000, on which \$68,000 was paid for freight to railways. The production in 1889 was 314 per cent. over 1884. To supply the enormous and growing requirement of pig iron for those works the Coal, Iron and Railway Company has been organized with a capital of \$1,000,000. The company includes John P. Mott, Halifax, president; Graham Fraser, New Glasgow, vice-president; John F. Stairs, ex-M.P., Halifax, and William Jack, ex-M.P., Glasgow, Scotland, directors. Already \$100,000 has been expended in the purchase and development of iron properties, and some magnificent iron areas have been secured in Pictou and Colchester counties. A coal area with 3,000,000 tons in sight has also been secured and will be at once opened up. Mr. Fraser, said, to effectually establish the iron trade of Canada the Government should continue the present tariff of \$4 per ton on pig iron, and in addition grant a bonus spread over ten years, arranged as follows: During the first three years of operation of any new furnace give it a bonus of \$3 per ton; the next three years a bonus of \$2 per ton, and during the next four years a bonus of \$1 per ton. Were this policy adopted by the Dominion, and the existing work put on the same footing, it would, he thinks, assure capitalists that the Government was fully in earnest in establishing an industry for which the country is well adapted, and one which will be able to meet all foreign competition when once it gathers the necessary experience and strength, which can alone be gained by a few years of practical work. And it is just during these few years that assistance is so vital and will do so much good.

Another company, the Nova Scotia Mid-

land Railway and Iron Company, is also building a railway to the iron field and preparing to erect blast furnaces. This is an American company, capital ten millions. They have secured forty square miles of iron and coal lands and are busily at work building a railway of sixteen miles to the ore beds. They will manufacture the ore into pig iron and thence into steel rails, plates, etc.

They propose to commence the manufacture of pig iron with one furnace of 40,000 to 50,000 tons capacity per annum, which, with the manufacture of its products into bessemer steel, steel rails, plates, etc., will give employment to more than 1,000 men, the mining and consumption of over 150,000 tons of coal per annum and the local circulation for labor alone of considerably over \$1,000,000 a year, not to speak of the enormous indirect advantages to the whole country. And this is only the starting point in the operations of this one company.

ONE EFFECT OF THE UNSEASONABLE WEATHER.

Some of the Chicago newspapers are inclined to poke a little fun at the members of the stove trade on account of the unseasonable weather and the advancing tendency of pig-iron. One of these papers gives expression to the following:

The stove men are losing their appetites. They are a peculiar class of beings. Cold weather is a necessity to them. If cold weather hangs off they get feverish. They clamor for a change. They want ice and plenty of it. And if the glad new year comes before Jack Frost gets a good grip on nature and begins that twisting process which brings tears to the eyes and color to the cheeks, the stove man might as well shut up shop for a year, because people will put off buying stoves until next fall. Any kind of a worn-out stove will do for what is left of a winter after January 1. Of course when people do not buy any stoves the people who have stoves to sell do not sell them. This is susceptible of proof. And in addition to the misery which the miserable stove men are suffering on account of this

miserable weather iron has gone up 20 per cent. Iron up and weather down makes a bad state of affairs for stove men. The two things really necessary about stoves are iron and plenty of the most excruciating cold weather. These things are almost out of reach this year, and stove men are crying out for people to come and buy stoves whether they want them or not.

On Friday night Prof. Goodwin gave a very useful and instructive lecture in Convocation hall, Queen's University, Kingston, for the benefit of ironworkers. The audience was small, but appreciative. His subject was "The New Metal." This is so common in its burnt condition that it only required a less costly mode of extracting it to make it cheaper than iron. This new metal is called aluminum. Fenn's aluminum, when used in smelting, caused the iron to run more like water, produced a finer grain, carries a greater load, prevents shrinkage and blow holes, does not hurt with chilling or burn itself into the sand. He spoke of aluminum bronze, an alloy, being used for monuments, etc. Because of the brilliancy and durability of aluminum he believed there was going to be a vast field opened for its use in the future. After giving experiments and showing aluminum in its different states, he said that in our system of education there was wanting practical as well as theoretical teaching. He stated that a lot of work was going to waste; coal and wood contained work, and when coal was burnt one could get no more work out of it. He believed a good deal of work was going to waste among human beings for want of enlightenment, hence the object of his lecture.

You can always trace a registered letter, and a copying-press for letters is a sensible investment, if used.

Are you selling for cash? or are you losing 50 per cent of your profit by trusting everybody and anybody?

"A good name is rather to be chosen than great riches."—Solomon.

There is no art or science that is too difficult for industry to attain to."—Clarendon.

A soft answer turneth away wrath, and a harsh answer turneth away a customer.

Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J.T. HUBER & Co, Berlin, Ont.

DUNCAN S. MACINTYRE, HARDWARE AND METAL BROKER.
RAILWAY & CONTRACTORS' SUPPLIES.

Agent for Portable Car Scale Company
and Smith's Rail Saw.

154 St. James Street, Montreal.

Lowest Quotations Railway Spikes, Scrapers, Barrows, Ploughs, Spades and Shovels, Waste, Hammers, Drills, Steel, Picks, Crowbars, etc.



The above Brand of Lead
Requires no Association Guarantee.
It is the STANDARD of the Dominion for
Purity, Fineness and Whiteness.
WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

Williamson & Lambe STORAGE.

54 & 56
Wellington St. E.,
TORONTO.

RUBBER STAMPS

ALL KINDS OF
Rubber and Metal Stamps
AT LOWEST PRICES. Write for Prices
The Hardware
Publishing Co.,
6 Wellington St. W., Toronto.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb. . . 24, 25c
Straits 100 lb ingots. 24, 25
Strip 26, 27

Tin Plates—Charcoal Plates, Bright.

Bradley Grade—	Per box.
I.C., usual sizes	\$6 00 \$6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
*Raven & Ynis Grade—	
I.C., usual sizes	5 25 5 50
I.X., "	6 25 6 50
I.X.X., "	7 25 7 50
L.XXX., "	8 25 8 50
D.C., 12½ x 17	4 75
D.X., usual sizes	5 75
D.X.X., "	6 50 6 65

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 50 4 55
I.C., special sizes	4 65 4 75
B.V. Grade, I.C., usual sizes	4 50 4 65

Charcoal Plates—Tern.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 50 8 75

Charcoal Tin Boiler Plates.

Bradley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Iron and Steel.

Common Iron, per 100 lb	\$2 50
Refined " "	2 75 2 85
Horse Shoe " "	2 75 2 85
Band " "	3 00
Hoop " "	3 00
Swedish " "	4 00 4 50
Nova Scotia Bar Iron	3 00
Sleigh Shoe Steel	2 50
Machinery, Tire Steel	3 25
Best Cast Steel, per lb.	0 13 0 14
Russian Sheet " "	0 11 0 12
Tank Plates	2 25 2 50
Boiler Rivets	4 50 5 00

Boiler Tubes.

2-inch	12½c
3-inch	17½

Boiler Plate, ½ inch	\$3 50
" 5-16 "	3 35
" ¾ "	3 25
Sheet Iron, 1 to 20 gauge	3 25
" 22 to 24 "	3 50
" 24 to 26 "	3 50
Canada Plates, Blania	3 50
" Boars Head	3 75
" Maple Leaf	3 50
All Bright	3 50

Galvanized Iron, Queen's Head—	
16 to 24 gauge, per lb	5, 5½c
26 gauge, "	5½, 5¾
28 " "	5¾, 6

Galvanized Iron, Gordon Crown—	
16 to 24 gauge, per lb	5½, 5¾
26 gauge, "	5¾, 6
28 " "	6, 6½

Note—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, ½ inch, per lb.	4½c
" 7-16 inch "	4½
Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—Ingot.

Lake Superior, per lb	0 15½ 0 16
Baltimore	0 15 0 16
English B.S.	0 13½ 0 16

Bolt or Bar.

Cut lengths, round, ½ to 1 in.	\$0 28 \$0 31
" round & square	
1 to 2 in	0 26 0 28

Note—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,	
16 oz, 14x48 and 14x60	\$0 19 0 20
Untinned, 14 oz, and light,	
16 oz, irregular sizes	0 20 0 21
Note—Extra for tinning, 2½ cents per pound, and tinning and half planishing 5 cents per pound.	
Planished and tinned, 14 x	
48 and 14x60	0 30 0 32

Brasiers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb.	0 20 0 24
" 35 to 45 "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned, per ss.	0 26
Spun " "	0 30

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 26
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21 0 25
" 27 to 30 "	0 23 0 29
" 30 and up	0 26 0 29
Sheets, hand-rolled 2x4 ft.	0 22 0 24

Zinc Spelter.

Foreign, per lb.	0 06 0 06½
Domestic " "	0 05½ 0 05¾

Zinc Sheet.

5 cwt casks.	0 06½ 0 06¾
Part casks	0 06½ 0 07

Lead.

Imported Pig, per lb.	0 04 0 04½
Domestic " "	0 04 0 04½
Bar, 1 pound	0 05 0 05½
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 27½ p.c. discount.

Note—Cut lengths, net price; ton lots 27½ and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 20 0 22
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Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb.	\$0 21 \$0 22
Other makes	0 20 0 21

Pure White Lead, ground in oil,	
Associat'n guarantee, per lb.	\$6 06½
No. 1 Do.	0 05½
No. 2 Do.	0 04½
No. 3 Do.	0 04½

Prepared Paints.

(In ½, 1 and 1 gallon tins.)
Pure, per gallon \$1 20
2nd qualities " 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)	
Venetian Red, per lb	0 05
Chrome Yellow "	0 09
Golden Ochre "	0 06
French "	0 05
Marine Black "	0 09
" Green "	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry.

Yellow Ochre (J.C.) in bbls, per lb	0 01½
" (J.F.L.S.) "	0 01½
Venetian Red (R.C.2) "	0 01½
" (1343) "	0 02
English Oxides "	0 03½
American " "	0 02½
Paris Green, per lb	0 19
Burnt Sienna "	0 08½
Burnt Umber "	0 06
Drop Black "	0 12
Chrome Yellows "	0 12
" Greens "	0 12
Golden Ochre "	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 70
Brown Japan "	0 70
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 20
Hard Oil Finish "	1 50

Linseed Oil (in bbls).

Raw, per gal	\$0 65 0 66
Boiled "	0 67 0 68

Turpentine (in bbls).

Selected Packages, per gal	0 67 0 68
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Toronto Lead and Color Co.'s Paints.

Pure Pr'd Paints, ½, 1 gal tins, p. 31, 1 10	
Elastic " "	0 90
Metallic paints, for barns, in bbls	0 75
Carriage " " qts, 60c; nts, 45c	
" " Top Dressing. " 60c; " 45c	

White Lead, pure, 25-lb irons, per lb	0 06
" No. 1	0 05
" No. 2	0 04
" No. 3	0 04

A. G. Peuchen & Co.'s Prices.	
Paint Oil, boiled	0 35
Peuchen's Pure English Paint in 1 1/2 and 1 gals. per gal	1 12 1/2
Peuchen's Prepared Paint	1 00
2nd Quality Mixed Paint	0 75
Carriage Colors, quarts	0 55
Pure Lead, a guarantee	0 06 1/2
Best White Lead	0 05 1/2
No. 1 Lead	0 04 1/2
No. 2 Lead	0 04
Yellow Ochre	0 01
Golden Ochre, French	0 02
Extra Golden	0 03
Paris Green, pure	0 18
One pound package, pure	0 20
Cookson's Venetian Red	1 50
Best Vermillion	0 15
2nd Quality Vermillion	0 10
3rd	0 07
No. 1 Furniture Varnish	0 65
Brown Japan	0 65
No. 1 Carriage	1 25
Elastic Oak	1 25
Orange Shellac	2 00
White Shellac	2 25

Acme Paints.	
Neal's Carriage, discount 40 p.c.	
English Oxide, by the barrel	0 02
American Oxide	0 01 1/2
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p.c.	
Granite Floor, in tins, 90, 47 1/2 c.	0 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p.c.	
" Wagon and Imperial, dis 40 p.c.	
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz	1 25
Acme Carriage Top Dressing, \$1 75	per doz 4 00 8 00

HARDWARE.

Ammunition—Cartridges.	
Rim Fire Pistol, discount 45 per cent.	
Rim Fire Military, net list.	
Central Fire Pistol & Rifle, dis 18 p.c.	
Central Fire, Military and Sporting, net list.	B.B.Caps, discount 45 p.c.
Wads, per 1,000	
Eley's	\$0 60 \$1 60

Anvils.	
Per lb	0 07 1/2 0 12 1/2
Anvil and Vice combined each	4 50

Augers.	
Gilmour's, discount 50, 50, 10	
Hollow Stearn's per doz	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughn's, each	1 35 1 60
Excelsiors, Jennings', discount 50 per cent.	

Awls.	
Sewing, per gross	0 65 1 59
Pegging, " "	0 65 1 25
Brad, " "	0 85 1 60
" handled	3 60 7 30
Saddlers', " "	0 45 1 60

Awl Hafts.	
Patent Peg, per gross	7 50 9 00
" Sewing, " "	7 50 9 00

Awl and Tool Sets.	
Millar's Falls, per doz	2 80 8 30

Axes.	
Per box	7 00 12 00

Axle Grease.	
Per gross	8 00 15 00

Bath Tubs.	
Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p.c.	

Bells—Hand.	
Light Brass Nos. 3 to 10	Per doz. 1 80 14 50
" Nos. 2 to 10	1 00 9 00

Door.	
Gongs, Sargent's	5 50 8 00
" Peterboro	4 63 13 50
Cow.	
American make, discount 61, 60 and 10 per cent.	
Canadian, dis 45 and 50 p.c.	
Farm.	
American, each	2 00 5 00
House.	
American, per lb	0 35 0 40

Bellows.	
Hand, per doz	3 85 4 75
Moulders' "	7 51 10 01
Blacksmiths' discount 35, 40 per cent.	
Belting.	
No. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37 1/2, 40 per cent.	
Bench Stops.	5 00 6 00

Bits—Auger.	
Gilmour's dis 55 to 60 p.c.	
Excelsior—Jennings', discount 60 per cent.	
Jennings' Imitation, list 45, 47 1/2 per cent.	
Jennings' Gen, net list.	
Car.	
Gilmour's, 47 1/2 50 per cent.	
Expansive.	
Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.	
Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20
Blind Rollers.	
Annex	1 25 1 75
Mascot	1 35 1 85
Blind and Bed Staples.	
All sizes, per lb	0 11 0 15

Bolts.	
Carriage, dis, 60 to 60 and 5 per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis, 40 to 45 p.c.	
Elevator, dis., 35 to 40 p.c.	
Machine, dis., 60 to 60 and 5 p. 5.	
Boring Machines.	
Complete, with Augers, ea.	5 25 7 00
Braces.	
Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 60 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.	
Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20
Broilers.	
Light, dis. 65, 70 per cent.	
Vegetable, per doz	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.	
From 8 to 12 inch, per doz.	5 00 40 23
Butts—Brass.	
Wrought Brass dis. 60, 62 1/2 and 10 per cent.	
Cast Iron.	
Loose Pin, dis. 60, 60 & 10 p.c.	
Wrought Steele.	
Fast Joint, dis. 60, 60 & 10 p.c.	
Loose Pins, " 60, 60 & 10 p.c.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.	
Acme, per gross	9 00 10 00
Sardine Scissors, per doz	3 75 4 50
Card.	
Horse, per doz	0 70 0 95
Carpet Stretchers.	
American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.	
Bissell, per doz	22 50
World	21 75
Daisy	24 00
Star	18 00

Crown Jewel, per doz	29 00
Grand Rapids, " "	32 40
Cartridges—See Ammunition.	
Castors.	
Bed, new list, dis. 50 p.c.	
Plate " dis. 50 p.c.	
Cattle Leaders.	
No 31 and 32, per gross	8 50 11 25
Cement.	
Portland, car load lots	3 2
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.	
White, lump, per lb	0 01 1/2 0 01 1/2
Red	0 05 0 06
Crayon, per gross	0 10 0 15
Chisels—Socket, Framing and Firmer.	
American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz	0 85 4 00
Churns.	
Amer., dis. 50 p.c.	
Judd's, dis. 20 p.c.	
Stearns, per doz	3 00 10 00

Clamps.	
Judd's, dis. 20 p.c.	
Stearns, per doz	3 00 10 00
Clips.	
Axle, dis. 65 p.c.	
Coffee Mills.	
Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
No. 2	2 70

Compasses, Dividers, etc.	
American, discount 65 p.c.	
Cradles, Grain.	
Canadian, discount 25 p.c.	

Door Springs.	
Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English, " "	2 00 4 00

Draw Knives.	
American, dis. 70, 70 & 5 p.c.	
Canadian, dis. 25 to 35 p.c.	

Drills and Drill Stock—Breast.	
Millar Falls, per doz	16 00 51 50
P. S. & W., dis. 40 per cent	

Twist.	
Morse, dis. 30, 33 1/2 per cent.	
Standard, dis. 40, 45 p.c.	

Elbows—Stove Pipe.	
Dis. 17 1/2, 22 1/2 p.c.	

Fawcetts.	
Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star	2 80 3 90
Fenns Corkstops, No 2 p.doz	1 70
Petroleum, per doz	4 50 6 50

Files.	
Kearney & Foote's discount Am. List,	
5 & 5, 50 & 10	
Barton Smith, dis. 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis., Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25 p.c.	
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c.	
Am list, 50 p.c.	
Horse Rasps, Heller's dis. Am. list, 45, 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33 1/2 p.c.	

Fluting Machines.	
Each	0 60 2 00

Forks.	
Hay, Manure, etc., dis. 40 per cent.	

Freezers, Ice Cream.	
Peerless, discount 45 p.c.	
Gen, dis. 50, 50 & 10 p.c.	

Washers and Wringers.	
Standard M'fg Co.'s Goods.	
per doz	
Standard Wringers	\$51 00
Dowdell Washers	57 00
Victor Churns, No. 1	57 00
" 2	63 00
" 3	80 00

Fruit Presses.	
Henis' per doz	4 00
Enterprise, discount 10 p.c.	

Fry Pans.	
Acme, discount 50 p.c.	

Gauges—Marking, Mortise, etc.	
Stanley's, dis. 50, 55 p.c.	

Wire Gauges.	
Winn's, Nos. 26 to 33, each	1 65 2 40

Glass.	
4th quality Star, 1st break	1 55
" 2nd "	1 65
" 3rd "	3 70
" 4th "	4 00
" 5th "	4 30

Window Glass.	
Pilkington's ordinary.	
1st break	\$3 38
2nd "	3 60
3rd "	4 23
4th "	4 59
5th "	4 95
6th "	5 50
7th "	6 10

Picture Glass.	
Pitkington's ordinary.	
1st break	4 00
2nd "	4 29
3rd "	4 55
4th "	5 50
5th "	5 90
6th "	6 38
7th "	7 15

Glue.	
American, per lb	0 09 1/2 0 10 1/2
Canadian	0 09 0 10
French Medal "	0 13 1/2 0 15
White	0 16 0 20

Glue Pots.	
Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.	
P. S. & W., per doz	4 25 4 65

Hammers—Nail.	
Maydole's net list, Can. discount, 25 to 27 1/2 p.c.	

Tack.	
Magnetic, per doz	1 10 1 50

Sledge.	
Canadian, per lb	0 12 1/2 0 15

Ball Pean.	
English and Can., per lb.	0 25 0 37 1/2

Handles.	
Axe per doz	1 00 3 50
Store door "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.	
Firmer per gross	3 00 4 50
Socket Firmer "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.	
C. & B., discount 30 p.c.	
Hoe.	
C. & B., discount 30 p.c.	

Saw.	
American, per doz	1 00 1 25

Plane.	
American, per gross	3 15 3 75

Hammer and Hatchet.	
American, per doz	0 50 0 80

Cross Cut Saw.	
Canadian, per pair	0 18 0 25

Hangers.	
Door 4 and 5 inch, per pair	0 40 0 80

Hatchets.	
Can., dis. 37 1/2, 40 p.c.	

Hinges.	
Blind, Parker's, dis. 60, 60 and 5 per cent.	

Light T and strap, dis 60, 62 1/2 per cent.	
Heavy, per lb.	0 51 0 05 1/2

Screw and Strap, per lb	0 03 1/2 0 04 1/2
Per doz. sets.	

Screw, Eureka	1 13 1 80
Gate, Clark's	1 50 2 20

" Shepherd's	1 00 1 50
Per doz. pairs	

Spring	1 50 3 50
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Hoes.	
Garden, Mortar, etc., discount 40 per cent.	

Planter's, per doz	4 00 5 00
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BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE

182 York St., London, Ont.

Importers and Wholesale Dealers

in Glass, Oils, Paints, Wires, Galvanized Iron, Zinc, Lead, Spades, Shovels, Draining Tools, etc.

Also full lines of BUILDERS' AND GENERAL HARDWARE. Special value in CUTLERY. SILVER WARES and FANCY LINES. ACME SKATES, CROSS-CUT SAWS, ETC., ETC. Prompt shipment and closest prices guaranteed.

Hooks—Cast Iron.			Picture Nails.			Scale Beams			Cigar Box Nails, dis. 35 p.c.		
Bird Cage, per doz	0 50	1 10	Porcelain Head, p. gross	1 65	3 00	Canadian, B. S. & M. dis. 40 per cent.			Shoe Finders' Tacks & Nails, dis. 25 p.c.		
Clothes Line, " "	0 27	0 63	Brass Head, " "	40	1 00	Scrappers.			Tape Lines.		
Harness, " "	0 72	0 88	Planes.			Box, per doz	2 10	4 50	English, per doz	\$2 75	\$9 50
Hat on Coat, per gross	1 00	3 00	Wood, bench, Canadian, or American	dis. 50.		Foot, " "	40	3 50	Chesterman's, each	0 90	2 85
Chandelier, per doz	0 50	1 13	Wood, fancy Canadian, or American	dis. 35, 37½ per cent.		Screens.			steel, each.	0 80	8 00
Wrought Iron.			Bailey's (Stan R. & L. Co.) dis. 35, 37½ per cent.			Window, patent, per doz	6 00	7 50	Thermometers.		
Wrought Hooks and Staples, Can. dis. 17½, 20 p.c.			Miscellaneous, dis. 15 per cent.			Screw Drivers.			Tin case & dairy, dis. 75 p.c.		
Wrought Hooks and Staples, Amer. dis. 75 to 75 and 5 per cent.			Bailey's Victor, dis. 15 per cent.			Sargent's, per doz	65	4 00	Ties.		
Wire.			Plane Irons.			Screws.			Cow, per doz	1 25	2
Hat and Coat, dis. 35, 40 p.c.			English, per doz	2 00	5 00	Wood, flat head iron, dis. 47½ per cent.			Tinner's Shears and Snips.		
Screw, bright, Eng., dis. 40, 5, 45 per cent.	0 60	2 70	Pliers and Nippers.			Wood, round head iron, dis. 42½ per cent.			P. S. & W., 10 p.c. advance on American list.		
Horse Nails.			Button's Genuine, per doz. prs. dis. 37½, 40 p.c.			Wood, flat and round head, brass, dis. 25 p.c.			Tinware.		
Star, per doz	3 00	3 25	Button's Imitation, per doz.	7 40	10 25	Bench, wood, per doz	3 25	4 00	Stamped, dis. Assn list, 70, and 12½ per cent.		
Ice Picks.			German, per doz	60	2 60	Bench iron per doz	4 25	5 75	Japanned, dis. 35, 50 p.c.		
Kettles.			Plumbs and Levels.			Scythes.			Pieced, dis. 40, 50 p.c.		
Brass spun, per lb	0 28	0 30	R. S. & L. Co., dis. 65 p.c.			Discount 40 per cent.			Transom Lifters.		
Copper, " "	0 40	0 45	Poppers.			Scythe Snaths,			Payson's, dis. 25 per cent.		
Enamelled Can. 50 p.c.			Corn, square, per doz	1 35	2 00	Canadian, dis. 35, 37½ p.c.			Traps.		
American, 50 and 10, 60 and 5 per cent			Pruning Shears.			Shears.			Game, Newhouse, dis. 17½, 20 per cent.		
Keys.			Per doz	4 00	5 50	B. & W., japanned, dis. 75 per cent.			Game, H. & N., or P. S. & W., discount 57½ to 62½ p.c.		
Lock, Can. dis. 50 p.c.			Pulleys.			Seymour's dis. 60 p.c.			Mouse, per doz	0 35	1 50
Cabinet, Trunk, and Padlock, Am. per gross	1 60	4 75	Hothouse, per doz	55	1 00	Ætna, dis. 75 @ to 75 and 10 per cent.			Rat " "	2 00	4 50
Knobs.			Axle	22	33	Sheaves.			Trowels.		
Door, japanned, and N.P., Can. list dis. 50 p.c.			Screw	27	1 00	Sliding Door, per set	77	1 40	Disston's, discount 10 p.c.		
Bronz, Berlin, per doz	2 75	3 25	Awning	35	2 50	Canadian, dis. 10 p.c.			German, per doz	4 75	9 00
Bronze, Gem, " "	6 00	9 00	Pumps.			Shovels and Spades.			Brade's " "	7 00	10 50
Lava " "	8 75	10 00	Rumsey, Cistern & Pitcher Spout, 55, 60 per c.			Canadian, dis. 37½ p.c.			S. & D., discount 35 p.c.		
Shutter, porcelain, F. & L. screw, per gross	\$1 30	4 00	Punches,			Sieves.			Triers.		
Ladles.			Saddler's, per doz	1 00	1 85	Wood Rim, black, p. doz	1 15	1 35	Butter, per doz	6 25	9 00
Melting, per doz	1 70	4 50	Conductors' " "	9 00	15 00	" tinned, " "	1 35	1 60	Trucks		
Lemon Squeezers.			Tinner's solid, per set		72	Tin Rim, " "	2 30	2 45	Warehouse, each	2 25	6 50
Porcelain lined, per doz	2 20	5 60	" hollow, per inch		1 00	" black, " "	1 80	2 25	Twines.		
Galvanized, " "	1 87	3 85	Putty.			Snaps.			Bag, per lb	0 12½	0 20
King, wood, " "	2 75	2 90	Bladder, per 100 lbs	2 00	2 25	Harness, German, p. gro.	2 01	5 50	Wrappg, mottl'd, pr. pack.	0 50	0 60
" glass, " "	4 00	4 50	Tins, lbs	2 50	2 75	Acme, " "	3 00	5 00	cotton, per lb	0 20	0 22
All glass, " "	1 20	1 30	Rail.			Lock, Andrew's " "	4 50	11 50	Mattress, per lb	0 33	0 45
Lines.			Barn Door, per foot	3	3½	Soldering Irons.			Staging " "	0 27	0 35
Fish, per gross	1 05	2 50	Sliding Door, " "	3½	3¾	Per lb.	0 30	0 32	Broom " "	0 30	0 55
Chalk, " "	1 90	7 40	Rakes.			Wrought Spikes.			Binding, flax, per lb		
Locks—Door.			Cast Steel and Malleable, Canadian list dis. 40 per cent.			Discount, 20 per cent.			" jute " "		
Canadian, dis. per cent		50	Razors.			Spoke Shaves.			Vises.		
Russell & Erwin, per doz	2 90	7 50	Boker's, " per doz	7 50	11 00	Wood, English	1 80	5 00	Hand, per doz	4 00	6 00
Cabinet.			Wade & Butcher's " "	3 60	10 00	Iron, American	1 85	2 35	Bench, parallel, each	2 00	4 50
Eagle, dis. per cent	38½	35	Razor Stropps.			Spoons and Forks.			Coach, each	6 00	7 00
Padlock.			Currier's, per doz	1 25	3 60	T.S.P. Co., dis. 40 & 10 p.c.			Peter Wright's, per lb	0 12	0 13½
English and Am. per doz	50	6 00	Rivets and Burrs.			Hutton's, " per doz	50	2 50	Pipe, each	5 50	9 00
Scandinavian, " "	1 00	2 40	Copper Rivets, dis. 40 to 40 and 5 p.c.			Nevada, " "	60	2 50	Saw, per doz	6 50	13 00
Eagle, dis. per cent	15	1 17½	Iron " 40, 40 and 10.			D. & A., " "	1 70	4 50	Washer Cutters.		
Mallets.			Burrs, Iron, 30, 33½ per c.			Basting, Amer'n, per doz	50	1 15	Per doz	4 00	8 50
Tinsmiths', per doz	1 25	1 50	Canadian, dis. 30, 35 per c.			Tea and Table, tinned iron, per gross	70	3 00	Well Wheels.		
Carp'trs', hickory " "	1 25	3 75	Rope.			Squares.			Amer., per doz. 8, 10 & 12 in.	3 38	6 00
Lignum Vitæ, " "	3 85	5 00	Sisal, per lb	12	12½	Steel, dis. 75 p.c.	1 65	2 90	Wire.		
caulking, each	1 60	2 00	Manilla, " No. 1	14½	15	Try and bevel, dis. 50, 55 per cent.			Market, bright and annealed, Nos. 1 to 16 10 to 15 p. cent. advance on list from stock.		
Mattocks.			Cotton, " No. 2	22	25	Staples.			Market, coppered, galv., 10 to 15 p. c. advance.		
Canadian, per doz	8 50	10 00	Deep Sea, " "	15	16	Fence, galvanized, per lb	5	5½	Market, tinned, per lb	0 04½	0 08
Meat Cutter.			Rules.			Wrought Iron, dis. 75, 75 and 10 per cent.			Galvanized Fence, 10 to 15 per ct. advance on list.		
Enterprise, dis. per cent	20	25	Boxwood, dis. 75 & 10 & 5 80 per cent.			Stocks and Dies, Amer. dis. 25 per cent.			Tinned Broom, from 19 to 22 gauge, per lb	0 06	0 06½
Dixon's, each	1 60	2 00	Ivory, dis. 40, 40 & 5 per cent.			Stone			Malin's Wire on spools, dis. 30 to 45 per cent		
Woodruff's " "	1 10	1 70	Sad Irons.			Washita, per lb	0 15	50	Clothes Line, galv., p. 100ft	0 25	0 55
Hale's, " "	1 05	1 50	Mrs. Potts, " per set	1 15		Hindustan, per lb		0 06	Barbed Wire.		
Hsme, " "	13 00	16 00	N. P.	1 50		" Slips, per lb		0 13	Galv. steel barb fencing	0 53	0 08
Mining Knives.			Sand and Emery Paper.			Labrador, per lb		0 15	"Lock Barb," 4 point	0 05½	0 08
American, per doz	42	2 35	B. & A., sand, dis. 25, 30 p.c.			Turkey " "		0 50	Ditto Glidden 2 point	0 04½	0 05
Molasses Gates.			Emery, per quire	55	90	Arkansas " "		1 50	Galv. Ste 1, plain twist	0 04½	0 05
Stebbin's Patent, dis. per cent, 65 to 70 per cent.			Sash Cord.			Water-of-Ayr " "		0 10	Terms, 60 days or 2 per cent off for cash—10 days.		
Nails.			Per lb	22	50	Scyth, per gross	3 50	5 00	Wire Cloth.		
Cut, 3 inch and upwards			Sash Locks.			Grind, per ton	15 00	18 00	Ordinary, discount 25 p.c.		
per keg	2 80		Triumph and Morris, dis 37½, 40 per cent.			Stove Polish.			Painted Screen, p. 100 sq ft	2 25	2 35
Wire, dis. 65 percent. Brads & Moulting Nails, discount 60 per cent.			Kempshell's dis. 40, 62½ per cent.			Per gross	1 88	7 50	Wrenches.		
Nail Pullers.			Canadian, dis. 45, 50 p.c.			M.L.S., per gross		2 50	Agricultural, dis. 70, 70 & 10 per cent.		
German & American	1 85	3 50	Sash Weights.			Jacoby " "		5 00	Standard, dis. 60, 60 & 10 p.c.		
Nail Sets.			Sectional, per lb	2½	3 00	Mirror Black Lead, per gr.		2 00	Coe's Gen'l, dis. 40, 45 p.c.		
Square, round and octagon	3 38	4 00	Sausage Stuffers.			Jos. Dixon's, bulk, per lb.		0 07	Diamond, dis. 33½, 35 p.c.		
Diamond	12 00	15 00	Each	1 00	3 00	Dixon's Plumb, " "		0 15	Tower's Engineer, each	2 00	3 00
Oilers.			Saws.			M.L.S. Paste, per gross		9 00	" S., per doz	5 80	7 50
McClarey's Galvan. Iron			Hand, Disston's, dis. 10, 15 per cent.			Nicholson's, per doz	1 00	1 25	G. & K.'s Pipe		6 00
Oil Can, with Pump,			S. & D., dis. 35 per cent.			Tacks, Brads, etc.			Burrell's " each	13 40	
Zinc and Tin, dis. 50, 50 and 10.			Cross-Cut, Disston's, per ft. 35, 47.			Cut, Carpet, gimp, blued, dis. 35 p.c.			Pocket, per doz	1 25	2 00
Copper, per doz	1 25	3 50	S. & D., dis. 25 per cent.			" tinned, dis. 45 p.c.			Wringers.		
Brass, " "	1 50	3 50	Hack, complete, each	1 75	2 75	Swedes' iron, blued or tinned, dis. 42½ p.c.			Each	3 50	5 00
Malleable, dis. 25 per ct.			" frames only		75	Upholsterers' dis. 42½ p.c.					
Pails.			Saw Sets.			Copper Tacks and Nails, dis. 45 p.c.					
Galvanized, per doz	2 00	3 50	Per doz	1 65	9 00	Trunk and Clout Nails, " 45 p.c.					
Pencils.			Scales.			Patent Brads, dis. 40 p.c.					
Dixon's, per gross	1 00	4 25	Canadian List, dis. 40 p.c.			Finishing Nails, dis. 42½ p.c.					
" Carpenter	2 25	3 60									
Picks.											
per doz	6 00	9 00									

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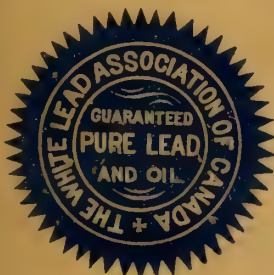
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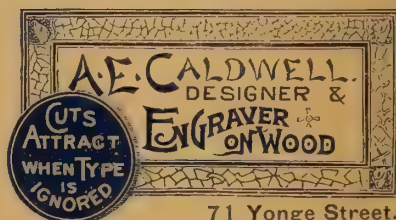
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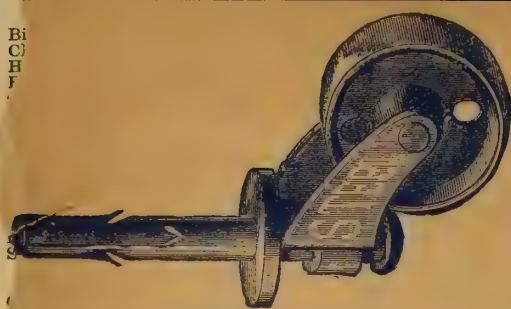
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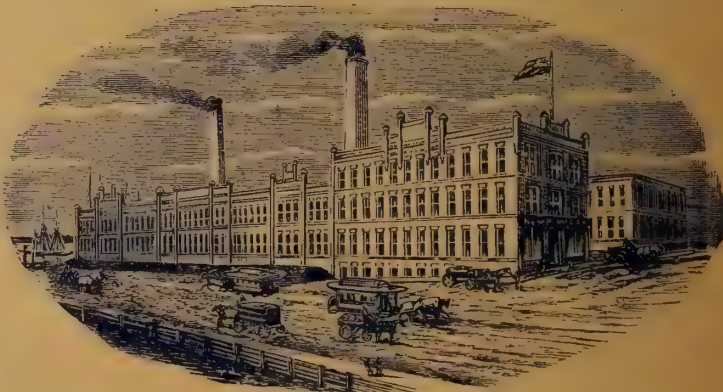
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Vol. 2.

TORONTO AND MONTREAL, JANUARY 31, 1890.

No. 5

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. Hugh C. McLean, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

TO MERCHANTS.

To be on friendly terms with your rivals is the best policy. How often do we find it otherwise? The merchant first in the field seems to think that he has a proprietary right to the trade in his neighborhood, and when a rival merchant opens out a stock close at hand a strong feeling of jealousy takes hold of the first man in the field towards the newcomer. First man can see no good in his rival, thinks it an outrage that his rights should thus be invaded by a stranger, and decides there and then to make it hot for the new man.

First thing to do towards the desired end, is to cut prices; last comer does the same, for, being a new man, it is necessary to meet prices to obtain trade. Then disparaging remarks are made about the quality of the goods and financial standing of the new man. This war of prices and bad talk is carried on for some time, the public being the gainers and the merchants the losers. It is inevitable that new men will always take advantage of what may seem to them to be a good opening for business. Old established houses must expect this. They were new beginners at one time and must expect competition at some time in their business life. Then when the competitor comes along show a disposition to be friendly. It will pay to do so.

An illustration of this is the case of a merchant, long established in a western town, who had a competitor settle down within two doors of his place of business. A disposition to act ugly and make it hot for the newcomer by cutting prices, etc., was at first shown, but soon better thoughts prevailed, an acquaintance was sought. It was found by merchant number one that number two was not a bad kind of a fellow. A mutual understanding was arrived at to maintain prices, to post each other as to the paying

qualities of customers, and to accommodate each other with goods for customers that one or the other might be out of stock. It was found by the old established merchant, after the end of one year, that his trade had increased, the new-comer having also succeeded in doing a very good trade also.

Another case looms up before the vision of the writer showing the reverse side. Two men are doing business side by side. Business jealousy is so strong that they cannot say a good word one for the other. Sometimes when the spirit moves them they will slaughter their goods, just for pure cussedness. It can't be for anything else, for they don't make a profit at these times, and they don't care so much for the public that they are willing to give away to them their legitimate profits. Now where does this kind of thing generally end? The man with the smallest capital will perhaps be best able to answer the question when he finds it necessary to call a meeting of his creditors, and has to ask them for an extension of time. De, end upon it, it pays to be upon friendly terms with your rivals in business.

COMPROMISES AND INSURANCE.

If a dealer loses his stock by fire at a time when his debts are large, the spirit in which his overtures for a compromise are met will be dependent upon the amount of his insurance and the attitude of the insurance companies concerned. If his insurance is large, and the insurers admit his claim, his prospect of a favorable settlement and a complete discharge is good. If, on the other hand, he has no insurance, or has but a small amount, he will not appear, in the absence of other collateral provision, to have been very solicitous for the interests of his creditors. He accordingly can not expect them to show any great readiness to facilitate his early return to business. Further, as well as showing himself a man rather indifferent to the security of his creditors, he will expose the honesty of his intentions to question. The fire may have been entirely beyond his prevention, but unless there is some party seriously con-

cerned and amply competent to investigate and demonstrate this—as an insurance company—there will be misgivings. By getting himself well insured a dealer gives what in some sense is a guarantee of his honesty. He pays a yearly premium that a portion of the value of his merchandise may be recoverable in case of its being burned. He also puts himself and his business in a position to be thoroughly sifted and searched as to his relation to any fire that may take place. All this has a frank appearance when he makes a proposal to compromise, particularly if the insurance companies are satisfied with the result of their enquiry. The dealer, by insuring sufficiently, not only makes insurance companies his security to his creditors, but makes them the vindicators or the accusers of his honesty.

It is, therefore, not to be wondered at that wholesalers are loath to compromise with a burnt-out man who owes much and is not heavily insured. So much importance does the wholesale grocers' guild attach to a man's insurance that none of its members are allowed to consent to a compromise if the burned stock has not been insured for 60 per cent. of its value. When this condition is not present, the guild regards the dealer as lacking in foresight, shiftless or dishonest. Any of these faults would be enough to incapacitate a man for trade, and the best way to punish a man for having them is to keep him out of trade until he has made good the losses his fault wrought upon others.

TO AMEND THE COMBINES ACT

Mr. Wallace, M.P., will introduce a bill in the House of Commons to amend the Combines Act of last session, his desire being to have the Act placed on the statute book in the form that it passed the committee on banking and commerce. It will be remembered that the Senate last year greatly weakened the effect of the bill by the insertion of the sub-sections, so that the declaration in the clause reads, "any person who unduly restrains or limits competition by combinations," etc. Mr. Wallace also proposes to strike out the clause empowering an appeal

from any judgment. Speaking of the Act itself, Mr. Wallace said there was no doubt whatever that the combines had been scared by its passage. For instance, the wholesale grocers formerly issued a weekly circular giving the scale of prices for the following week, but they dare not risk the publication of such circulars now, and send the information round to members of the association by word of mouth.

WINDOW AND PICTURE GLASS

Our price list this week records another very considerable advance in the price of glazing and picture glass. This last stride is a larger one than any of its forerunners, and the situation warrants the belief that it will be followed by others. The present prices are very firm. The causes which have brought them where they are are not temporary, and there are irritants at work in the ranks of labor which are almost certain to make glass still dearer. Since 1888 the price of coal has steadily increased in European countries. The wages of colliers have advanced step by step in Great Britain throughout the interval, until they now average above 45 per cent. more than the wages paid about a year ago. This itself raises the coal, so much used in glass making, to nearly one-half more than its former price. Add to this the increase in coal prices which is due to the increase in manufactures, and the cost of merely keeping the furnaces going is still further swollen. Nor is the cost of coal yet a known quantity on which to base calculations for any considerable period. Colliers are not even now satisfied. The Welsh mines are likely to be closed by a strike, unless a further concession of 10 per cent. is made to the colliers. In Belgium and Germany a small army of miners has recently been on strike, and many of them are still holding out. The natural tendency for coal to grow dearer in response to an increasing demand, opens up another vista of possibilities which must be taken into account. The demand for coal grows with the strong and steady development of the iron trade and of ship building. The vigor of these industries shows no sign of waning. The zenith of coal prices has not been reached.

Labor in all lines has been growing more valuable. The glass-makers have shared with their brethren in other industries the benefit which flowed from good times. In a period of so prolific production, wage-earners look after their portion of the general increment and accordingly add to the cost of the products. Glass manufacturers, like all other employers of labor, had to pay their workmen more. In Belgium there was little to restrain them from doing this, as in that country the making of glass is concentrated almost in a single syndicate. There is no competition, therefore, by which the prices of products are kept down at the expense of

the artisan. Also that country is one in which workmen sometimes resort to very formidable strikes, and are capable of keeping their wages up to a living point. In England, glass-makers have greatly improved their wages since the beginning of 1889.

A third consideration is the price of chemicals used in the manufacture. These have become dearer in proportion to their increased use as raw material.

But the increased demand for European, and especially for English glass, aside from the increased expense of the cost of producing, is itself a great factor in the making of higher prices. The reputation of this glass, and the great amount of building on our continent and in all parts of the world, work along with the fewness of the glass-producing countries to make prices more upward.

It seems, therefore, that a fair appreciation of the industrial and material conditions that underlie glass-making, supports the view that prices will remain high for this year, and will probably become higher before many weeks have passed. The market is difficult, however, both for buyers and sellers, and we think there will be a smaller import business and a larger stock business done this year. It appears reasonable to believe that hardware men will not import so much as they will buy from jobbers, on account of the instability of current quotations.

MONTREAL BOARD OF TRADE.

The annual meeting of the Montreal Board of Trade was well attended. The contents of the president's report is indicated by the topics discussed before the election of officers.

Mr. Henshaw thought the Government should assist in the support of the harbor police. Mr. Geo. Childs complained of the practice of allowing goods to accumulate on the wharf, and the promiscuous mixing of cargoes. Mr. H. McLennan said they were doing all they could in this matter. Mr. E. B. Greenshields considered the insolvency law in Quebec very good. In Ontario they could not make the debtor assign, and although most of the creditors lived in Quebec, only the Ontario men had to do with the winding up. In the Maritime Provinces the law with a right of preference was a disgrace. If the law of Quebec were enacted for the Dominion it would be an improvement. Auction duties were condemned, and the injury there to Montreal's fruit trade was pointed out. It was decided to urge their repeal. The following resolution from Mr. G. W. Stephens was seconded by D. A. Lockerby:—

That the incoming council be instructed to compile a statement of facts showing how trade has been diverted from Montreal by the discrimination in freights practiced by the steamship, railway and transportation com-

panies, and that for this purpose a special committee of the council be formed of merchants only, to take evidence bearing on the question and submit their report at the next meeting of this board.

It was unanimously adopted. The same gentlemen submitted the following, also adopted:—

That the attention of the city representative at Ottawa be drawn to the action of this Board in the matter of unclaimed bank deposits, and that they be requested to urge upon Parliament the necessity of inserting a provision of the nature recommended by this Board in the new Banking Act.

It was decided to push the new building scheme. The treasurer's statement showed an increase of \$20,946, and a balance of \$13,201. The report was adopted.

The scrutineers' report declared the following elected:—President, Mr. Cleghorn; First Vice-President, Mr. Robert Archer; Second Vice-President, Mr. H. A. Budden; Treasurer, Mr. Edgar Judge. Council, E. B. Greenshields, dry goods; William Wainwright, railways; H. Montagu Allan, shipping; R. Reford, shipping; J. K. Ward, M.L.C., lumber; A. A. Ayer, dairy produce; James A. Cantlie, manufacturing; Charles Chaput, groceries; T. G. Shaughnessy, railways; R. Hampson, insurance; C. P. Hebert, groceries; A. G. McBean, grain.

Board of arbitrators:—Hon. George A. Drummond, Andrew Allan, Hugh McLennan, Jonathan Hodgson, Charles A. Gould, Hon. Edward Murphy, W. W. Ogilvie, Jacques Grenier, C. P. Hebert, A. F. Gault, Geo. W. Stephens, James Slessor.

A resolution presented by Mr. Lockerby, congratulated Sir Joseph Hickson on receiving the honor of knighthood, was passed. Mr. D. A. P. Watt dwelt upon the obligations under which the Board was to the members of the Senate and House of Commons living in Montreal. Mr. William Stewart urged the Board to ascertain from the Government whether it intended to deepen the St. Lawrence canals to fourteen feet. He thought the Board should do something to correct the impression in Ontario that this Board of Trade opposed such deepening. Steps should be taken to improve the buoy and light-house system on Lakes St. Francis and St. Louis. Mr. Esdaile complained of the placing of the buoys and maintaining of the lights by contract. Last spring the buoys were not in position until after the opening of navigation. Mr. Watt denounced the contract system and adverted to the fact that the Minister of Marine is advertising for tenders for the buoy and light-house service on the Lower St. Lawrence. He urged the new council to protest, as this innovation threatened to be dangerous.

After discussing a suggestion by Mr. Edgar Judge to adopt a system of electing officers, which will interfere less with business than the system in vogue, the meeting adjourned.

BUY FOR CURRENT WANTS.

We believe that experience has demonstrated that the merchant who buys goods only for current wants is the one who, in the long run, makes the most money. There is no necessity now-a-days for the retailer to carry surplus stocks of goods, and when it is done the speculative factor has doubtless been the cause.

With such rapid transportation facilities as almost every part of the country now enjoys, a dealer can replenish his stock in a few days' time, and is thus enabled to have fresh and clean looking goods. We are satisfied that small and frequent orders is the rule with most retailers, and while they may not make much on the rise in price of some article, neither do they lose on a decline.

But it may be said that in buying in larger quantities better prices may be obtained. This is often true; but is not this advantage frequently overcome by the deterioration in quality, interest on the investment, and a probable decline in price? One might suppose that the decline might be offset by a probable advance; but observation has shown us that when an advance in the wholesale price takes place the retailer does not at once put up his price in a corresponding ratio. But when a decline comes he is forced, by some competitor, to slap the price down at the first break in the market.

By buying only for current needs there should be no accumulation of odds and ends as invariably accumulate when large lots are bought and sales are dragging. And then the retailer who pursues this policy has great peace of mind. He need not be awake nights worrying over loss by a probable decline, neither does he lie awake to figure probable profits on some anticipated rise. He cares not for these fluctuations, but pursues the even tenor of his way, and as the novelists say, he lives to a good age and dies happy.

TRADE-JOURNAL ADVERTISING.

Every special class of advertising medium, says a writer in the *Industrial World*, has its peculiar advantages. For instance, the daily press most fully embodies the force and value of the principle of reiteration, which is one of the most powerful elements in the work of all progress. Continuity of effort is essential to success in every undertaking. A day's journey on foot is, after all, but a persistent repetition of the first step. Education is line upon line and precept upon precept. Skill of every kind results from doing the same thing over and over until it becomes a species of second nature. Familiarity with any object grows out of a continued reproduction of individual impressions. A principle so important and effectual should not be lost sight of in its bearings upon advertising. A French writer

has said that "the reader of a newspaper does not see the first insertion of an ordinary advertisement; the second insertion he sees but does not read; the third insertion he reads; the fourth insertion he looks at the price; the fifth insertion he speaks of it to his wife; the sixth insertion he is ready to purchase; the seventh insertion he purchases." This cogently illustrates the cumulative power of reiteration. Ten lines repeated fifty times in succession yield far more scope, intensity and permanence of impression than five hundred lines printed once. In the former case they operate with all the force of the constant dropping which wears away the stone. In the latter they cause a momentary agitation which subsides the instant after into the accustomed routine of the current.

But the power of quick reiteration in the daily press is subject to the drawback of being an indiscriminate appeal to a miscellaneous assortment of people—to a large aggregate of readers whose promiscuousness is their most obtrusive and most noticeable attribute. It may not be the advertiser's purpose to reach a class so indefinite or general. If it should be his desire to arrest the attention and secure the custom of near-sighted persons, it might happen that out of many thousand patrons of the paper only a few score would be afflicted with that form of optical defect. In that case the advertisement would be wasted so far as the great mass of the readers were concerned. Supposing that he could find a periodical which circulated exclusively among the victims of myopia: that would be the precise medium which would give him the best return for his outlay in money, time and effort. This illustration, changed only in object sought, would conform to a wide range of experiences, and furnish abundant reasons why special advertising should be confined to particularly-adapted mediums. It certainly would not pay to advertise a learned and abstruse work on mathematics in a paper which was read by none but the devotees of imaginative and romantic literature.

Trade journals as means of finding out new customers offer some special advantages to business men. These advantages may be classified as follows:—

1. The trade journal represents to a remarkable degree a community of inter-related and sympathetic interests, bounded by certain industrial limitations, and is restricted by its specialty to a particular range of inquiry and discussion, so that the advertiser is able to determine beforehand with considerable certainty the specific scope of appeal at his service, with its value to him as a vehicle of publicity.

2. The trade journal has for its subscribers and readers an exceptionally intelligent class of persons—men and sometimes women—who have brains as well as culture,

solid judgment besides education, making them the cream of the inhabitants of the land; hence persons ready to consider in the right spirit fresh ideas, new projects, original inventions, useful improvements and radical innovations.

3. The trade journal, in possessing such subscribers and readers, has patrons with a superior measure of purchasing power; for it is a demonstrated fact that in this country of equal political rights and of equal opportunities the great bulk of the wealth is in the hands of intelligence—ignorance and poverty going together—a fact set forth with emphasis, and made manifest to the eye by a statistical map in the census report of 1870.

4. The trade journal, on account of its special field of service, sometimes furnishes a direct approach to capable purchasers, nearly every one of whom may stand in need of the article advertised, which would be much cheaper and far more effective than any appeal to an indiscriminate mass of readers such as that represented by a daily newspaper.

5. The trade journal, particularly of the highest grade, often obtains a reputation as an advertising medium so peculiarly its own that outside parties get in the habit of resorting to its pages as occasion may suggest in order to keep posted about the introduction of new things, or to ascertain if there is any recent improvement which could be used with advantage in their business. No daily print could be depended on to supply that sort of information.

6. The trade journal is not ephemeral like the daily sheet, which is rarely preserved beyond the date of its issue, and which is difficult to find twenty-four hours afterward in the offices of its patrons. Indeed, the trade journal is filed for further reference by some of its subscribers with as much care and regularity as a receipted bill; hence an advertisement which in any daily paper would have ceased to do service may attract attention again at some accidental moment and become the adventitious means of an order.

7. The trade journal commonly prints in each edition a classified list of advertisements and an alphabetical index to advertisements, thus supplying easy access to every essential detail and saving the interested eye from a painful search through page after page for any business announcement of the desired sort.

These seven advantages do not need the emphasis of comment. They are their own best recommendation, and they touch with much force the pocket nerve of many advertisers.

Now Autumn Summer puts to rout
And chilly winds to blow begin:
The ice cream joke is going out,
The stove-pipe joke is coming in.

—Roston Courier.



Messrs. Pettypiece Bros. hardware merchants, Amherstburg, are pushing young men and carry a full line of shelf goods, stoves and tinware and do contract work for steam and hot air heating.

A circular letter has been sent out by the Chicago branch of the Detroit Stove Works, announcing that in consequence of the increased cost of materials, all quotations on stoves and ranges, made prior to Jan. 11th, are withdrawn.

Among the free imports from Detroit last week, as reported to the Windsor custom house, was a quantity of ice. It will held to be somewhat remarkable that ice was imported into Canada from the United States in the latter half of January.

I. A. Whatmough, dealer in stoves and house furnishing goods, King street, city, had a meeting of his creditors on the 23rd inst., at which a statement of his affairs was laid before them. We trust Mr. Whatmough will be able to weather the storm, and make some arrangements to continue his business.

A firm of boot-makers, says the Waverly Magazine, have hit on a novelty in the advertising line which must possess attraction for snobs. They announce "best boots and shoes, made on selected lasts of the following gentlemen, perfect feet only having been chosen for stock models." Then follows a list of the owners of these perfect feet in assorted sizes, including a distinguished collection of eminent names.

W. D. Samson, Blenheim, is the leading hardware merchant of that town. From a small wooden building fifteen years ago he has steadily advanced to larger and better premises, until now he is located in a large double brick store of his own, which has been secured by hard work and steady attention to business. Mr. Samson has just completed taking stock and feels very much encouraged at its showing for the past year.

Messrs. Smith Bros., London, are gaining an enviable reputation as plumbers and gas fitters in that city, and after a hard struggle, consequent upon a former partnership, they are now out at the top of the ladder in the trade. They have just issued a pamphlet to builders on Sanitary Precaution, explaining, breaks and defects, the remedy, sewer gas, ventilation, traps, soil pipe, closets, baths, kitchen laundry, etc., etc., which are sensible ideas and should be adhered to.

The cost of advertising is based on the space to be occupied, and is fixed wholly by publishers. It follows that the advertiser who uses skill, care and intelligent attention to all the details will secure many advan-

tages over one that is inexperienced, skilled work costing the same as work without skill, so that the best work is not only the cheapest, but there is no other occupation that so forcibly illustrates its many advantages.—J. W. Thompson.

At a general meeting of the Toronto Board of Trade last week, Mr. John I. Davidson, of Davidson & Hay, wholesale grocers, was elected President by acclamation. In nominating him, Mr. Henry W. Darling said that Mr. Davidson, had performed the duties of his office as vice-president efficiently. He had been a member of the council during 1886 and 1887, was elected second vice-president in 1888 and had occupied the post of first vice-president during the past year. Mr. Davidson had also been chairman of the building committee, and in that office had performed perhaps as important duties as any member of the board. Mr. Davidson had further the especial qualification of being able to secure the generous and general support, when occasion required, of all the members of the board. For first vice-president Messrs. H. N. Bair and W. R. Brook were nominated. For second vice-president Messrs. Hugh Blain, of Blain & Eby, was elected by acclamation.

THE MASTER PLUMBERS DINE.

The annual meeting and supper of the Association of Master Plumbers was held in the Arcade restaurant on Monday evening, there being a large number of members present. Mr. W. J. Guy occupied the chair, and the master of the craft, Mr. John Ritchie, the vice-chair. The dinner was a sumptuous one in every sense of the word, and was a credit to the craft. Among the toasts proposed were those of "The Queen" and "The Master of the Craft." Mr. Ritchie replied in feeling terms, reviewing the progress of the city since he came here in 1857. Messrs. W. G. Ritchie, J. Bevis and others sang popular songs. The election of officers for the ensuing year was the important event of the evening. The officers elect are:—President, W. J. Guy; First Vice-President, D. W. Kinghorn; Second Vice-President, Thos. Cook; Secretary, H. Hogarth; Treasurer, John Ritchie; Sergeant-at-Arms, Caleb Weeks. Mr. John Keyser, Secretary of Master Plumbers of New York City, who has been the guest of the Association for the past week, was in attendance, and made a speech, expressing his admiration of Canada, and in the course of his remarks said that plumbing was much better done in Toronto than in many first class United States cities.

Balance your cash every day.

Patronize the manufacturer who, to your knowledge, sells unadulterated goods.

To be prudent and saving does not mean to be niggardly.

ADVICE TO THE OFFICE-BOY.

My boy, you're soon to be a man.

Get ready for a man's work now,
And learn to do the best you can

When sweat is brought to arm and brow.

Don't be afraid, my boy, to work;

You've got to if you mean to win.

He's a coward who will shirk.

Roll up your sleeves and then "go in."

Don't wait for chances; look about;

There's always something you can do.

He who will manfully strike out

Finds labor—plenty of it, too.

But he who folds his hands and waits

For "something to turn up" will find

The toiler passes fortune's gates,

While he, alas! is left behind.

Be honest as the day is long,

Don't grind the poor man for his cent;

In helping others you grow strong,

And kind deeds done are only lent.

And this remember if you're wise,

To your own business be confined.

He is a fool and fails who tries

His fellow-men's affairs to mind.

Don't be discouraged and get blue

If things don't go to suit you quite.

Work on. Perhaps it rests with you

To set the wrong that worries right.

Don't lean on others. Be a man!

Stand on a footing of your own.

Be independent if you can

And cultivate a sound backbone.

—Clerk's Journal.

Blackley & Anderson, TORONTO & HAMILTON Accountants, Assignees, Receivers.

Toronto Office	Hamilton Office
37 YONGE STREET,	2½ JAMES ST. South,
Telephone No. 1716.	Telephone No. 73.
Cable Address "JUNIOR." eow	

The Galt Rag and Metal Co.,

DEALERS IN

Rags, Bones, Scrap Iron
Copper, Brass, Lead,
Zinc,

Scrap Rubbers, Paper Stock, etc.

Highest Cash Prices Paid.

ORDERS BY MAIL WILL RECEIVE PROMPT
ATTENTION.

BOX 256.

GALT, ONT.

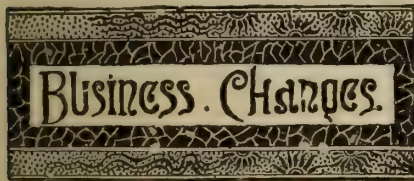
H. S. HOWLAND, Sons & Co.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

ACME SKATES,

Wrenches and Repairs.



PROVINCE OF ONTARIO.

Alexandria—Macdonald, Miss M. A., milliner, offering to compromise.

Ashburn—Langford & Clay, general store, assigned to Chas. Langley, Toronto.

Brussels—Rogers, F. C., general store and salt works, offering to compromise; Rogers, F. C. (estate of), general store, stock, etc., advertised to be sold by auction on 31st inst.

Delhi—Eagles, Henry W., general store, assigned to C. B. Armstrong, London.

Erin—McLaren Bros., general store, assigned to Jas. S. Inglis, Toronto.

Glen Williams—Williams, Jos., flour and saw mills, flour mills burnt out, insured.

Gravenhurst—Palmer, Wm., grocer, assigned to Jas. W. Bettes, Sheriff, Bracebridge.

Hagersville—Husband, J. W. & Sons, general store, advertised to be sold out by auction on 29th inst.

Hastings—Fleming, Nancy, (Mrs. A. T.), general store, stock, etc., advertised for sale by tender.

Kinlough—Steel, T. L., general store, assigned to Townsend & Stephens, Toronto.

Lindsay—Kean, F., Son & Co., (Frank Kean only), general store, advertised to sell out by auction on 6th prox.

Morrisburg—Howson, T. W., tins, etc., assigned in trust.

Napanee and Toronto—Clapp, J. H., groceries, boots and shoes, succeeded in Toronto by S. T. Clapp.

Parry Sound—Myers, A. D., & Co., (co

nom), general store and shingle mill, assigned to Samuel Leveratt, Toronto.

St. Clair—Souchereau, S., general store, assigned to C. B. Armstrong, London; Souchereau, S., (estate of) general store, stock, etc., advertised to be sold by auction on 31st inst.

Toronto—O'Brien, Thos., stoves and hardware, assigned to Geo. B. Meadows, Toronto; Pendrith & Broughton, foundry, dissolved.

Windsor—Casgrain, A. P., hardware, assigned to Wm. Elliott, London.

Woodville—McIntyre, P. A., (estate of) general store, stock, etc., advertised to be sold by auction on 4th prox.

MANITOBA AND NORTH WEST TERRITORIES.

Wapella—Morrison, G. H. & Co., general store, assigned in trust.

Winnipeg—Green, T. A., flour and feed, sold out to W. C. Douglas.

QUEBEC.

Aston Station—Goodhue & Demers, general store, dissolved.

Montreal—Truteau, A., (estate of), biscuit manufacturer, stock, etc., advertised to be sold by auction on 24th inst.; Guay, P., grocer, demand of assignment; Piche, L. A., grocer, offering to compromise.

Nicolet—Boisclair, L. N., general store,

stock, etc., advertised to be sold by auction on 24th inst.

St. Bathelme—Barrette, J. B., general store, assigned in trust.

St. Charles—Moussette, J. B., general store, demand of assignment.

St. Justin De Newton—Gauthier, Arthur, general store, assigned in trust.

St. Jean des Chaillons—Mailhot, Fred., general store, assigned in trust.

St. Mathieu—D'Anjou, Auguste, general store, assigned in trust.

St. Wincelas—Cote, J. A., general store, writ issued.

PROVINCE OF BRITISH COLUMBIA.

Kamloops—Mara, J. A., general store, sold out to Wood & Turnstall.

Three Rivers—Lavasseur, Nap., grocer, assigned in trust.

PROVINCE OF NOVA SCOTIA.

Barrington—Lawrence, J. B., general store, assigned.

Bridgewater—Feindel & Manning, store, dissolved.

PROVINCE OF NEW BRUNSWICK.

St. John—Harris, Jas. & Co., foundry and car works, burnt out, insured.

PRINCE EDWARD ISLAND.

Cardigan Bridge—Minto, Wm., general store, burnt out and assigned in trust.

SHEET STEEL

SHINGLES AND SIDING

PAINTED AND GALVANIZED,
FIRE AND STORM PROOF, DURABLE
AND CHEAP.

We have the Heaviest AND CHEAPEST Shingles
and Siding in Canada.

Prices and Circulars on Application.

THE METALLIC ROOFING COMPANY, Ltd.
SOLE MANUFACTURERS,
TORONTO AND WINNIPEG.

CAUTION.

Joseph Rodgers & Sons,
(LIMITED.)

Find it necessary to caution the public
against imitations of their manufactures.
None are genuine unless bearing the

TRADE
MARK.



GRANTED
1764.

A NOTE OF WARNING.

It is not the man who waits until he receives an order for goods and then sends his own order to the manufacturer or jobber, who is going to do the business the ensuing year, but the one who has the goods on hand when they are called for. The listless drone who sits idly by till business drives him, will not be the one that is driven, but he who sees the indications ahead of time, and makes his preparations accordingly. Cautiousness is a commendable trait in a dealer, but there are periods when what would be considered cautiousness is in reality blindness, or an inability to interpret the signs of the times. The habits and customary methods of doing business one year may be a safe guide for all ensuing years, if they have paved the way to success, always providing the conditions of trade, and the prospects and indications are not materially changed. Because moderate success has been the reward of the plodder in ordinary times is no reason why he should be successful when business changes, and he runs the risk of being swamped by the rush which others have taken advantage of when that time comes.

We have already pointed out in these columns that this year gives every promise of unexampled briskness in business affairs. This is the almost unanimous opinion of shrewd merchants and manufacturers. It is said there is no rule without an exception, and so in this case there are a few disaster-mongers who shake their heads wisely and say they "don't know," with an appearance of wisdom they do not possess. But they are so few and far between as not to be considered as a factor in the case. Shrewd men are looking forward and preparing for the business in sight, and are making extraordinary efforts for it. The average country dealer does not see these things with the clearness of vision and keenness of perception of the city merchant who has millions invested, and he is apt to wait too long before his preparations are under way. To all we would say: "Be prepared." Lose no time in taking an account of stock if it has not been done. See what is needed and order it in time. Under no circumstances persuade yourself to wait under the plea: "There is plenty of time." What would be plenty of time when the demand is slow and goods hard to sell, will not be plenty of time when manufacturers are crowded with orders. Therefore, if the goods are ordered and in store you will have them when called for. If you do not have them the man who has will get the order. In dull times a customer might wait, in brisk times the rush for goods and the fear that he cannot get them at all will push him to buy from others who has them in stock.

We are not advising recklessness, a plunging forward into the abyss of trade without

a look, nor the piling up of large stocks of goods. The times are forever past, and the means of transportation too perfect in most localities, when such a course is a necessity. Our advice is simply: "Be prepared." Ascertain exactly what are the needs of your community and order your goods in time, for future delivery, if you choose, but order them. Have in stock every article in your line you think will sell, and before the first order has been depleted, duplicate it. Allow no man to apply to you for an article and find it out of stock. If he has to buy it elsewhere he may buy all his future needs from your more enterprising neighbor.

Another point for you to consider. Times of prosperity are always accompanied by periods of luxury. Buy the best. Shoddy goods will sell when money is scarce, but they will remain on your shelves or in your storehouse when money is plenty and times are good. The man who grudgingly paid last year one hundred dollars for actual necessities in his house will be in line this year to pay two hundred, and do it willingly, and part of this latter sum will be for increased comfort, greater beauty, superior merit, or some other quality he has always desired, but has not before felt able to gratify.

We have headed this article "A Note of Warning." Is it too sensational? If you think so lay it to the fact that we wished to attract your attention to something we considered of importance to you, and if we have succeeded our aim is accomplished.—Stoves and Hardware.

A NEW USE FOR VASELINE.

"The women have a new use for vaseline," observed a Fifteenth street drug clerk, as he jerked his thumb over his right shoulder in the direction of a well-dressed lady who was leaving the store after having made a purchase of the petroleum compound.

"What's that?"

"They are using it on their shoes now."

"On their shoes?"

"Yes, and the ladies must be given credit for having made a valuable discovery. The ingredients of vaseline have a wonderful effect on fine leather, and it is fast taking the place of all the compounds manufactured for softening the shoes. Take a pair of shoes that have become stiff and uncomfortable by constant wear in the rain, and apply a coat of vaseline, rubbing it in well with a cloth, and in a short time the leather becomes as soft and pliable as when it is taken from the shelves of the shoe dealer. Yes, indeed, this rainy weather has caused quite a boom in the vaseline trade."—Washington Post.

"The longer a man is in business the more careful he is in buying," said R. Webb, of R. Webb & Sons, St. Louis, to Stoves and Hardware Reporter. "Along about

October I was offered a lot of skates at a remarkably low price, and as I knew I could sell them if the winter should prove cold enough to freeze, the temptation was very strong to buy them, and I would no doubt have jumped at the chance when I was many years younger, but resisted, and, of course, am now very glad of it. Many a young business man is wrecked merely because he cannot resist the temptation to buy when special inducements are offered. He naturally argues that the goods offered will make a great leader in the proper season, as he can sell them cheaper than any one else and still make a large profit. This is all well enough if everything turns out as he expects, but before the proper season arrives a break in prices may occur, or the season may prove exceedingly dull, or a dozen other things may occur to ruin their sale for that year. Now, the merchant who only buys when he needs the goods and sells at a fair margin of profit may not get rich as fast as the speculative dealer, but he runs much less risk of losing all."

We have received the William Johnson Co's handsome calendar for 1890. It is a strong appeal to one's sense of beauty, and is at the same time of practical service as a reference card to the different paints kept in the William Johnson Co's stock. In the design four columns at some distance apart start from the ground, the two central columns being surmounted by a fifth, which arches the space between them. Through the openings pours a procession of maidens bearing torches. The columns themselves are built of successive tiers, each tier being made of two blocks of different colors. A white ground is left on each tier, along which the names of the colors are labelled. The contrasting and harmonising of the colors are an important part of the effect.

The New England Stove, Hardware and House Furnisher, referring to the distinctive features of French and English manufactured stoves, says: French stoves are made of quite thin sheet iron. The ovens do not buckle up, as in the wrought iron and steel ovens of America, although this would be expected from the lightness of the material used. The reason for this durability is that the fire-boxes are very small, and the fuel being charcoal, but little heat is brought against these thin plates; and, on the other hand, owing to the small amount of heat, it is desirable that the metal should be as thin as possible so as to heat through quickly. Heating stoves are also made mostly of sheet iron. English stove manufacturers construct the bottom grates of their fires so as to be adjustable, and thus they can make a fire shallow or deep, or may spread a thin vertical fire against a front grate. Some makers simply close in one side of the fire-box to narrow up the fire.

TORONTO LEAD AND COLOR COMPANY'S VULCANIZED FLOOR PAINTS

SOMETHING ENTIRELY NEW.

Dry hard with a fine gloss in 12 hours.

READ OUR TESTIMONIALS.

We have been selling Toronto Lead & Color Co's pure paint about five years. think it the best mixed paint in the market.

WALLACEBURG, DEC. 14th, 1889.
It has given perfect satisfaction, and we

SHAW & WOOLIVER.

AMERICAN PETROLEUM IN GREAT BRITAIN.

The deep-seated prejudice of the rural population in the United Kingdom against the use of oil for illuminating purpose is gradually wearing away and they are beginning to see that the American petroleum gives a better light and is about as cheap as the old-time candle. As an evidence that our oil is making headway, nothing is better than the complaints of candle-makers who say that their business is falling off. A salesman for one of the companies writes as follows to his firm: "Many customers are complaining that for the last two or three weeks they have scarcely sold any candles through the sale by the 'Anglo American Light Company,' of oil. They have forty tanks like locomotive boilers mounted on wheels and drawn by two horses, and go around to shops selling oil at 4½d. per gallon, about a 1d. (or more) less than they can buy forty or fifty barrels in the ordinary way. I got into conversation with one of the car-men, and he tells me the tanks hold 800 gallons each. They are kept at several centers of distribution, and the object is to keep out the Russian oil coming over in the iron tank ships. In consequence of this oil is being largely retailed at 1½d. per quart, and the effect upon the sale of candles is very considerable, especially in cheap working-class districts."—American Paper.

For a long while I've had it in my head that there's two different kinds of folks that buys heating stoves. First, there's the kind

that don't care much what kind of a looking stove it is, as long as it is cheap, and they can build a fire in it that will keep them warm. When a winter like this comes along we don't sell many stoves to them kind of folks, because they just manage to get along with what they've got. Then there's another kind who want a stove to keep warm by in cold weather, but they also want it to look nice. Them kind don't wait for real cold weather before they buy their stoves, but order them and have them put up whether it gets cold or not. Along late last summer I got to thinking that way, and I figured it out like this: Now, if a real cold winter comes we'll sell a good many of both kinds but if we have warm weather the first part of the winter, we'll sell more of the good looking stoves than we will of the others. So when I made out our order, I surprised the boys by ordering more of the finer kinds than had ever been brought here before. Of course I had some plain everyday stoves, too, but there was more of the others, because I felt that they were the ones that would be called for first. The boys said I would never sell them, because they were too stylish for folks around here, but I never let on, and now I've got the laugh on them. They'd been judging all the time by what had been done before, and they thought they knew it all. But I looked at it that if folks didn't see what would strike them they wouldn't buy, but if we had something that took their fancy they'd buy anyway, and the only way to do that was to have something

nice on hand to catch them with. Then another thing, everybody round here ain't like they was a few years ago. The young folks travel round more and see what other folks have, and they aint satisfied with the old-fashioned things. Some folks say you can't sell only what people want anyway. Now that aint much more than half true. Mrs. Smith or Mrs. Jones will come into the store and see a nice stove, and she'll get to thinking about that old thing she's got at home, and she'll be after her man to get her a new one. At first he'll kick, and say the old stove is good enough, but the women folks manage to have their way about it before they get through. Then when Mrs. Smith gets her stove Mrs. Robinson has to have one too, because she's just as good as Mrs. Smith is, and so is Mrs. Brown and a lot of others. And that's the way it works. After this my first order for stoves for winter is going to be for the finest ones I can get hold of, because they'll be the first kind that's called for in the fall.—Travelling Tinker in Stoves and Hardware.

Of two stoves, otherwise alike, says an exchange, one with clear mica around the upper part will radiate more heat through the mica than would be radiated through iron. Iron gives out most heat by the circulation of air over its surface, and is a stronger radiant than mica, but the latter has the advantage of being transparent to the direct radiation of a hot-air fire.

You can lose more than we do by not subscribing for this paper.

FILES AND RASPS

(Of every description)

Made from superior
quality Cast Steel.

(TESTED AND WARRANTED)

GLOBE FILE MFG. CO.,

Port Hope, Ont.



TRADE MARKS IN MEXICO.

The new trade mark law in Mexico, which went into effect January 1st, provides that any manufacturer residing in the country can obtain the exclusive right to use a trade mark of which he is the rightful owner, but applicants residing abroad must prove that they have a regular agency in Mexico for the sale of their articles; the latter clause is, however, subject to treaty stipulations. A foreign applicant can only obtain protection on proving that his trade mark has been legally registered in his own country. In registering a trade mark in Mexico the owner must make a declaration to the Department of Public Works that he reserves his rights thereto. The declaration must give the name and location of the manufactory, the domicile of the manufacturer and the class of goods covered by the mark. Two copies of the mark must be filed with the application. All applications will be publications in the *Diario Oficial*, and in case a counter claim be presented within ninety days the Department of Public Works will issue no certificate of registry until the ownership of the mark has been decided judicially. Priority of use, or if this means of proof be not available, priority of application, will determine the right to a disputed mark. The duration of trade mark rights is unlimited, but they shall lapse if the establishment offering them remains closed for more than a year. The rights are not assignable, except when a business changes hands, in which case its trade marks are also acquired by the purchaser. Imitations or counterfeits of legally registered trade marks are defined to be not only the use of an exactly similar mark but of one so like as to require examination to discover the difference.

PROFIT SHARING.

The N. O. Nelson Manufacturing Company, of St. Louis, in a letter to the *Age of Steel*, thus gives the result of profit sharing in their establishment:

"We have just closed our fourth year under that system, and have declared a dividend of 10 per cent. cash on wages. This makes 33 per cent. in the four years. While the dividends are always paid in cash, the privilege is given of investing it in stock of the company. A mechanic earning \$2.50 a day, and making say 310 days a year, would now own \$313.26, if he had each year invested his dividends in the company's stock. In like manner the office boy at \$5 a week would now have \$105.10, the traveling man at \$2,000 would have \$808.46, and the porter at \$12 a week \$252.24. It is needless to say that the interest in the business, in whatever capacity a good man is at work, is cumulative just as much as the dividend fund. The entire stock of the company is alike in character, and is subject to the provisions that it cannot be

sold until sixty days' option has been given the directors to buy it at its book value at last inventory and 6 per cent. interest to date of purchase. In like manner the directors may call the stock at the same valuation. The stock is thus prevented from going on the market or becoming a means of speculation, and at the same time the company retains the independent position of dispensing with objectionable stockholders. In addition to the cash dividends there is annually placed to credit of surplus fund 10 per cent. of the earnings and between 5 to 10 per cent. to provident fund. Every employe thus has his proportionate interest in these funds. The former makes him a sharer in losses should a losing year make it necessary to draw on the surplus, and from the provident fund he and his family will receive all necessary help in time of need.

"You remember the very simple plan of division: the usual wages and salaries are paid and the business conducted in every respect in the usual way. Market rate of interest is charged for the capital employed—formerly 9 per cent. now 6 per cent. Of the net profits the remaining 10 per cent. goes to surplus fund, 5 to 10 per cent. to provident fund, and the remainder is divided by equal percentage on the capital and wages. With a 10 per cent dividend the holder of \$100 in stock gets \$16 and 10 per cent. on his year's wages. The plan is mutually satisfactory to employers and employed."

GLUE.

The following interesting information is extracted from a paper read by H. R. Proctor, F.C.S., at the annual meeting of the Institute of British Carriage Manufacturers, recently held at Newcastle, Eng:

Glue only differs from gelatine in being a cruder and less purified product, and both are made from the waste portions of the skin, which have been freed from hair by liming, and then from caustic lime by washing and exposure to the air, or sometimes by the use of acids, which should afterwards be removed by careful washing. The quality of glue greatly depends on the perfection with which these processes are accomplished. The gelatinous tissue is dissolved by boiling with water in steam-jacketed pans, and the liquid size is run into wooden coolers in which it solidifies into a stiff jelly. It is then cut into sheets by means of a wire or thin steel blade, and dried upon hemp or galvanized wire nets. Pure gelatine is tasteless and colorless and quite insoluble in cold water, although it swells in it to a soft jelly. By long continued boiling, however, especially in presence of small quantities of lime or acid, it becomes decomposed and soluble in cold water, while it ceases to form a solid jelly and loses the power of setting as it cools.

A good glue should be tough and not easily broken, and when steeped in cold water,

to which, in warm weather, a little carbolic acid should be added, it should retain sharp edges and corners, and not give much color to the water. Other things being equal, the best qualities will be palest, but, as inferior glues can be bleached, this is not a sign of much importance in itself. A good glue should be free from any putrid smell.

A chief source of the cheaper glues of the present day is from the boiling of bones. The pure gelatine of bones is almost identical with that of skins, though perhaps somewhat more brittle, but as it is usually extracted by digesting at a high temperature and under pressure, and as the weak sizes thus obtained require concentrating by prolonged boiling, the gelatine is often much decomposed, and the glue is brittle and soluble in cold water. This is the case with all the cheaper French glues.

While glue-boilers take great pains to shorten the boiling, and use as low temperatures as possible, users often boil for days in glue pans till the setting is lost, and the glue darkened and rendered brittle. It will be found that though a glue of high setting power is rather more difficult to use, and especially so in a cold workshop, the trouble is well repaid by the greater tenacity of the joints. Fresh glue should never be added to that in the pots, but as far as possible they should be emptied and cleaned out before refilling. It is customary in some shops to boil the cakes of glue till they dissolve, a custom which is not only tedious but injurious. If they are allowed to soak over night in plenty of cold water they will swell and dissolve readily, while nothing is wasted by pouring the surplus water away. With powder glue this soaking is not so much required.

Honor is to business men what courage is to the soldier; what zeal is to the advocate; or impartiality to the judge.

ST. CATHARINES, ONT

McKINNON
DASHES

CHEAPER

BETTER

STRONGER

THAN HAND MADE

If you get the S. F. Quality.

It is easy to show that a 3-inch advertisement by the year will cost much less per thousand for its circulation than any method of distributing circulars. If a tradesman could get his circulars free, he could not get them before the public for twice the price that his advertisement costs him. Circulars have their use, and this is no argument against their value, but a simple comparison showing the extraordinary advantage which the newspaper affords the advertiser. - Rome Sentinel.

THE Dominion Wire Rope CO., Limited.,

MANUFACTURERS OF



(Works at Lachine).

FOR HOISTING, MINING, TRANSMISSION
OF POWER, TOWING, SHIPS' RIGGING,
AND GUYS, LANG'S PATENT WIRE
ROPE FOR TRANSMISSION AND
COLLIERY PURPOSES,
ETC., ETC.

JAMES COOPER, Agent,
MONTREAL.

LEADING ACCOUNTANTS AND ASSIGNEES

E. R. C. CLARKSON
TRUSTEE AND RECEIVER

TORONTO,

In affiliation with

JNO. B. CLARKSON

Temple Buildings, - - - MONTREAL.

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,
76 KING ST. W., TORONTO.

Telephone 1112.

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,
MONTREAL.

TRADE MARK FOR



HOLLOW WARE

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, etc.

TRADE MARK FOR



KNIVES, FORKS, SPOONS.

A. J. WHIMBEY, Manager.

SUBSCRIBED CAPITAL, \$100,100. DEPOSITED WITH GOVERNMENT OF CANADA, \$54,724.

SIR ALEX. CAMPBELL, K.C.M.G. PRES.
(Lieut. Govr. of Ontario)

JOHN L. BLAIR, ESQ. VICE PRES.

THE **BOILER INSPECTION**
and Insurance Company of Canada.



CONSULTING ENGINEERS.

G.C. ROBB, Chief Engineer. A. FRASER, Secy. Treas.

HEAD OFFICE, 2 TORONTO ST.

TORONTO.

The prevention of Accident and attainment of Economy in use of Steam, our chief aims.

MARKETS

TORONTO, JAN. 31, 1890.

During the past week the changes that have taken place in the hardware trade have all been in the direction of higher prices, some prices, notably iron, being quoted higher than a week ago. No greater movement in general lines can be reported this week, and in fact the general advice is, that business in the country is exceedingly dull. Travellers on the road write their houses that country merchants are taking very gloomy views of the business situation, and that they are unwilling to order when they can possibly abstain from doing so. On this account orders are neither numerous nor large. The best feature of the trade at present is that prices are increasingly firm, and show no signs of weakening.

In the absence of other features, the chief interest centres at present around the iron and steel markets, and here it is where the most business is doing. To speak first of the British markets: there things have been continuously active, and while there have been speculative fluctuations, values, under the influence of a legitimate demand, have been well maintained. English mail advices say: "At Glasgow the markets of the past week have been animated, and a large business has been done. The high rates for money have had the effect of checking speculation for the rise, and have led to selling by weak operators, which has brought about a decline in values during the last day or two; nevertheless, the general feeling is still optimistic. The local consumption continues very great, and there is every prospect of larger shipments to the Continent before long. Stocks in Connal's stores last week were drawn down 4,000 tons, and stand at 928,000 tons, or over 100,000 tons less than at the same date last year. Exports are up to the average for the time of year. The manufactured iron and steel makers have resumed work, after the New Year's holidays. They have a large number of orders on their books, and inquiries are still coming forward freely. Several makers are declining to quote, as they cannot promise any reasonable time for delivery, and, moreover, they judge it better to wait than to sell too far forward, and there is every prospect of prices going still higher. There appeared to be a general consensus of opinion as regards prices being higher before long. There was a large demand for iron for the Continent, where labor difficulties have a decided tendency to benefit British trade." Warrants in Glasgow during this week have fluctuated between 58s. and 59s., closing at the lower figure, while Middlesborough pig has been quoted lower at 56s. 7½d.

The situation here is decidedly stronger this week, and prices are again higher. Iron manufacturers continue busy, and are said to have not yet caught up with old orders. Common bars cannot be procured under \$2.60, and refined have also advanced 10c. Bands and hoops are now quoted at \$3.26, horseshoe iron is 10c. higher, sleigh shoe steel is quoted at \$2.75, while the quotations for boiler rivets is from \$4.75 to \$5.

In the present state of prices it is simply impossible to sell English bar iron in this market, except those few special sizes that are not manufactured here. Common English bars would cost \$2.90 to import, and are

MARKETS—Continued

therefore quite out of the market. One effect of the high prices in England may be remarked upon. Some of the Montreal dealers have always been in the habit of importing English bars quite extensively. Lately, however, they have discovered that they cannot import the English iron and sell it at a profit here, and have, therefore, been dealing only on old stocks. These stocks are rapidly being reduced, and it is very probable that they will in the spring find themselves short of iron. Indeed, it is reported that an order from Ottawa, usually filled in Montreal, had to be sent here, because the Montrealers had not the iron.

Canadian makers, at the present time, might indeed be warranted in asking higher prices to wholesale dealers, but there does not appear to be any doubt but that wholesalers will have to charge more in the future. They are now selling on old stocks, but when these are exhausted, they will certainly feel themselves justified in demanding higher figures.

The expected advance in nails has taken place this week. A despatch from Montreal yesterday states that makers there have advanced prices 10c., which would make the basis at Montreal \$2.75 for cut nails, and \$2.85 for steel cut. Horse nails are also higher.

In iron shelf goods there is also a decidedly advancing tendency, in sympathy with the other iron markets, and some lines of shelf goods are higher this week. Butts and wire nails are higher and shot has also advanced, and it is expected that other advances, notably in chains, will be noted next week.

The firmness in glass continues, and without doubt prices will be higher. No advance has been made this week, but higher figures may be confidently looked forward to next week.

While ingot tin has been rather firmer in London, the feeling here is hardly steady, the demand being easy, with prices none too firmly held. The latest quotation from London places it there at £94 2s. 6d. spot, and £95 futures. The late decline there was under the weight of offerings of quite large quantities of forwards pressed for sale, which buyers were unwilling to take only at a reduction in price. Cash lots have lately been disposed of by holders anxious to realize, some of whom replaced their sales by purchases for distant delivery. The latter transactions have caused a wide difference between cash and futures the past few days. At the close the market is firmer, but quiet.

The advance in tin plates noted last week is still insisted upon, but consumers are not apparently anxious to purchase, although willing to pay the figures asked for what they have immediate necessity. In London there has been but little business done, but sellers' prices for all sorts are maintained. The stocks at British shipping ports amount to about 469,000 boxes, against 308,000 boxes a year ago.

Canada plates are still held by many to be in a strong position as regards prices. At the present time there cannot be said to be any noteworthy demand for the article, and it is in the future that dealers expect the higher values to be realized.

Lead is quoted in London this week 7s. 6d. lower for soft Spanish, the figure being £13 10s., with only a moderate business doing. Here it is in but limited request, and the market cannot be called firm.

The demand for sheet and block zinc continues quiet. Spelter is featureless. London

quotes ordinary silesian at £24 7s. 6d., with the market quiet and a shade easier.

In the copper market no greater activity has been visible, and values remain steady. Cables are practically unaltered, quoting merchant bars at £48 15s. spot, and £49 futures, a decline of 10s. from last week in futures. A moderate business in merchant bars is all that has been done, and speculation has been rather lighter.

In paints and colors, general trade seems to have improved this week and a much better feeling prevails. Manufacturers of paints are busy making for spring, and the travellers this week commenced to take spring orders, with very fair success so far. Makers expect to do a satisfactory spring business. The only change in prices has been a decline of 1c. per gallon in linseed oil. The article is weaker in England, where crushers are crushing more freely, and the market here has sympathized with the weakness there. Canadian crushers have put down their prices. The demand here is improving, but the market is pretty well supplied. Crushers here are fairly filled with orders, but claim they can give prompt delivery. White lead is still firm, and is in a little better request. Turpentine is featureless.

NEW YORK MARKETS.

NEW YORK, JAN. 30, 1890.

The situation in the iron and steel trades is devoid of particularly interesting feature at the present time. There are to all accounts no important negotiations going on for either finished productions or crude materials, and buyers and sellers alike appear to be quietly awaiting developments. The production of mills and furnaces is sold ahead to an extent that relieves the managers from anxiety, as far at least as the immediate future is concerned, and the outlook is such that little effort is made to secure orders for goods for distant future delivery. Consumers seem to have made liberal provision for their probable wants for some time ahead, and they too, are apparently content to let the future take care of itself. Reports from other centres indicate that the conditions existing here are but a fac simile of the general experience, and even the foreign markets appear to be getting into nominal shape. In remote cases some signs of a slight reaction from the extreme highest prices of the year are visible, but in no instance does the change amount to more than commonplace fluctuation, and it is rare that any expression of apprehension as to the future of the market is heard. For that matter, sentiment is more "bullish" than otherwise, particularly in the steel department, and it is not in rare instances that prophecies are made that prices will be higher all along the line during midsummer than they are at the present time.

TIN.

Prices for pig tin are about $\frac{1}{8}$ c. per lb. higher and the market is firm at the advance but rather quiet. The improvement is attributed chiefly to firmer London cables and some intimations of covering of short sales by the bears in that market. Consumptive demand here has been very fair the past few days, but speculation slow and timid. On the Metal Exchange there have been transactions including 10 tons spot at 20 $\frac{3}{4}$ c., 20 tons January at 20.70c., 25 tons February at 20.80c., and 10 tons March at 20.60c. Outside of that institution about 100 tons have changed hands, chiefly at 20.65 @ 20 $\frac{3}{4}$ c.

Tuesday's spot prices were about 20 $\frac{3}{4}$ c. for round lots, and 20 $\frac{1}{2}$ c. @ 21c. for jobbing quantities.

COPPER.

The copper market is without change. Some negotiations involving a liberal amount of stock are under way, but actual transactions have been moderate and at previous prices. Lake ingot is quoted at 14 $\frac{1}{2}$ c. and cannot, to all accounts, be purchased at a lower rate. Casting brands are held at 13 @ 13 $\frac{1}{4}$ c. but some of the least popular kinds might be secured at a small fraction less. The fire in one of the series of Anaconda mines has little or no effect upon the market.

LEAD.

Pig lead has remained very quiet. Speculative interest lies dormant, and consumers' purchases are running light. For prompt and near future delivery, the range of 3.82 $\frac{1}{2}$ @ 3.85c. is still quoted.

SPELTER.

Spelter is without change in price, the range of 5.35 @ 5.45c. still being quoted for ordinary brands of Western common. Business at the moment is quiet.

TIN PLATE.

Tin plate has undergone no change, the former range of prices ruling, while business and demand are rather slow.

MONTREAL

MONTREAL MARKETS.

JANUARY 30, 1890.

A slight improvement is reported in iron and hardware during the past few days. Payments are also a little better. The condition of the iron and hardware market is better now than for many years, and all that is required is a good fall of snow in Ontario

FRANKEL BROS.

WHOLESALE DEALERS IN

SCRAP IRON,

Rails, Metals, Cotton Waste, etc.

OFFICE AND YARD :

82 to 88 GEORGE ST. } : Toronto.

Telephone Number 1204.

SCRAP IRON.

WE BUY AND SELL all kinds of Scrap Iron for the purpose of re-melting and rolling.

RAILS.

WE BUY AND SELL all kinds of Rails, either for scrap or relaying.

METALS.

WE BUY AND SELL Copper, Brass, Lead, Zinc, Rubber, etc., in any quantity.

COTTON WASTE.

WE SELL Cotton Waste (white and colored) for the purpose of cleaning and wiping machinery and packing car boxes.

OUR QUOTATIONS ARE ON A CASH BASIS.

TO THE PUBLIC.

We also make a specialty of buying OLD LOCOMOTIVES, OLD STEAMBOATS, BURNT SAW MILLS, BURNT GRIST MILLS, Etc.

NORTHEY & CO., - TORONTO, ONT.

MANUFACTURERS OF
SINGLE AND DUPLEX

Steam and Water-Power Pumps

FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP CONDENSERS

FOR ATTACHING TO

High Pressure Steam Engines,

MARINE AND STATIONERY.

GREAT ECONOMY

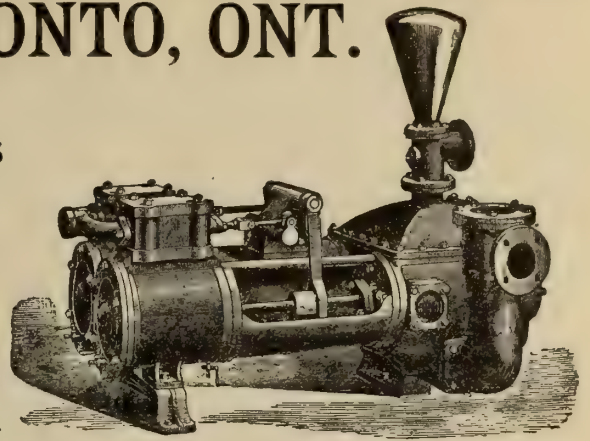
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FUEL AND POWER

GUARANTEED.

Prices and particulars on application.

OFFICE AND WORKS: Corner Front and Parliament Sts.



MONTREAL Markets continued.

to make things boom. Every house is looking forward to a big business after the first of next month.

HARDWARE.

There has been no important changes since last week on this market. There was a big advance in wrought butts in the United States last week and difficulty is experienced in filling orders. Locks, padlocks, etc., advanced from 7½ to 20 per cent. Holloware advanced 10 per cent. the beginning of the year; this of course will hold for the year. Coil chains have advanced ¼c. all round.

SADDLERY HARDWARE.

A fair trade has been done in saddlery hardware, with the usual advance as noted in other lines. Daniels' bits have increased 10 per cent. other grades of steel bits, 16 per cent. Wrought goods have taken an immense jump, 30 per cent. being now asked over former prices. Even at these figures makers will not accept orders for future delivery.

IRON AND COPPER.

The trade in this line has been remarkably good the past week. Payments are also nearly up to the standard. Pig iron warrants in Glasgow have taken another drop, they are now quoted at 58s 2d.

Summerlee iron is still held at \$27 to \$28. Gartsherrie \$26.50, and Eglington \$25. The market for finished iron continues firm at former prices. Foreign bars are at \$2.75, and Canadian at \$2.50. There has been still a further advance in tin sheets and galvanized iron of ¼c. since last week. Tin plates, \$4.25 to \$4.50 for cokes, and \$4.75 for charcoals. The metal markets continue firm. The lead market is weaker, stocks light and holders firm at \$4 to \$4.15. Tin, 24 to 25c. Zinc, \$6.50 for sheet, and spelter, 6¼c. Copper, 14¼c. for round lots; sheet copper is quiet and quoted at £67 in the Eng ish market, making it 18c. here.

NAILS.

At a meeting of manufacturers to-day it was decided to advance price 10c. all round. The market is firm at the advance.

CUT NAILS.

2 dy @ 60 dy, hot cut, per keg	....	\$2 75
10 dy @ 9 dy, " " "	....	3 00
8 dy @ 7 dy, " " "	....	3 25
6 dy @ 5 dy, " Am. pat	....	5 50
4 dy hot cut, per keg, " "	....	4 25

3 dy fine hot cut, per keg, Am. pat.	2 75
3 dy @ 5 dy, cold cut, per keg	3 25
4 dy, cold cut, per keg	3 75
3 dy, fine hot cut, Am. pat	5 95

STEEL CUT NAILS.

10 dy @ 60 dy, per keg	\$2 85
8 dy @ 9 dy, " " "	3 10
6 dy @ 7 dy, " " "	3 35
4 dy @ 5 dy, " " "	3 60
3 dy, per keg	4 35
3 dy, fine, per keg	5 85

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	\$4 75
4 dy @ 5 dy, per keg	4 00
6 dy @ 7 dy, " " "	3 75
8 dy @ 9 dy, " " "	3 50
10 dy @ 30 dy, " " "	3 25
Cut spikes, " " "	3 90

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	\$5 15
1 " " "	4 75
1 ½ " " "	4 45

Finishing nails 75c. per keg over same size hot cut, viz., from \$6.60 for inch to \$2.65 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.60 for 1-inch to \$3.40 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$7.10 for 1-inch to \$3.90 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand 50 per cent. discount, for small lots. P. B. & Co. brand 50 per cent. of list for small lots. Large lots 50 and 10 four months, with 5 per cent off for cash in 30 days.

CEMENT AND FIRE BRICK.

There has been really nothing worth reporting in cement and fire brick for some weeks, as trade has been exceedingly quiet, owing to the continued rise in prices. Holders will not quote prices for future delivery. Advices from the other side point to a very strong market in the near future. Quotations for the present are :—Cement, \$2.70 to \$2.90; fire brick, \$25 to \$30 per 1,000.

GLASS.

Business in glass has been quiet the past week, but the scarcity has advanced the prices to the following :—First break, \$1.60; second, \$1.70; third, \$2.; third in 100 ft. cases, \$4.

PAINTS AND OILS.

The advance in lead noted some time ago remains unchanged. The market is ex-

ceedingly dull, no sales are being made at all. Prices remain unchanged; ground white lead, Association guaranteed, is held at 6¼c. to 6½c. No. 1 and No. 2 grades unchanged.

Linseed oil made two drops the first of last week, but has again regained its former price of 62c. for raw and 65c. for boiled, although round lots have been sold as low as 61c. There has also been an advance in the English markets, but has not interfered with the market here. There is a fairly good stock in this city.

Turpentine unchanged at former prices, though the indications are that it will be easier. Prices now are 66c. to 67c.

MONTREAL NOTES.

The William Johnson Co., paints and colors, are holding their annual meeting this afternoon.

The annual meeting of the Montreal Saw Works will be held to-morrow afternoon.

Mr. Robert Benny, of Benny, Macpherson & Co., wholesale hardware, while out driving last week was run into by a careless driver, upsetting Mr. Benny's sleigh, throwing him out through which he had his shoulder dislocated. He is again able to be around.

The annual meeting of the Montreal Rolling Mills Co., was held this afternoon.

Mr. Samuel, of Messrs. M. & L. Samuel, Benjamin & Co., wholesale hardware, Toronto, paid Montreal a flying visit this week.

We understand that the Smart Manufacturing Co., of Brockville, manufacturers of hardware specialties, will carry in addition to their own goods, special lines of imported English hardware.

If you can arouse curiosity by an advertisement, it is a great point gained. The fair sex don't hold all the curiosity in the world.

Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J.T. HUBER & Co, Berlin, Ont.

BINDING-TWINE CONBINATION.

It is reported that all the manufacturers of cordage and binding-twine in the country have within the past few days formed an association intended to do away with former differences between individual companies and to create more harmony of interests as well as improving the general condition of the industry.

There are about thirty-five establishments engaged in making cordage and binding-twine, and the formation of the association is to avoid competition in the buying of fibres, which, heretofore, has forced excessive prices. The distribution of fibres will, it is said, be carried on upon a more equitable basis, and the tendency of overproduction will be minimized, a result that will probably cause some mills to run on short time.—N. Y. Commercial Bulletin.

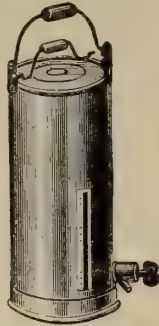
A. W. MORRIS & BRO.

A Montreal exchange says regarding the failure of Messrs. A. W. Morris & Brother: At the time of the suspension, some months ago, the estate showed a large surplus, besides a prospective profit of fully \$250,000 had the firm received the necessary financial assistance which had been promised to them privately. However, it is stated that for some reasons, known to Mr. Morris and a certain member of the board of the bank of which he had been a director, the arrangement fell through. No doubt had Mr. Morris been doing business with some other bank the

good showing which was made would have readily secured all the backing that was required. The firm's liabilities amount to \$565,554.46. The secured creditors are Molsons Bank, \$92,386.43; Canadian Bank of Commerce, \$44,746.85; Bank of Toronto, Port Hope branch, \$99,653.15; British Empire M. L. A. \$40,000; estate late J. A. Converse, \$135,000; Mrs. E. Evans, \$11,413.06; Port Hope syndicate, \$24,000. The following are unsecured claims: Molsons Bank, \$37,823.28; Canadian Bank of Commerce, \$6,300; Robinson, Fleming & Co., of London, Eng., \$19,244.44; W. T. Malcolm &

Co. London, Eng., \$13,898.95; Nova Scotia Cotton Company, Halifax, \$7,700.32; J. H. R. Molson, \$15,000; E. E. Shelton, \$10,000; Brown & Hemming, Port Hope, \$3,672; H. Dobell & Co., \$1,553.67; G. A. Grier, \$1,091.10; Albert Manufacturing Company, Hillsboro, N. B., \$1,233.60; Bushnell & Co., \$787.61; small amounts, \$4,150.75. The total amount of secured liabilities is \$447,199.49, unsecured, \$118,354.97. The assets comprise the factory at St. Gabriel locks, equipment, stock manufactured and in course of manufacture, raw materials and a small steam yacht.

MILK CAN & CREAMERY TRIMMINGS AND BODY STOCK.



|| We are prepared to promptly supply these goods this season in any quantity--Flat or corrugated centre hoop.

We make and supply everything used by Stove and Tinware Dealers.

Write for Prices and Discounts



The McClary Manufacturing Co'y

LONDON, TORONTO, MONTREAL, WINNIPEG.

TABULAR STEEL BOW SOCKETS FORGINGS CARRIAGE AND DROP.

The undersigned is now manufacturing full lines of

CARRIAGE :- -: HARDWARE,

And in addition to these is prepared to MAKE ANY LINE OF FORGINGS.

Do not forget that STEEL TUBULAR BOW SOCKETS are now manufactured by me, and supplied promptly.

DIE MAKING A SPECIALTY.

GEO. GILLIES,

Gananoque, Ont.

I AM The "Rival Favorite,"



Beautiful exterior, unrivalled as a baker and a complete success as a seller. I am the cheapest line to be had anywhere. Orders from the trade respectfully solicited.

CHOWN & CUNNINGHAM

Kingston, Toronto, New Westminster.



WILL STOVES ADVANCE IN PRICE.

We are not in a position to state what action the stove manufacturers will take about the price of stoves. The advance in the cost of iron has materially increased the cost of all iron goods, and must of necessity increase the cost of stoves. The great weight of iron in stoves makes considerable difference in cost, even when a slight rise takes place. Now the advance is considerable and likely to remain high, so that as a matter of safety against loss, stove manufacturers will have to come to some understanding among themselves what to do in the matter.

No doubt differences of opinion exist as to what would be the proper percentage to be added to present prices, so as to leave a fair margin of profit for the manufacturer. Whatever action is taken we trust that it will be unanimous and strictly adhered to. Neither the retailer or consumer will thank the manufacturer for selling his goods at a loss; they expect that a fair profit is made upon the goods, and are willing to pay for them, but the dealer is very jealous about prices and likes to feel confident that his neighbor has not any advantage over him in price. The retailers' profits on stoves are generally small, and they are often held in stock for some time, so that stability in price is essential for the peace of mind of the dealer, and to allow a fair living profit to the trade.

The extreme mildness of the season must have had a depressing effect upon the stove trade, as it has had upon all other trades depending upon the sale of winter goods. Dealers who bought largely, expecting large sales, and who may have been disappointed and have to carry over large stocks, will have

some comfort in the knowledge that an advance, likely to take place, will be money in their pockets, and will pay them for carrying them over to the next season.

Our latest exchanges from the United States report that at a meeting of the Western Stove Manufacturers held in Chicago lately, an agreement was arrived at to advance the price of stoves 5 per cent. This was considered a small advance, but it was advisable not to make the increase too large, as it would be easier to maintain the advance if a moderate one. It now remains for the eastern manufacturers to take action, and if they follow in the footsteps of their western brethren, and make the advance the same, all sections of the country will then be on the same footing as regards price.

THE VAPOR STOVE COMBINE.

A despatch from Cleveland, Ohio, states that arrangements were lately completed at Chicago for the consolidation of all the leading vapor stove manufactories in the country.

The capital stock will be \$2,000,000, and the originator of the plan, Hon. D.A. Dangler, of Cleveland, says enough money will be saved in the running expenses alone to pay a 10 per cent. dividend. The combination will be known as the United Vapor Stove Company.

The vapor stove trade has assumed large proportions in the United States, over 100,000 were sold last year, and 120,000 the year before.

In Canada, the sale so far has been small, owing, we suppose, to the prejudice existing against them by many people who suppose that they are dangerous to use. Our neighbors have apparently passed this stage in the existence of the vapor stove trade and now take to them kindly. They are considered by many as being superior to the gas stove for cooking purposes.

The high price of gasoline, and the refusal of the insurance companies to take risks upon buildings where it is used, makes the task of selling them difficult, but time will

manufacturers and a good article will in time tell, and we may look soon for a fairly good trade being done here in vapor stoves.

We are not informed what objects the vapor stove combination have in view, but we would suppose they intend to consolidate the manufactories, control and use the best patents and thus cheapen the cost of manufacture, thus putting more money into the pockets of the stockholders.

It will be to the advantage of the United States consumer to know that he is getting a stove, made after the pattern of the very best efforts of vapor stove manufactures, one that will be perfectly safe and a pleasure and delight to the housewife who has to use it.

STOVEDEALERS' TRIALS.

The trials of the stove dealer is well illustrated in the following article:—

I was standing behind the counter in the store the other day in a light brown study, thinking whether we'd better call that new girl baby of ours Caroline Elizabeth or Rebecca Isabel—the last is Eliza Jane's choice, because she says she wants some style about it, but at the same time she thinks we ought to give her one of them good old bible names, seeing as she's a girl, and seeing too as girls is mostly inclined to be religious, so Rebecca fills that bill, and Isabel is put on for the style—well, as I was saying, I was a thinking, when someone close up to me said:

"Mornin', Mr. Tinker."

That stopped the thinking, and I turned round and there stood Mrs. Slimmer, Pete Slimmer's wife, who lives twenty miles from here down in Sandy bottom. I was mighty glad to see Mrs. Slimmer. Pete had bought a cook stove from us about a month before and hadn't paid only about half on it, and I thought maybe Mrs. Slimmer had come in to pay the rest, so I shook hands with her mighty quick, asked her how Pete was, and how she liked the new stove Pete took home to her.

"That pesky stove's just what I came about," said she. "Mariar, that's my

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Thos. Davidson & Co., Montreal.

tell. Perseverance upon the part of our married darter that got hitched to old Bemis' son down to the forks last fall, she says to me, 'Maw, let's hitch up Boney,' that's our hoss. Pete he called him Boney cus he's got French in 'im, but some folks thinks it cus he aint got no meat on him, and Mariar says, 'let's hist that iron stove in the wagon and tote it back home.' Mariar don't like that stove, neither do I, and I dunno whether Pete does or not yet, cus he's out hunting mostly and don't know, but I know Mariar don't. After Mariar stayed at old Bemis' awhile she had to come home to get something to eat. Old Bemis' folks aint no great shakes, I guess, and they nigh starved Mariar, and she's been used to good feed to home. The fust thing she asked for when she come was some good biled pork and pone bread, and I couldn't bake no pone with that iron thing there, and Mariar says we don't want it."

I'd heard tell about Pete Slimmer and his wife and how they lived in a one-room log house with a big fire-place in it that would take in a log six feet long, and a chimney made of sticks and mud, and it beat me when he come and bought that cook stove. He paid me some on it, and said he'd pay the rest when he sold his corn, but I've found out since he didn't raise no corn. He's got some wild hogs that lives in the woods, and he fishes and hunts, but I never heard of him working any, and how he gets along I don't know, and a good many other folks don't know either. Some of the farmers down near Hickory Point says it's always safe to keep the smoke house locked up when Pete's hunting in the neighborhood.

"Is the stove in your wagon, Mrs. Slimmer?" I asked her.

"In my wagin! 'Spose I'm totin' other folks' stoves in my wagin? Says I to

Mariar, 'no, I wont. Mr. Tinker's got to come for his stove hisself.' Now I want the money Pete gave you, and I want you to come and get that iron thing right out of our house, or I'll throw it in the creek. The pesky thing nigh fills up half my chimney, and the log—"

"Can't I hold you down, Mrs. Slimmer, until you tell—"

"Hold me down! Don't dare to lay a hand on me. As I was saying—"

"I mean, won't you tell me how the stove acted, so I'll know what's the matter?"

"It didn't act nohow. Pete he just shoved it in the chimney, and stuck a big log in it, and set it afire, and then he took his gun and went huntin', and I done everything I could but the fire would go out, and when Pete come home I made him hist it one side, and we made a fire one side the chimley, and I just got along. But I aint going to have the pesky thing tllling up my chimley any longer."

"Did you ever use a cook stove before, Mrs. Slimmer?"

"Use one of them pesky things. That's the fust one I ever seed except in a store, and I don't want to see no more. I was brought up respectable, but Pete he's not so perticelar, and he said the folks in town was all using them new kind of fire dogs, and so he got one."

"Will you please step this way, Mrs. Slimmer? Now there's a cook stove. Show me how Pete made the fire."

"Pete didn't make the fire. I did that along in the fall, and all Pete does is to roll a back log on every day or so, Pete's no account except for hunting, but he can kill more dead game with that rifle of his'n than any other feller in Sandy Bottom, and if I didn't keep the fire going it would a been out weeks and weeks ago. Pete he just

raked the fire one side and shoved the tail end of that stove in the chimley, then he got a log and put in, and went away. And that log wouldn't burn, and I kept a cuttin' limbs to keep it going. When Pete come home all tired out from his day's work huntin' I'd got no pone and bacon for him, and he was mad."

"Where did he put the log?"

"Right there where them doors is. Pete he reckoned cus there was two doors the log had to go clean through, and he fixed it that way before he left."

And as Mrs. Slimmer said this she pointed to the oven of a cook stove we was standing one side of. That was too much for me. I'd seen some of the natives of Sandy Bottom, but this was the worst. I tried to show her that was the oven to bake in, and that the other end of the stove was the place to make the fire.

"Well, that makes it worse," says she. "I aint got no time to be cuttin' chips to keep that little hole filled, and Pete aint either."

"But it will save your wood, Mrs. Slimmer."

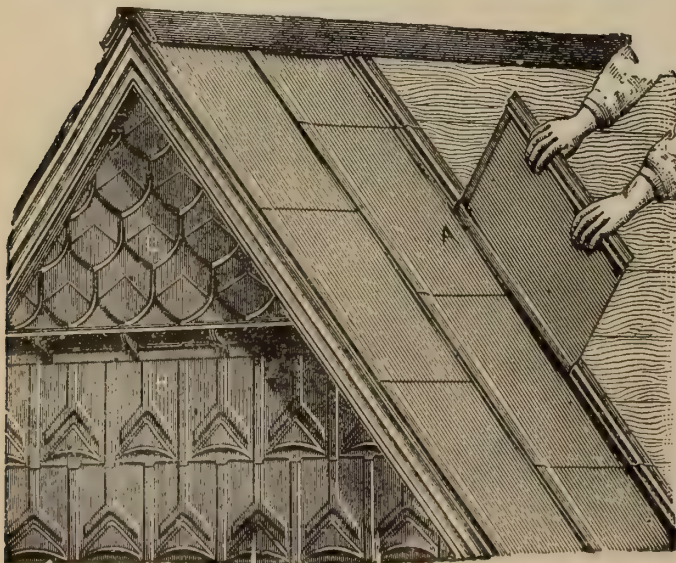
"Wood, why we aint got much of anything else but wood, and what's the use of working like a nigger cutting it into chips when we can burn a log to once, and have to buy a

BUSINESS CHANCES.

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22 LATOUR STREET, MONTREAL.

thing to do it with, too. Make a fire there? Mariar thought that place was some new kind of way for cooking roasin' ears. Pete likes roasin' ears, and that's why I thought he'd got that thing. When roasin' ears is around, Pete can go out and find them whenever he wants to. Pete's a good provider, if I do say it who shouldn't."

I gave it up because I had to. Pete had shoved that stove in his old fireplace, and used the oven as a fire-dog, shoved a log through, with both doors open, and left Mrs. Slimmer to do the rest. That's as much as they knew about a cook stove. I agreed to allow Mrs. Slimmer a dollar for hauling that stove back when she comes to town again, give her a new baking pan, and pay her back the money Pete had paid me, and I guess that was the cheapest way to get out of it. But the next customer that comes in from Sandy Bottom has got to show his license for running a cook stove before he gets one from me.—The Traveling Tinker, in Stoves and Hardware.

Newspaper advertising may be compared to a vigilant and watchful salesman, who goes after business early and late, who accosts the lawyer in his office, the student in his study, the retired man of wealth at the family fireside, who can be in a thousand places at once and address a million people each day, saying only the right thing in the right place and at the right time.—J. W. Thompson.



BATH-ROOMS.

A woman wrote recently to an English paper protesting against the custom of setting bath-tubs up above the floors instead of sinking them into it with the top on a level with the floor. She said the present style of tub was difficult and dangerous to get into and out of. The communication made some comment among the architects and others in the business, but the woman's ideas failed to find any expert defenders. The general opinion was that a tub with the top even with the floor would be a deal more dangerous, if not more difficult to enter or leave, at least so long as tubs were made of their present dimensions, and were not swimming tanks like those of the ancients.

In the matter of health there has within a few years been a great improvement in the construction of bath-tubs, and other apparatus for the bath-room. This has, however, been merely a keeping pace with the improvement in the sanitary conditions of the plumbing and similar work all over the house.

The cost of a really fine bath-room varies

from a couple of hundred dollars, or even less where the walls and floors need no fixing, to as many thousands as one chooses to pay. The merely useful with incidental ornamental features cannot well go beyond \$500, but when art steps in the limit to the game is wiped out, and one can play as high as his pocket-book will go. Many of the most beautiful works of art, both in fresco and oil paintings, are in bath-rooms, and costly statuary in bronze and marble is frequently added to the attractions of the place.

The business of furnishing bath-rooms has become so important of late years that some firms devote their whole attention to it, and have large capital invested in it. They issue regular catalogues of their apparatus, and furnish customers with illustrated suggestions as to the different styles in which a bath-room may be finished off. When the customer makes a selection from the suggestions, or gets an architect to get up original designs for the purpose, the firm takes the job of carrying out the plans, and besides furnishing the apparatus and materials has expert workmen to set them up and to do the decorating and finishing of the room.

One final word to persons about to invest in a modern bath-room: Don't fail to save enough money to buy a handsome rug for it. Water won't hurt a fine rug, and it can

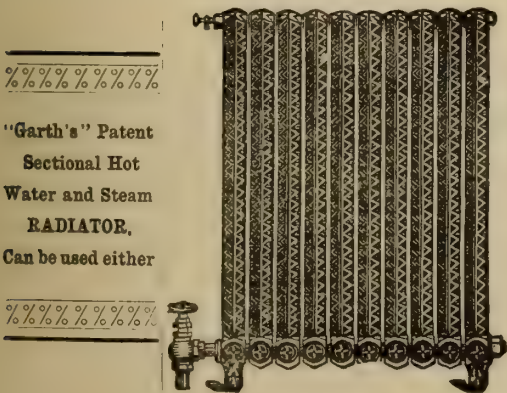
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BOOTH & SON, TORONTO.

easily be dried out in a few minutes if it is splashed, while for decorative and comforting effect in a bath-room, there is nothing like it. A fine rug is as good as five degrees more heat in a bath-room, just from the warm, rich and comfortable look it gives the place.

INSPECTION DOES INSPECT.

The Sanitary News is a strong advocate for having a practical plumber for plumbing inspector, and in its last issue it gives us a sample of what the inspector found in Cook County jail, which goes to show that inspection does inspect.

Recently, Mr. Young sent some of his inspectors over to make an investigation of the Cook County jail and the Criminal Court building. The report on the Criminal Court building, after the description of the building, etc., in accordance with the blanks provided, states under the head of "Remarks": "Sewerage in poor condition; dried out surface basin in north-west corner of basement; conductor pipe in hot-air flue north of fan connected with open sewer; covers on man-holes throughout the building not fastened either with bolts or cement; all the heated air for court-rooms, etc., taken from basement; safe wastes from all fixtures on upper floors run just below ceiling of basement and are left wide open; nearly all re-vents through building run on level, so that one fixture is liable to overflow into the next; lead vent-pipes at end of run hammered up; lead safes at urinals partly filled up and giving out foul odors; air shafts for court rooms running from basement to attic and venting from one room to another; all closets but one are of the flush pattern, some of which syphon through overflow; general condition of plumbing bad."

The remarks regarding the jail are as follows: "Soil-pipes cells wide open into attic; six-inch pipe at bottom reduced to four-inch at top; all sewers above the surface and not properly covered; tanks in attic overflowing into soil-pipe and not properly trapped; surface basin in north west corner of basement dried out and partly filled with debris; sewers in bad condition and partly clogged up; fresh air taken from basement through openings for indirect heaters and by fan in engine room; foul air from sewers runs through space between cells and with same air-flue that supplies and exhausts air to cells; all sewers ventilated by syphon system, worked by steam heaters into brick flues; defective plumbing in jail office and room west of same, also kitchen, laundry and dry-room, no traps on sinks at bath-tub in woman's department; gutter in floor of kitchen for return steam pipe for soup boilers filled up with refuse, become heated by return steam, and gives off very offensive odors; air duct connecting jail with air fan in engine room in filthy condition, partly filled with water and bottom covered with slime; bath waste for

jailer's room running through hot-air duct and trapped at floor below, allowing air to circulate between bath and closet which is also trapped below; employees in jail office complain very much of bath-room."

The results of these inspections being officially brought to the notice of the commissioners, it was decided to refer the whole matter to Architect Bauman and Chief Inspector Young. These reports need no comment. They leave no doubt as to the value of inspection. In closing we note two important facts: Our inspection department is reliable and efficient, and the commissioners have placed the matters of the foregoing reports into able and trustworthy hands.

HOT WATER HEATING.

The hot water heating system has very justly merited a larger share of the attention of the public during the past few years, and when I say that it is growing in public favor I express the growth of the system in a very mild way. Nor is this growth to be wondered at when you consider the many points of superior merit which the system possesses over other existing modes of heating. As for instance, steam heating, which is fast being displaced by the hot water system; so much so that while a few years ago it was a hard matter to get a steam fitter to set up a case of hot water heating, and while to-day many of them are opposed to the system, a number of the local master steam fitters' associations and the National association, which was formed during the past summer, was called by unanimous choice the Master Steam and Hot Water Fitters' Association, and as time rolls on I expect they will still keep abreast of the times by changing their name to the Master Hot Water and Steam Fitters' Association, or perhaps drop the name of steam fitter altogether as being one of the lost arts.

While as hot water heating is an acknowledged success in small and medium size buildings, and in some sections of the country in very large buildings, I am often asked, Is it

a success? or, Is it advisable to place it in large buildings? My answer is that hot water heating is adapted to and successfully heat any building that can be built and requires artificial heat; the only difference between large and small buildings being that the larger the building to be heated the more marked is the economy of fuel, the lasting qualities of the apparatus, the evenness of temperature throughout the buildings and the small amount of attention it requires.

I have prepared a list of some of the large buildings in Canada and the United States which have been successfully heated by the hot water system, some of them from 15 to 20 years, and while I do not wish to take up your time by reading this list, I would quote such buildings as the Ville Marie Convent, at Montreal, Canada, a building 812 feet long, five stories in height, containing 4,794,608 cubic feet of air space. This building has been heated for over 12 years to an even temperature of 70° when the thermometer outside registered from 20° to 30° below zero. * * * Besides these few which I have quoted I would name all the leading Government buildings, such as custom houses, post offices, and some of the parliament buildings, all the leading educational, hospital and bank buildings, colleges, convents and nunneries in Canada, and some very large buildings in this country.

The success of the system and its general adoption in Canada is not to be wondered at

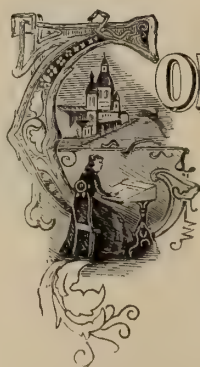
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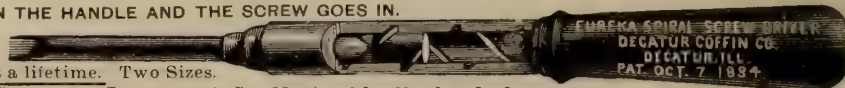
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when you consider that the temperature of steam at atmospheric pressure is 212° F., and while there has been many ingenious devices designed or invented and patented for the purpose of regulating or diminishing the temperature or heat given off by a steam heating apparatus in moderate weather, they have all proved failures, especially when in the hands of the ordinary inexperienced help who have charge of nine-tenths of the heating apparatus placed in private residences to-day.

The variation of temperature which can be obtained in a steam heating apparatus from atmospheric to 5 pounds pressure is $15\frac{1}{2}^{\circ}$, while a low pressure hot water heating apparatus can be run (and will do effective work in heating buildings) from 100° to 235° F., or a variation of 135° ; so that you will readily see that a steam plant designed of ample capacity to thoroughly heat a building in zero weather will over-heat it to an uncomfortable degree in moderate weather, without the possibility of being able to regulate it except by completely closing off the radiator or coil, making an uneven temperature, while a hot water heating plant, arranged of ample capacity to heat a building to, say 70° in zero weather, can, by simply reducing the fire and regulating the dampers, be arranged to maintain a uniform temperature of 70° when the thermometer

outside registers 10° , 20° or 30° above zero, and this result can be obtained by the ordinary help, without the necessity of a skilled engineer.—W. M. Mackay, M. E., in a lecture delivered before the New York Master Plumbers' Association, Nov. 29th, 1889.

BUSINESS HABITS.

We are frequently and very wisely bidden to remember that a sacred regard for the principles of justice forms the basis of every transaction and regulates the conduct of the upright man of business.

The following are worth repeating, and if adhered to strictly cannot fail to contribute largely to one's success:—

A man of business is strict in keeping his engagements.

Does nothing carelessly or in a hurry.

Employs nobody to do what he can easily do himself.

Leaves nothing undone that ought to be done, and which circumstances permit him to do.

Keeps his designs and business from the views of others, yet he is candid with all.

Is prompt and decisive with his customers, and does not overtrade his capital.

Prefers short credit to long ones; and cash to credit at all times, either in buying or selling; and small profits in credit cases

with little risk, to the chance of better gains with more hazard.

Is clear and explicit in all his bargains.

Leaves nothing of consequence to memory which he can and ought to commit to writing.

Keeps copies of all his important letters which he sends away and has every letter, invoice, etc., belonging to his business, titled, classed and put away.

Never suffers his desk to be confused by many papers lying upon it.

Keeps everything in its proper place.

Is always at the head of his business, well knowing that if he leaves it, it will leave him.

Holds as a maxim that he whose credit is suspected is not to be trusted.

Is constantly examining his books, and sees through all his affairs as far as care and attention will enable him.

Balances regularly at stated times, and then makes out and transmits all his accounts current to his customers, both at home and abroad.

Avoids as much as possible all sorts of accommodation in money matters, and lawsuits where there is the least hazard.

Is economical in his expenditure, always living within his income.

Keeps a memorandum book in his pocket, in which he notes every particular relative to appointments, addresses and petty cash matters.

Is cautious how he becomes security for any person.

And generous when urged by motives of humanity.

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Galvanized Sheet Iron.
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Fire Screens and Mica.
Star Thimbles.
Cinder Sifters.
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Lamb and Flag—
56 and 28 lb ingots, per lb... 24, 25c
Straits 100 lb ingots... " 24, 25
Strip " " 26, 27

Tin Plates—Charcoal Plates, Bright.

Bradley Grade—	Per box.
I.C., usual sizes	\$6 00 \$6 25
I.X., " "	7 25 7 50
I.X.X., " "	8 50 8 75
Raven & Ynis Grade—	
I.C., usual sizes	5 25 5 50
I.X., " "	6 25 6 50
I.X.X., " "	7 25 7 50
L.X.X., " "	8 25 8 50
D.C., 12½ x 17	4 75
D.X., usual sizes	5 75
D.X.X., " "	6 50 6 65

Coke Plates—Bright.

Bessemer Steel—	Per lb.
I.C., usual sizes	4 50 4 55
I.C., special sizes	4 65 4 75
B.V. Grade, I.C., usual sizes	4 50 4 65

Charcoal Plates—Terne.

Dean or J.G. Grade—	Per lb.
I.C. 20 x 28, 112 sheets	8 50 8 75

Charcoal Tin Boiler Plates.

Bradley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, " "	
" 14x65, " "	

Iron and Steel.

Common Iron, per 100 lb	\$2 60
Refined " "	2 81 2 95
Horse Shoe " "	2 85 2 95
Band " "	3 25
Hoop " "	3 25
Swedish " "	4 00 4 50
Nova Scotia Bar iron	3 00
Sleigh Shoe Steel	2 75
Machinery, Tire Steel	3 25
Best Cast Steel, per lb	0 13 0 14
Russian Sheet " "	0 11 0 12
Tank Plates " "	2 25 2 50
Boiler Rivets " "	4 75 5 00

Boiler Tubes.

2-inch	12½c
3-inch	17½

Boiler Plate, ½ inch	\$3 50
" 5-16 "	3 35
" 3-4 "	3 25
Sheet Iron, 1 to 20 gauge	3 25
" 22 to 24 "	3 50
" 24 to 26 "	3 50
Canada Plates, Blaina	3 50
" Boars Head	3 75
" Maple Leaf	3 50
All Bright	3 50

Galvanized Iron, Queen's Head—	
16 to 24 gauge, per lb	5, 5½c
26 gauge, " "	5½, 5¾
28 " "	5¾, 6¼
Galvanized Iron, Gordon Crown—	
16 to 24 gauge, per lb	5½, 5¾
26 gauge, " "	5¾, 6
28 " "	6, 6¼

Note—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, ½ inch, per lb	4¼c
" 7-16 inch " "	4¾
Trace, per doz, pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—Ingot.

Lake Superior, per lb	0 15½ 0 16
Baltimore " "	0 15 0 16
English B.S. " "	0 15½ 0 16

Bolt or Bar.

Cut lengths, round, ½ to ¾ in	\$0 28 \$0 31
" round & square	
1 to 2 in	0 26 0 28

Note—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,	
16 oz, 14x48 and 14x60	\$0 19 0 20
Untinned, 14 oz, and light,	
16 oz, irregular sizes	0 20 0 21
Note—Extra for tinning, 2½ cents per pound, and tinning and half planishing 5 cents per pound.	
Planished and tinned, 14 x	
48 and 14x60	0 30 0 32

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 24
" 35 to 45 " "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned, per ss	0 26
Spun " "	0 30

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 26
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge	0 21 0 25
" 27 to 30 " "	0 23 0 29
" 30 and up	0 26 0 29
Sheets, hand-rolled 2x4 ft	0 22 0 24

Zinc Spelter.

Foreign, per lb	0 06 0 06½
Domestic " "	0 05½ 0 05¾

Zinc Sheet.

5 cwt casks	0 06½ 0 06¾
Part casks	0 06½ 0 07

Lead.

Imported Pig, per lb	0 04 0 04½
Domestic " "	0 04 0 04½
Bar, 1 pound	0 05 0 05½
Sheets, 2½ lbs, per square ft,	
by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft,	
by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 27½ p.c. discount.

Note—Cut lengths, net price; ton lots 27½ and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb 0 20 0 22
Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	\$0 21-\$0 22
Other makes " "	0 20 0 21

Pure White Lead, ground in oil,

Associat'n guarantee, per lb	\$6 06½
No. 1 Do	0 05½
No. 2 Do	0 04½
No. 3 Do	0 04½

Prepared Paints.

(In ½, 1 and 1 gallon tins.)

Pure, per gallon	\$1 20
2nd qualities " "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow " "	0 09
Golden Ochre " "	0 06
French " "	0 05
Marine Black " "	0 09
" Green " "	0 09
Chrome " "	0 08
French Imperial Green " "	0 14

Colors, Dry.

Yellow Ochre (J.C.) in bbls, per lb	0 01½
" (J.F.L.S.) " "	0 01½
Venetian Red (R.C.2) " "	0 01½
" (1343) " "	0 02
English Oxides " "	0 02½
American " "	0 02½
Paris Green, per lb	0 19
Burnt Sienna " "	0 08½
Burnt Umber " "	0 06
Drop Black " "	0 12
Chrome Yellows " "	0 12
" Greens " "	0 12
Golden Ochre " "	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 70
Brown Japan " "	0 70
No. 1 Carriage " "	1 50
Gold Size Japan " "	1 40
Pure Orange Shellac " "	2 20
Hard Oil Finish " "	1 50

Linseed Oil (in bbls).

Raw, per gal	\$0 64 0 65
Boiled " "	0 66 0 67

Turpentine (in bbls).

Selected Packages, per gal	0 67 0 68
Toronto Lead and Color Co.'s Paints.	
Pure Pr'd Paints, 1½ gal tins, p.c.	1 10
Plastic " "	0 90
Metallic paints, for barns, in bbls	0 75
Carriage " " qts, 60c; nts, 45c	
" Top Dressing " " 60c; " 45c	

White Lead, pure, 25-lb irons, per lb	0 06 1/2
" No. 1	" 0 05 1/2
" No. 2	" 0 04 1/2
" No. 3	" 0 04 1/2

A. G. Peuchen & Co.'s Prices.

Paint Oil, boiled	0 35
Peuchen's Pure English Paint in 1, 1/2 and 2 gals. per gal	1 12 1/2
Peuchen's Prepared Paint	1 00
2nd Quality Mixed Paint	0 75
Carriage Colors, quarts	0 55
Pure Lead, a guarantee	0 06 1/2
Best White Lead	0 05 1/2
No. 1 Lead	0 04 1/2
No. 2 Lead	0 04 1/2
Yellow Ochre	0 01
Golden Ochre, French	0 02
Extra Golden	0 03
Paris Green, pure	0 18
One pound package, pure	0 20
Cockson's Venetian Red	1 50
Best Vermillion	0 15
2nd Quality Vermillion	0 10
3rd	0 07
No. 1 Furniture Varnish	0 65
Brown Japan	0 65
No. 1 Carriage	1 25
Elastic Oak	1 25
Orange Shellac	2 00
White Shellac	2 25

Acme Paints.

Neal's Carriage, discount 40 p. c.	0 02
English Oxide, by the barrel	0 01 1/2
American Oxide	0 01 1/2
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p. c.	0 25
Granite Floor, in tins, 90c, 47 1/2c	1 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount 40 p. c.	0 50
" Wagon and Imperial, dis 40 p. c.	0 50
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz	1 25
Acme Carriage Top Dressing, \$1 75 per doz	4 00 8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, discount 45 per cent.	
Rim Fire Military, net list.	
Central Fire Pistol & Rifle, dis 18 p. c.	
Central Fire, Military and Sporting, net list. B.B.Caps, discount 45 p. c.	
Wads, per 1,000	\$0 60 \$1 60
Eley's	\$0 60 \$1 60

Anvils.

Per lb.	0 07 1/2 0 12 1/2
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50, 10	
Hollow Stearn's per doz	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughn's, each	1 35 1 60
Excelsiors, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	0 65 1 59
Pegging, " "	0 65 1 25
Brad, " "	0 85 1 60
" handled	3 60 7 30
Saddlers', " "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, " "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	7 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Light Brass Nos. 3 to 10	1 80 14 50
" Nos. 2 to 10	1 00 9 00

Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50

Cow.

American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 p. c.	

Farm.

American, each	2 00 5 00
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House.

American, per lb.	0 35 0 40
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Bellows.

Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount 35, 40 per cent.	

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37 1/2, 40 per cent.	

Bench Stops.

Per doz	5 00 6 00
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Bits—Auger.

Gilmour's dis 55 to 60 p. c.	
Excelsior—Jennings', discount 60 per cent.	
Jennings' Imitation, list 45, 47 1/2 per cent.	
Jennings' Gen, net list.	

Car.

Gilmour's, 47 1/2 50 per cent.	
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Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb.	0 11 0 15
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Bolts.

Carriage, dis, 60 to 60 and 5 per cent.	
Tire, dis, 50 to 50 and 10 per cent.	
Stove, dis, 40 to 45 p. c.	
Elevator, dis, 35 to 40 p. c.	
Machine, dis, 60 to 60 and 5 p. 5.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers' "	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 65.	
Vegetable, per doz	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	5 00 40 23
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Butts—Brass.

Wrought Brass dis. 60, 62 1/2 and 10 per cent.	
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Cast Iron.

Loose Pin, dis. 60.	
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Wrought Steel.

Fast Joint, dis. 60, 60 & 5pc.	
Loose Pins, " 60, 60 & 5pc.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz	3 75 4 50

Card.

Horse, per doz	0 70 0 95
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Carpet Stretchers.

American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz	22 50
World	21 75
Daisy	24 00
Star	18 00

Crown Jewel, per doz	29 00
Grand Rapids, " "	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50pc.	
Plate " "	dis. 50pc.

Cattle Leaders.

No 31 and 32, per gross	8 50 11 25
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Cement.

Portland, car load lots	3 2
Thorold	1 10
Queensston	1 10
Napanee	1 10

Chalk.

White, lump, per lb.	0 01 1/2 0 01 1/2
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Flaming and Firmer.

American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz	0 85 4 00

Churns.

Amer., dis. 50 p. c.	
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Clamps.

Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clips.

Axle, dis. 65 p. c.	
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Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
No. 2	2 70

Compasses, Dividers, etc.

American, discount 65 p. c.	
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Cradles, Grain.

Canadian, discount 25 p. c.	
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Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English, " "	2 00 4 00

Draw Knives.

American, dis. 70, 70 & 5 p. c.	
Canadian, dis 25 to 35 p. c.	

Drills and Drill Stock—Breast.

Millar Falls, per doz	16 00 51 50
P. S. & W., dis. 40 per cent	

Twist.

Morse, dis. 30, 33 1/2 per cent.	
Standard, dis. 40, 45 p. c.	

Elbows—Stove Pipe.

Dis. 17 1/2, 22 1/2 p. c.	
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Fawcets.

Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5, 50 & 10	
Barton Smith, dis 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis. Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25pc.	
Horse Rasps, Kearney & Foote's dis Am list, 50 pc.	
Horse Rasps, Heller's dis. Am. list, 45, 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33 1/2 p. c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc., dis. 40 per cent.	
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Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis, 50, 50 & 10 p. c.	

Washers and Wringers.

Standard M'f'g Co.'s Goods.	
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Standard M'f'g Co.'s Goods.

Standard Wringers	\$51 00
Dowswell Washers	57 00
Victor Churns, No. 1	57 00
" "	63 00
" "	80 00

Fruit Presses.	
Henis' per doz	4 00
Enterprise, discount 10 p. c.	

Fry Pans.

Acme, discount 50, p. c.	
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Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p. c.	
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Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 40
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Glass.

4th quality Star, 1st break	1 55
" 2nd "	1 65
" 3rd "	3 70
" 4th "	4 00
" 5th "	4 30

Window Glass.

Pilkington's ordinary.	
1st break	\$4 06
2nd "	4 32
3rd "	5 08
4th "	5 51
5th "	5 94
6th "	6 60
7th "	7 32

Picture Glass.

Pilkington's ordinary.	
1st break	4 80
2nd "	5 25
3rd "	6 00
4th "	6 60
5th "	7 20
6th "	7 65
7th "	8 58

Glue.

American, per lb	0 09 1/2 0 10 1/2
Canadian	0 09 0 10
French Medal	0 13 1/2 0 15
White	0 16 0 20

Glue Pots.

Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list, Can. discount, 25 to 27 1/2 p. c.	
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Tack.

Magnetic, per doz	1 10 1 50
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Sledge.

Canadian, per lb.	0 12 1/2 0 15
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Ball Pean.

English and Can., per lb.	0 25 0 37 1/2
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Handles.

Axe per doz	1 00 3 50
Store door "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Hooks—Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, " "	0 27	0 63
Harness, " "	0 72	0 88
Hat an Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1 13

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 17½, 20 p.c.		
Wrought Hooks and Staples, Amer. dis. 75 to 75 and 5 per cent.		

Wire.

Hat and Coat, dis. 35, 40 p.c.		
Belt, per 1,000, " "	0 60	2 70
Screw, bright, Eng., dis. 40, 5, 45 per cent.		

Horse Nails.

Canadian, dis. 50, 50 and 10.		
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Ice Picks.

Star, per doz	3 00	3 25
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Kettles.

Brass spun, per lb	0 25	0 30
Copper, " "	0 40	0 45
Enamelled Can. 50 p.c.		
American, 50 and 10, 60 and 5 per cent.		

Keys.

Lock, Can, dis 50 p.c.		
Cabinet, Trunk, and Padlock, Am. per gross	1 60	4 75

Knobs.

Door, japanned, and N.P., Can. list dis. 50 p.c.		
Bronze, Berlin, per doz	2 75	3 25
Bronze, Gen., " "	6 00	9 00
Lava, " "	8 75	10 00
Shutter, porcelain, E. & L. screw, per gross	\$1 30	4 00

Ladles.

Melting, per doz	1 70	4 50
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Lemon Squeezers.

Porcelain lined, per doz	2 20	5 60
Galvanized, " "	1 87	3 85
King, wood, " "	2 75	2 90
" glass, " "	4 00	4 50
All glass, " "	1 20	1 30

Lines.

Fish, per gross	1 05	2 50
Chalk, " "	1 90	7 40

Locks—Door.

Canadian, dis. per cent	50	
Russell & Erwin, per doz	2 90	7 50

Cabinet.

Eagle, dis. per cent	33½	35
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Padlock.

English and Am. per doz	50	6 00
Scandinavian, " "	1 00	2 40
Eagle, dis. per cent	15	1 17½

Mallets.

Tinsmiths', per doz	1 25	1 50
Carp'trs', hickory, " "	1 25	3 75
Lignum Vita, " "	3 85	5 00
caulking, each	1 60	2 00

Mattocks.

Canadian, per doz	8 50	10 00
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Meat Gutter.

Enterprise, dis. per cent	20	25
Dixon's, each	1 60	2 00
Woodruff's " "	1 10	1 70
Hale's, " "	1 05	1 50
Hsme, " "	13 00	16 00

Mining Knives.

American, per doz	42	2 35
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Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent.		
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Nails.

Cut, 3 inch and upwards		
per keg	2 80	
55 per cent. Brads & Moulting Nails, discount 55 per cent.		

Nail Pullers.

German & American	1 85	3 50
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Nail Sets.

Square, round and octagon	3 38	4 00
Diamond	12 00	15 00

Oilers.

McClarey's Galvan. Iron Oil Can, with Pump, ½ doz.	19 50	
Zinc and Tin, dis. 50, 50 and 10.		
Copper, per doz	1 25	3 50
Brass, " "	1 50	3 50
Malleable, dis. 25 per ct.		

Pails.

Galvanized, per doz	2 00	3 50
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Pencils.

Dixon's, per gross	1 00	4 25
" Carpenter	2 25	3 60

Picks.

per doz	6 00	9 00
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Picture Nails.

Porcelain Head, p. gross	1 65	3 00
Brass Head, " "	40	1 00

Planes.

Wood, bench, Canadian, or American dis. 50.		
Wood, fancy Canadian, or American dis. 35, 37½ per cent.		
Bailey's (Stan R. & L. Co.) dis. 35, 37½ per cent.		
Miscellaneous, dis. 15 per cent.		
Bailey's Victor, dis. 15 per cent.		

Plane Irons.

English, per doz	2 00	5 00
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Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p.c.		
Button's Imitation, per doz.	7 40	10 25
German, per doz	60	2 60

Plumbs and Levels.

R. S. & L. Co., dis. 65 p.c.		
Poppers.		
Corn, square, per doz	1 35	2 00

Pruning Shears.

Per doz	4 00	5 50
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Pulleys.

Hothouse, per doz	55	1 00
Axle, " "	22	33
Screw, " "	27	1 00
Awning, " "	35	2 50

Pumps.

Rumsey, Cistern & Pitcher Spout, 55, 60 per c.		
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Punches.

Saddler's, per doz	1 00	1 85
Conductors', " "	9 00	15 00
Tinner's solid, per set	72	
" hollow, per inch	1 00	

Putty.

Bladder, per 100 lbs	2 00	2 25
Tins, lbs	2 50	2 75

Rail.

Barn Door, per foot	3	3½
Sliding Door, " "	3½	3¾

Rakes.

Cast Steel and Malleable, Canadian list dis. 40 per cent.		
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Razors.

Boker's, per doz	7 50	11 00
Wade & Butcher's, " "	3 60	10 00

Razor Straps.

Currier's, per doz	1 25	3 60
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Rivets and Burrs.

Copper Rivets, dis. 40 to 40 and 5 p.c.		
Iron " " 40, 40 and 10.		
Burrs, Iron, 30, 33½ p.c.		

Rivet Sets.

Canadian, dis. 30, 35 per c.		
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Rope.

Sisal, per lb	12	12½
Manilla, " No. 1	1½	15
" No. 2	13½	
Cotton, " "	22	25
Deep Sea, " "	15	16

Rules.

Boxwood, dis. 75 & 10 & 5 80 percent.		
Ivory, dis. 40, 40 & 5 per cent.		

Sad Irons.

Mrs. Potts, per set	1 15	
" N. P.	1 50	

Sand and Emery Paper.

B. & A. sand, dis. 25, 30 p.c.		
Emery, per quire	55	90

Sash Cord.

Per lb	22	50
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Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.		
Kempshell's dis. 40, 62½ per cent.		
Canadian, dis. 45, 50 p.c.		

Sash Weights.

Sectional, per lb	2½	3 00
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Sausage Stuffers.

Each	1 00	3 00
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Saws.

Hand, Disston's, dis. 10, 15 per cent.		
S. & D., dis. 35 per cent.		
Cross-Cut, Disston's, per ft. 35, 47.		
S. & D., dis. 25 per cent.		
Hack, complete, each	1 75	2 75
" frames only	75	

Saw Sets.

Per doz	1 65	9 00
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Scales.

Canadian List, dis. 40 p.c.		
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Scale Beams

Canadian, B. S. & M. dis. 40 per cent.		
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Scrapers.

Box, per doz	2 10	4 50
Foot, " "	40	3 50

Screens.

Window, patent, per doz	6 00	7 50
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Screw Drivers.

Sargent's, per doz	65	4 00
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Screws.

Wood, flat head iron, dis. 47½ percent.		
Wood, round head iron, dis. 42½ per cent.		
Wood, flat and round head, brass, dis. 25 p.c.		
Bench, wood, per doz	3 25	4 00
Bench iron per doz	4 25	5 75

Scythes.

Discount 40 per cent.		
Scythe Snaths,		
Canadian, dis. 35, 37½ p.c.		

Shears.

B. & W., japanned, dis. 75 per cent.		
B. & W. N. P., dis. 65 p.c.		
Seymour's dis. 60 p.c.		
Aetna, dis. 75 to 75 and 10 per cent.		

Sheaves.

Sliding Door, per set	77	1 40
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Shot.

Canadian, dis. 7½ per c.		
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Shovels and Spades.

Canadian, dis. 37½ p.c.		
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Sieves.

Wood Rim, black, p. doz	1 15	1 35
" tinned, " "	1 35	1 60
Tin Rim, " "	2 30	2 45
" black, " "	1 80	2 25

Snaps.

Harness, German, p. gro.	2 00	5 50
Acme, " "	3 00	5 00
Lock, Andrew's " "	4 50	11 50

Soldering Irons.

Per lb	0 30	0 32
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Wrought Spikes.

Discount, 21 per cent.		
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Spoke Shaves.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

Spoons and Forks.

T.S.P. Co., dis. 40 & 10 p.c.		
Hutton's, per doz	50	2 50
Nevada, " "	60	2 50
D. & A., " "	1 70	4 50
Basting, Amer'n, per doz	50	1 15
Tea and Table, tinned iron, per gross	70	3 00

Squares.

Iron, per doz	1 65	2 90
Steel, dis. 75 p.c.		
Try and bevel, dis. 50, 55 per cent.		

Staples.

Fence, galvanized, per lb	5	5½
Wrought Iron, dis. 75, 75 and 10 per cent.		

Stocks and Dies, Amer. dis. 25 per cent.		
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Stone.

Washita, per lb	0 15	50
Hindostan, per lb	0 06	
" Slips, per lb	9	
Labrador, per lb	0 13	
" Axe, " "	0 15	
Turkey " "	0 50	
Arkansas " "	1 50	
Water-of-Ayr " "	0 10	
Scyth, per gross	3 50	5 00
Grind, per ton	15 00	18 00

Stove Polish.

Per gross	1 88	7 50
M.L.S., per gross	2 50	
Jacoby " "	5 00	
Mirror Black Lead, per gr.	2 00	
Jos. Dixon's, bulk, per lb.	0 07	
Dixon's Plumb, " "	0 15	
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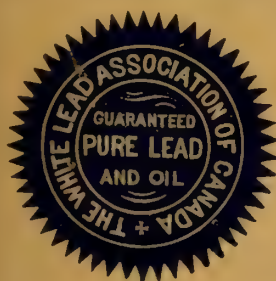
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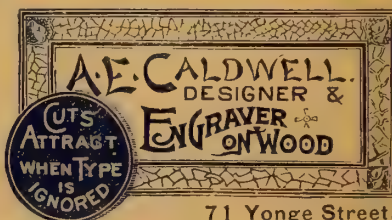
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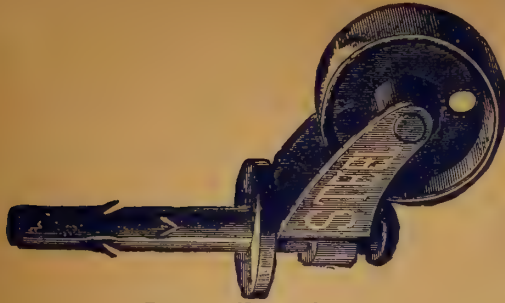
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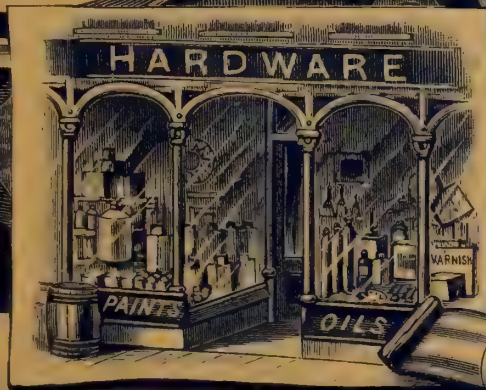
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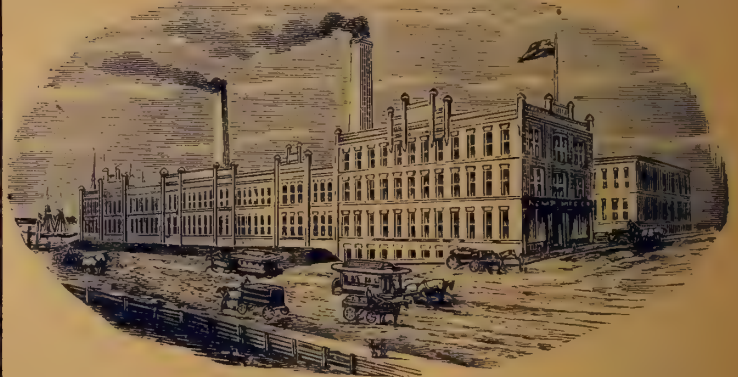
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Vol. 2.

TORONTO AND MONTREAL, FEBRUARY 7, 1890.

No. 6

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. Hugh C. McLean, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

ADDITIONAL PLUMBING INSPECTION.

The City Council should not delay the appointment of a third plumbing inspector. The spring building operations will soon be commenced, and it is not desirable that the season should have a record of as much uninspection work as last spring had. Even late in summer, when there was not so much of a rush, many buildings were put off the contractors' hands whose plumbing had not passed under the eye of an inspector. Some architects refuse to release a contractor until he presents the certificate of a plumbing inspector, but the latter often cannot see the work before the contractor, architect, and proprietor get tired waiting for him. A contractor may feel that he has done enough when he has waited for the three days, the law requires him to wait, and the architect and proprietor may overlook the lack of an inspector's certificate, but the complaisance of these does not free the city from its responsibility. The health of the public is to be looked after, and there are many things we could do without better than without sanitary plumbing. The whole block, the whole street, the whole ward, nay, the whole city may be disastrously affected by the character of the plumbing done for one house. The public are entitled to ample plumbing inspection.

So also is the trade. Money has been lost on a large scale through the tardiness of inspection. Many a plumber has to bide the three days' limit, with several workmen paid for lost time that the city necessitates, idly standing round. If the third inspector were maintained by a tax placed solely on the building and allied trades of the city, it would be more just to them than is the present hardship of compelling them to wait for inspection and to bear the consequent expense out of their own pockets. It would pay them better to be thus taxed for an extra inspector.

CANADIAN MINERAL WEALTH.

It would seem that the people of Canada had come to regard their mineral wealth as a fable rather than a happy and substantial fact. Every one knows in an abstract way that we possess vast mines of mineral riches; but only the few know anything about where the mines are, or can give any definite information as to their character. We do not have the booming spirit so strongly developed in Canada as we see it across the line, and it may be that this is a weakness in our make up. For example, it is safe to assume that only a few of those outside of the circle directly interested in the work know much about the extent and character of the operations being carried on at Sudbury, Ont. There is a district to which thousands have been drawn during the past two or three years, and a city now exists where but a railway crossing broke the monotony of the somewhat barren scenery when the C. P. R. was first put through. Schemes of development are there heard of which would take the breath from tens of thousands of Canadians, who now know, in a vague sort of way, that there is such a place as Sudbury, but would beg to be excused from going into anything like details. Vast smelting works, and equally colossal schemes of communication are contemplated. All the activity and feverish expectation characteristic of a great mining centre prevails. Discoveries have been made at Sudbury which may revolutionize the steel business of the world, and there are other reasons which combine to surround the place with the immeasurable interest of great expectations. Yet Sudbury is but a comparatively small district, and can only be regarded as one of many centres where minerals of great economic value can be had with comparatively little trouble. Gold abounds in many parts of the Dominion, and probably no other country is so rich in silver. Yet neither of these precious metals is being produced in relatively large quantities. With the marvellous developments at Sudbury, to which so much more of outside than inside attention seems turning, it may be that the capital will speedily be found to open up many other fields of known richness. The indications are certainly hopeful. The only drawback is the matter of fact

manner in which our own people accept these valuable discoveries, instead of stirring up that excitement which accomplishes so much of advertisement in a short time. Booms are often unwholesome, and we may feel consoled under present circumstances by the reflection that no danger exists in that direction, although we have all the material for developing the greatest boom of the century. The properties of nickel-steel are just now attracting the attention of the greatest foundrymen of the Old World, and this is one of the results of the nickel discoveries at Sudbury. Wealthy syndicates are also buying up our phosphate mines. What is wanted abroad is better information respecting our mineral deposits, and any reasonable expense which the Government might go to in preparing such information and disseminating it would not be grudged by the people. It would be money well invested.—London Free Press.

UNTIDINESS AND RUIN.

Whether it is that untidiness leads to ruin, or that a manufacturer who is losing money has not the moral stamina to keep things in trim, thrifty shape, is a hard matter to determine: but, true it is that untidiness in the shop and office, and ruin, are such close friends that they are ordinarily seen together, and the sight of one suggests the other. We have often seen men of rare industry, judged by their hustling manner, who would spend much time each day looking for tools they had forgotten where they left, stumbling over piles of stray castings left under the lathe or piled on or under the bench, or pawing those castings over for a piece somewhere in this pile or that, when it ought to be in a place by itself, going from tool to tool or bench to bench to find or borrow a drill or wrench or hammer or block, when there should be just one place to find the desired article. And when the articles are found he never thinks of returning them to their proper place. In fact there will be no "proper place" for tools in such a shop, and the next man who wants them will go on the same hunting expedition about the shop. Such a shop will always have black and dirty walls and ceiling, with the windows spattered with dirt and decorated with cobwebs, notwithstanding that the light is so

bad that careful work is rendered impossible or tedious of accomplishment, when a few cents' worth of lime and a brush would whiten the walls and the ceiling and greatly improve the light, and so expedite and improve the work. Money and time are lost, and ruin invited by a neglect of these things.

But the greatest loss experienced by this deplorable and needless state of things is in the morale of the shop. Workmen compelled to work in a dingy, ill-kept and ill-lighted shop, will suffer loss of ingenuity, loss of ambition, loss of self-respect and respect for their employer and his interests. If they are forced to work at disadvantage, the stimulus to activity and ingenuity suffers a gradual decay, and no one will pretend to deny that this decadence on the part of the workman is a direct money loss to the proprietor.

Tidy workshops stimulate manliness and ingenuity on the part of workmen, and right there may be found the profit on the year's business, or, if neglected, the year's losses. There are plenty of establishments, east as well as west, which, by a careful attention to these matters—which they regard, in fact, as non-essential—could easily increase the efficiency of their workmen ten per cent., and that per cent. would determine the difference between a profit and a loss.—Exchange.

PROGRESS OF THE PHONOGRAPH.

It may be some time yet before the phonograph will realize, in a practical way, the capabilities which have been attributed to it. The telephone had the same experience, and for some time after it was first made to convey a message it seemed likely never to amount to more than an interesting experiment. Scarcely any one then believed that it would become a thing of daily use and almost of necessity. Perhaps the phonograph is destined to arrive at complete success by a like gradual process. The most recent account of its progress in that direction is given by the *Electrical World*, which says:

The phonograph is being rapidly brought into a state of perfection that will admit of its commercial use successfully in the near future. It is being reduced in size and increased in efficiency, also improved in adjustment, one of the most notable features being the change to a single-barreled arrangement of the holders of the recorder and reproducer; thus, instead of a pair of spectacles it will be a monocle. The latter adjustment is being rapidly attached to the new machines now being turned out at the Edison laboratory. Several other notable changes are being made in the construction of the phonograph, and a new motor is being made for it by an electric company in Philadelphia that will probably be supplied to the trade very shortly. It is very cheap and, I am told, much more efficient than

any hitherto presented, being absolutely regular in its action, no matter what force propels it. This will enable it to reach many other purposes for which at present it is not used. A new diaphragm has been invented by the chemist of the company that is unbreakable, of far better acoustic properties than any other known at present, and very easily and cheaply made. It will probably be used by the telephone companies after the phonograph people have decided as to its use. Its trial has been thorough and practical, and patents are being prepared for the United States and all foreign countries. This will, it is claimed, open a new field for the phonograph and for the telephone, as former difficulties with the metal diaphragms are clearly overcome.

WEAR OF TIRES.

Experiments which have been made recently on the Austrian state railroads, with wheel tires of Krupp's crucible cast steel and Martin steel, have yielded interesting results. For the purpose of the trials, three wheels on one side of a locomotive were furnished with tires of one kind of steel, and those on the other side with tires of the second kind. The profiles, to start with, were, of course, exactly alike. After two years' running, measurements of the profiles showed that the Krupp steel tires had worn down, on an average, 10 millimetres (about 0.4 in.), while the Martin steel tires had worn down 14 millimetres (about 0.56 in.).

Including the weight of the metal removed in again turning down the tires to the normal profile, the weight lost, due to wear, was 40.4 kilograms (88.88 lbs.) in the case of Krupp tires, and 56.4 kilograms (124.08 lbs.) in the case of those of Martin steel.

MIMICO TO BE A MANUFACTURING CENTRE.

An evidence of the commercial prosperity of Toronto and the tendency of large and important industries to take advantage of the facilities offered by the city for the transaction of business on a large scale is the recently perfected plans of a number of prominent capitalists to establish a large number of factories at Mimico, adjacent to Toronto. A joint stock company has already been formed and a charter will be granted during this week with a capital stock of \$500,000. A syndicate of nine prominent manufacturers has been formed in this city, composed of James Morrison, Thos. McDonald, Keith & Fitzsimmons, P. J. McNally, of the Toronto Lead and Color Co., with others who have all agreed to subscribe for stock to the amount of \$300,000 in the joint stock company. The company have secured some six hundred acres of land lying south of the Grand Trunk Railway, on the west side of the Mimico station in Mimico. These lands extend from

the railway to the lake shore, comprising all the land most desirable for residential property between the new asylum buildings and the present station, covering nearly one and one-half miles on the lake shore front.

The interim managers have applications from a large number of manufacturers in this city and elsewhere for sites upon which to erect factories, and as soon as the stock offered for sale is disposed of the work of building factories will be commenced. To ensure advantages to manufacturers it is proposed to run a spur from the Grand Trunk Railway at a point some distance west of the present station to the lake, and locate the factories on each side of the spur line, giving each factory an independent switch into its works with suburban service from the lake shore groves.

The Canadian Pacific Railway will during the coming season run a feeder, which, together with the Buffalo, Hamilton & Toronto Railway, now surveyed over these lands near the lake shore, will give these factories facilities for shipping and passenger service.

The idea of laying out the lands on a plan similar to suburbs of large American cities has been adopted and will soon be presented to the public. The factories are to be built as soon as the season permits, parks and drives are to be preserved, taking in the beautiful pine groves now on the lake shore, and a wharf with steamboat accommodation will be made.

It is the purpose of the company to sell a portion of the property in lots, and provide at once for the building of several hundred houses, so that homes will be ready for the factory hands as soon as the factories can be built.

A system of waterworks, gas and electric light, and a thorough system of sewerage, will be developed as may be required.

On Friday night, some unknown parties broke into A. Y. Polly's general store, Simcoe, and carried off a quantity of underclothing, socks, mitts and several pairs of boots. Entrance was effected by forcing open the front door, using as a jimmy the coulter of an old plough that lay in front of Sutton's foundry.

The Wm. Cane & Sons Manufacturing Co., Newmarket, Ont., is one of the progressive industries in Canada. New machinery has been added to each department during the past year, and the order, skill and care characteristic of the management enable the company's various staple lines to compete favorably in every part of the Dominion. Their staple goods are pails, tubs, washboards, clothespins, candy, lard and syrup pails, oil, paint and pickle wooden packages proof against leakage of whatever nature, besides other articles. This firm merits their large trade throughout the country, which they have held for many years. Send for price list.

TORONTO BOARD OF TRADE.

The annual meeting of the Toronto Board of Trade was held on Friday afternoon. The chair was occupied by the retiring president, Mr. W. D. Matthews. The entrance of Mr. J. I. Davidson, the newly-elected president, was greeted with an ovation.

President Matthews read his annual report which was an able review of the state of trade during the past year and of the operations of the board.

He referred to the beneficial influence that the board had upon the business interests of Toronto. Speaking of trade generally, he said:

The past year has been one of varied interest to merchants, and while the results of trade generally have not been more than moderately satisfactory, yet they have fully justified the opinion held at the beginning of it. During August and September the excellent crop reports stimulated trade considerably, and expectations were general that a more active and extended business would continue. It soon became apparent that the crop was over-estimated, and this, combined with the low prices realized for all kinds of produce, caused a reaction that has been felt up to the present time. The report of the Ontario Bureau of Statistics regarding the crop of cereals and roots gives as large a yield in the aggregate as the year previous, but unfortunately in consequence of the low prices, farmers' deliveries up to the present date have been much below the average. Added to this, the unfavorable weather experienced during the past two months has made it almost impossible for farmers to deliver their produce even when disposed to accept the low prices offered. The volume of trade done by the country merchant, and remittances up to the present date have been disappointing. There still remains in farmers' hands, however, a very large stock of grain and produce yet to be sold, which is certain to find a market this season, and we may therefore fairly expect a more active business for the spring months. It may not be out of place to point out some of the causes for the low price of barley, usually the first grain to be marketed in Canada. Our Canadian farmers have always given particular care to the cultivation of this grain, and the reputation of Canada barley with the American brewer has been very high. During the past few years the very radical changes in the system of brewing and in the use of cheaper materials as substitutes for malt, such as corn and rice, have done away very largely with the necessity for a high grade barley, as they give the results that formerly our barley was relied on to produce. Added to this, the fact that the growing of barley in the western states has increased to such an extent that when a favorable crop has been secured it is almost equal to the requirements of the trade. It therefore behooves our farmers to face the matter squarely and decide whether with a duty of 10 cents per bushel and freight charges added to reach the consumer in the United States, they can continue to grow barley in such large quantities as formerly.

The milling trade has continued to feel the effect of the competition from the importation of American flour. The duty on wheat imported into Canada is 15 cents per bushel, which, by way of comparison, is equal to 71½ cents per barrel of flour, whereas the duty on flour is only 50 cents

per barrel. It seems to me unfair under our policy of protection to home industries that the millers should not have the same treatment as accorded to other manufacturers, so as to participate in the advantages of our home market. There can be no doubt that this industry is suffering, and, although the farmers, as a class, have not appeared to take much interest, yet whatever affects its welfare must indirectly affect the agricultural interest, with which it is so intimately allied.

I am informed, and it is easy to understand, that a radical change must take place in the conditions under which this branch of trade is done before it is made generally profitable. The large number of failures among the retail dealers is pretty conclusive proof that the looseness with which credit is dispensed, and the absurdly long terms upon which the goods are sold, are not conducive to a healthy state of trade. It is easier to diagnose this state of affairs than to suggest an infallible remedy. Over importation and excessive competition, with constantly lessened profits and increasing expenses, will ultimately bring about a cure, but is it not possible to anticipate (by conference and concerted action) where such would be advantageous to all, and avoid so undesirable a consummation as the forced retirement of the many, for the ultimate benefit of the few? The decided advance in the value of all textile fabrics, and the fact that stocks in the hands of all Canadian manufacturers are quite limited, more so probably than they have been for years, suggests an opportune time for a united move in the direction of a more rational dispensing of credit than at present obtains in this important branch of business.

Since my last report the question of combinations has been freely discussed by the board and also before the banking committee of the House of Commons, as well as in parliament, and a bill has been passed dealing with the subject. In the opinion of the prominent members of the House of Commons the act is chiefly useful as a fresh declaration of the law. It will be admitted by all fair minded people that trade agreements (usually termed combinations) in force in Canada are on a just and reasonable basis, and have not been inconsistent with public interests, and that on the other hand public interests demand that no unnecessary restrictions be placed on the trade and commerce of the country. I regret to observe the proposal to again discuss the question at Ottawa during the present session. The continuous agitation of a subject affecting interests so far reaching and important is calculated to disturb the business of the country, and deter investors, and is to be deprecated, and especially so when in charge of a private member. It is manifestly a matter of such vast concern to our people that no further action should be permitted without the Government assuming complete responsibility.

During this year great interest will centre around the banking legislation necessary from the fact that the charters of all our banks expire in 1891. Further discussion upon this important topic has brought about very general agreement that the system of bank circulation in the United States is not superior to our own, and the serious dearth of the circulating medium felt recently on the other side has emphasized the necessity for the Canadian system (in fact the editor of one of the chief financial papers in the United States is thoroughly advocating the adoption thereof the Canadian system.) It is reasonable, as I had occasion to remark last year, that all fear of loss from or dis-

count upon the bank note circulation should be removed from the public mind. Certain Ontario and Quebec banks have made arrangements during the year for the redemption of their notes in distant provinces, reciprocating in kind with the banks there, so that notes which formerly were taken at a discount now pass at par. Enough of this has been done to show that all objections on this score to the circulation can be removed by the existing banks themselves, if they so desire. The other point, namely, the guaranteeing of the bank circulation where the resources of the larger and older and the smaller and newer banks vary so much, is probably more difficult for them to arrange among themselves, especially if provision has to be made for guaranteeing the circulation of every new bank venture that may be attempted. Even this, however, may be attained by the co-operation of the Government in surrounding the granting of new charters with such conditions as will secure their being granted only upon a substantial and lasting basis, which the law as it stands does not secure. Free banking, theoretically, is good, and will always be popular as against what savors of monopoly, but a wise conservatism is necessary in dealing with monetary institutions having power to issue bank notes, and if the needful guarantee of absolute indemnity against loss can be secured by the action of the banks themselves, who are best acquainted with the attendant risks and necessary precautions, it will be infinitely preferable to their being compelled to hold gold or Government securities against their circulation, with the periodical stringency and contraction which this would precipitate. It would also seem advisable that the renewal of the bank charters should not be limited as heretofore, their expiry always causing more or less disturbance to commerce, and then, like any other enactment, they could be the subject of revision or improvement as the necessity arose.

He spoke of the progress of the new building, and of the success of the scheme adopted to provide the money to pay for it. The appointment, he said, of a professor of political economy at the University of Toronto promised to be of great service to the mercantile community. He discussed municipal reform, and concluded with an expression of the gratification he felt at the position of the board, an acknowledgement of the generous support accorded him by the members, and a complimentary reference to Secretary Wills.

Mr. S. E. McKinnon moved the adoption of the report, and Mr. George A. Cox seconded the motion, which was carried.

Mr. Davidson delivered the following inaugural address:—

My first duty, gentlemen, is to thank you for the honor you have to-day conferred on me. I assure you I enter upon the office of president of the board of trade with full purpose to use whatever powers belong to it with a single view to the promotion of the commercial interests of the city of Toronto. Fortunately, for me, my presidency has fallen in a favorable year for the advancement of the position of the board. My successor will, I hope, speak to you in a more stately edifice than that which we now occupy—one which will be admired as a fine specimen of architecture, and as affording

ample and handsome accommodation for the merchants of a great and growing city. The influence of the board has been usefully exercised in the past, and it will be my endeavor to direct that influence with judgment and caution. Many matters of importance requiring your action are sure to rise during the year; some are already pressing upon us. The Esplanade question will, I am confident, in the near future be settled on the basis first suggested by you. I hope that you will see it to be your duty to insist that all electric wires, for whatever purpose employed, shall be put under ground and made absolutely free from danger to life and of fire. Of late there has arisen an agitation for the appointment of an inspector or scaffolds as a protection to the lives of workmen. I am of opinion that this appointment should be extended so as to embrace an inspector of buildings. The appointment of a weigher, measurer and gauger is authorized by the Act Vict. 28, on the recommendation of the board of trade. The certificate of the official so appointed is receivable as prima facie evidence in all courts of justice within the province. I strongly recommend the speedy use of the powers of the board in this matter as an absolute necessity to some branches of trade. Before leaving our own immediate surroundings, I desire to call your attention to the urgent necessity for some system of municipal reform. Your council will no doubt view with approval the proposal to reconstruct the public works department of the city, but it would strengthen the hands of the council if you will appoint a committee to co-operate with them in the work in which they are engaged. The renewal of bank charters is now occupying the attention of the Dominion Parliament. It will be your duty in that matter to guard carefully the interests of the trading community, embracing bankers as well as traders. The need for an amended extradition treaty between Canada and the United States becomes more apparent every day. Even if our neighbors were not willing to return our refugees we should not hesitate to return theirs, but it is evident from the recent action of Congress that they have repented past errors and will grant that which justice and good morals demand. The proposal to grant a liberal subsidy to Atlantic steamers of greater speed than now enter Canadian ports is a matter of deep interest to the business community. It will be for you to consider whether the public money will be well spent in bringing mails, freight and passengers across the Atlantic at a rate of speed which will place the Canadian route on an equality with that of New York. The Provincial Legislature has asked your opinion on tax exemptions. I would ask you to consider the matter fully, and a meeting of the board will specially be called to consider this very important matter. In conclusion, I congratulate you upon the continued growth of our city. Throughout the Dominion we find no city in which the progress of trade, of manufactures and of the arts of life has been of late so rapid as in the city of Toronto. I trust that its prosperity may continue and ever increase during the present year. I again thank you for the honor you have bestowed on me, and assure you I shall never cease to take deep interest in the welfare of the body over which, by your kindness, I have been called on to preside.

The following officers were elected :—

President, John I. Davidson, wholesale grocer (acclamation); First Vice-President,

H. N. Baird, grain merchant; Second Vice-President, Hugh Blain, wholesale grocer (acclamation); Treasurer, G. M. Rose, publisher.

Council—W. D. Matthews, grain merchant; Wm. Christie, biscuit manufacturer; W. R. Brock, importer of dry goods; D. R. Wilkie, cashier Imperial Bank; Wm. Ince, wholesale grocer; Elias Rogers, coal merchant; D. W. Alexander, wholesale leather; S. F. McKinnon, wholesale milliner; A. A. Allen, wholesale hats, caps and furs; G. B. Smith, M.P.P., importer of dry goods; A. M. Smith, wholesale grocer; A. B. Lee, hardware; Robert Jaffrey, real estate; R. W. Elliott, wholesale druggist; W. K. McNaught, watchcase manufacturer.

Board of arbitration—R. S. Baird, (Confederation Life); G. A. Chapman, grain merchant; W. Galbraith, grain merchant; S. Crane, coal merchant; J. D. Laidlaw, grain merchant; J. H. G. Hagarty, steamship owner; N. McLaughlin, miller; Jos. Oliver, lumber merchant; R. J. Stark, grain and flour merchant; T. Flynn, grain merchant; J. H. Sproule, grain merchant; J. Carrick, grain merchant.

Harbor Trust—J. H. G. Hagarty, steamship owner; A. M. Smith, wholesale grocer.

Industrial Exhibition Association directors—James Carruthers, grain merchant; W. B. Hamilton, boot and shoe manufacturer.

OUR CREDIT SYSTEM.

That our credit system is entirely wrong, has been demonstrated by the heavy losses sustained recently by our manufacturers. It is not only injurious to the manufacturer but to the retailer as well. If the retailer were obliged to pay for his goods in 30 or 60 days he would be more careful in his purchases, and more than all, would be more particular as to whom he credits. Book accounts and long credits are the general causes of bankruptcy. A retailer, knowing that he can get all the goods he wants on four months' time, sells a great many goods on the monthly payment plan. For a month or two his customers pay up well and then stop a month or two, or become very irregular in payments, and the merchant, not being a good collector, or fearing to offend his customers, allows this to go on, and the time comes when he finds his liabilities running up, his assets appearing all on his books, and not available, then he begins to scatter his purchases, buys a bill or two from this firm, two or three from another, until they become so widely scattered that he cannot handle them. If he be dishonest, he can work in so many goods before the first comes due that he disposes of them at any price and puts in his pocket a good round sum, and gives his creditors what they can get. If he be honest, he can struggle on month after month, harassed by his small creditors until he can

stand it no longer, and succumbs to the inevitable.

The manufacturer, if he be in good credit, readily obtains money on his drafts, and not being obliged to carry the account himself, does not hesitate to sell on long time, and himself overtrading or doing more business than his capital warrants, is obliged sometimes to make a quick turn over and sell his goods without a profit to realize. Another manufacturer, not wishing to run any risks, gives a very large discount for cash, in fact so large that the profit is about all taken off, and finds at the end of the year that he has made very little, if anything. Such is the result of our credit system; in fact the result has not half been told. The remedy is in the hands of the manufacturers, and is one of the first things the associations should take hold off.—Furniture Dealers' Journal.

MINERAL RESOURCES OF MEXICO.

It is a remarkable fact that, as civilization widens here, as railways extend themselves in all directions, great deposits of iron and coal are being found. It is as if Providence had reserved the discovery of these invaluable prime materials of modern civilization till the period of revolutions should have come to an end. An iron deposit recently found on the Acapulco division of the Inter-oceanic Railway is said to be 80 per cent. pure metal.

Its extent is marvelous, and the matter is being looked into by capitalists. Mexico has all the useful metals—iron, copper, lead, tin, gold and silver. Already we talk here of utilizing the iron of the country for making rails for the new roads, instead of having to rely on English and Belgian rail-makers. A project is now being studied in London for rolling mills and smelting works at Zimapan iron fields, from which iron is being taken now in large quantities, and utilized largely for building purposes.—Mexican correspondent of the Boston Herald.

The Galt Rag and Metal Co.,

DEALERS IN

Rags, Bones, Scrap Iron
Copper, Brass, Lead,
Zinc,

Scrap Rubbers, Paper Stock, etc.

Highest Cash Prices Paid.

ORDERS BY MAIL WILL RECEIVE PROMPT
ATTENTION.

BOX 256.

GALT, ONT.

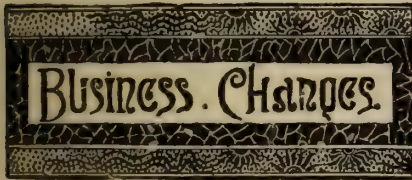
H. S. HOWLAND, Sons & Co.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

ACME SKATES,

Wrenches and Repairs.



PROVINCE OF ONTARIO.

Ailsa Craig—Cameron, A. R., baker and grocer, assigned to E. B. Smith, Ailsa Craig. Barrie—Coulter & Vair, dry goods and groceries, dissolved, Jas. Vair continues; Kennedy, Ellen (Mrs. D.), general store, assigned to D. Blackley, Hamilton.

Brown Hill—Brown, Jno., grocer, succeeded by Clark Bros.

Brussels—Rogers, F. C. (estate of), general store, stock sold.

Day's Mills—Mellick, W. A., general store, succeeded by W. J. Brock & Bro.

Delhi—Eagles, Henry W. (estate of), general store, stock, etc., advertised to be sold by auction on 5th prox.

Delta—Singleton, F. W., hardware, called meeting of creditors for 4th prox.

Glencoe—Hunt, J., grocer, burnt out, partially insured; McLaughlin & Bean, general store, succeeded by Stephens & Co.

Gravenhurst—Kilmer, W. J., general store, assigned to Clark, Barber & Co. Toronto.

Haliburton—Dart & McKelvey, general store, assigned to Wm. Prust, Haliburton.

Hamilton—Riddall & McKeown, stoves and tinware, dissolved, A. H. McKeown continues; Fraser, Johnson & Co., wholesale saddlery hardware, dissolved, business continued by Alex. Fraser and Fred. Johnson.

Marathon—Ashfield, Wm., general store, chattel mortgage.

North Bay—Burgess, W. H., general store, stock, etc. advertised to be sold by auction on 5th prox.

Norman—Burker, R., groceries and fruits, sold out to W. D. Atwell.

Norwich—Donald Produce Co. (not incor), (estate of), evaporated fruits, plant, stock, etc., advertised to be sold by auction on 14th inst.

Nosbonsing—Varin, Chas., general store, assigned to J. M. McNamara, North Bay.

Orangeville—Reid, H. E. & Co. (co nom),

general store, offering to compromise; Gilchrist & Kent (estate of), general store, stock, etc. advertised to be sold by auction on 7th inst.

Orillia—Porter, J. T. & Co. (co nom), general store, deceased.

Petersburg—Doalle, Henry, general store, succeeded by Geo. Becker.

Ridgetown—Cumming, Wm. G., general store, assigned to Clark, Barber & Co., Toronto.

St. Clair—Souchereau, S. (estate of) general store, stock sold.

St. Mary's—Long, E. & Co. (co nom), general store, succeeded by F. W. Long & Co.

Stratford—Goulding, R. R., hardware, compromised.

Streetsville—Simpson, Annie (Mrs. Jno.), hardware, assigned to Townsend & Stephens, Toronto.

Toronto—Whatmough, J. A., house furnishing, assigned to Jno. S. Charles, Toronto.

Windsor—Casgrain, A. P., (estate of), hardware, stock, etc. advertised to be sold by auction on 5th prox.

Westport—Whelan, Jno. H., groceries and provisions, assigned in trust.

Zephyr—Scott, Jno., general store, assigned to J. W. Lawrence, Toronto.

MANITOBA AND NORTH WEST TERRITORIES.

Moosejaw—Campbell, W. R., stoves and tinware, burnt out.

QUEBEC.

Cowansville—Mansfield, N. A., general store, offering to compromise.

Farnham—Giroux, F. X., general store, assigned in trust.

Montreal—Prevost & Co., groceries, dissolved.

Quebec—Pare, H. A., groceries, assigned in trust.

St. Flore—Blais, Pierre, general store, assigned in trust.

St. Gertrude—Petit, Octave, general store, assigned in trust.

Sherbrooke—Boucher, E., hardware, partially burnt out, insured.

Thetford Mines—Simard, A., general store, assigned in trust.

PROVINCE OF NOVA SCOTIA.

Antigonish—Somers & O'Brien, general store, Thos. Somers and Jno. O'Brien co-partnership registered.

Gore—Scott, Jas. A., general store, assigned.

Jordan River—Freeman, Stewart & Co., general store and lumber, judgment vs. them.

Leitche's Creek—McCormack, Jno. D., general store, assigned.

New Glasgow—Collishaw & Co., groceries and fruits, assigned.

Sheet Harbor—Logan, Jno. A., general store, assigned.

PROVINCE OF NEW BRUNSWICK.

Moncton—Angus, Clifford, groceries, assigned in trust.

If you can arouse curiosity by an advertisement, it is a great point gained. The fair sex don't hold all the curiosity in the world.

SHEET STEEL
SHINGLES AND SIDING
PAINTED AND GALVANIZED,
FIRE AND STORM PROOF, DURABLE
AND CHEAP.

We have the Heaviest AND CHEAPEST Shingles and Siding in Canada.
Prices and Circulars on Application.

THE METALLIC ROOFING COMPANY, Ltd.
SOLE MANUFACTURERS,
TORONTO AND WINNIPEG.

CAUTION.

Joseph Rodgers & Sons,
(LIMITED.)

Find it necessary to caution the public against imitations of their manufactures. None are genuine unless bearing the

TRADE
MARK.



GRANTED
1764.



Parliament street is well supplied with hardware stores, still W. C. McFarland, No. 391, gets his share of the trade and in spare moments reads *HARDWARE*.

La grippe in the case of Mr. John T. Porter, one of the most esteemed and energetic of Orillia merchants, has proved fatal after a very short illness.

The fire on Friday in Steveley's tinware store, London, originated from the tinning furnace on the third floor. The loss is estimated at about \$250, and is fully covered by insurance.

J. A. Whatmough of this city, dealer in stoves and house furnishing goods, has made an assignment, a meeting of his creditors was held on the 6th inst., when a statement of his affairs was laid before them.

The bankrupt stock of Thos. O'Brien, 343 Yonge street, city, is to be offered for sale. The stock, tools, and fixtures, amounting to about \$3,000, is in good condition, and well assorted, and should bring a good price.

Golden Cement manufactured by Mr. Jas. Marshall, Hamilton, has given great satisfaction in the city, and the large sewers and Public Works are built with this cement. Mr. Morgan, of Morgan Bros., Hamilton, says it is the best article in use to-day on this continent.

Before the 1890 season is over, the Canadian Pacific will be running a line of six steel freight and passenger steamers between Chicago, Milwaukee and Owen Sound. The idea is to force as low an export rate by way of Montreal as that now obtained via Baltimore—English paper.

According to Messrs. James & Shakspeare's copper report, 9,000 tons of copper held by the French syndicate have gone into consumption in France and America; and we have it on the authority of one of the oldest houses in the trade that never in its history has so large a demand been experienced as has prevailed since March last.—London Iron and Steel Trades Journal.

W. S. Symonds, a prominent Halifax foundry man, died suddenly on Friday morning of heart disease. He woke and complained of being cold. His wife arose to obtain more bed clothes, and when she returned to the room he was dead. Mr. Symonds was the eldest of six brothers, who started business thirty years ago. All are dead now.

Two young London hardware clerks are in trouble. At a party they attended the other night there was a double mock marriage in which they acted as grooms, and married two young ladies (on the other side

of 25). The young ladies now claim that the marriage was *boda fide*, and that the young men are theirs. The supposed husbands are very much frightened, and are thinking seriously of leaving town.

Bills have been read before the Legislature from Iron Moulders' Union, No. 28, Toronto, respecting (1) boards of arbitration, (2) employers and wages, (3) the publication of assessment rolls. Also from Union No. 136, Oshawa, respecting the first and third subjects mentioned above, and (2) workshops regulations, (4) the Seamen's Act. The bills were introduced by Messrs. H. E. Clarke and Dryden, M.P.P.'s.

The American Manufacturer says: "England makes better forgings and razors than we do. Their razors are forged by hand. The Woolwich Arsenal has made a 110-ton piece of forging. The smallest buckles made are three-eighths of an inch in size. A blacksmith and helper would forge but twelve or fourteen per day by the old method. Now one American machine can turn out 550. Paris blacksmiths work seventy-seven hours per week."

The total outlay on the Sault Ste. Marie canal, being constructed by the Canadian government, is estimated at £600,000. Great engineering obstacles have to be overcome in its comparatively short length of 3,500 feet. The works consist of a channel way, massive pier work at both entrances, and a lifting and guard lock. The lock will be 600 feet long, with a width of 85 feet, narrowing at both ends to 60 feet. The gates will be opened and closed by hydraulic power.

The Malleable Iron Co., which is to build a factory in Walkerville, is composed almost entirely of Detroit capitalists, the officers being Mr. Hiram Walker, president, and Mr. H. F. White, secretary and treasurer. The works will be 390 by 420 feet. It is expected that 300 men will find employment in the new factory. The new company has no competitor in Western Canada and will make all kinds of goods for the malleable iron trade. The factory will be ready for business in about two months.

The American Window Glass Importers, Association including representatives of every glass importing firm in the country, met at Springfield on Tuesday and advanced the price of window glass 5 per cent. for the next five days, at the end of which time there will be an advance of 10 per cent. This advance is attributed to an increase of 20 to 40 per cent. in the price of glass in Europe and to the advance made by the American window glass manufacturers. The next meeting will be held in Springfield March 6, when it is very likely there will be another rise in the price.

Messrs. Cole & McMurray, Niagara Falls, are prosperous hardware, stove and tinware merchants of that place, and are now adding plumbing to their business. They handle

the Sultana Heater and Jubilee Range, also "Garland" Heater. They import the "Paris Range," paying 30 per cent. duty, and have sold a large number of them. Messrs. Cole & McMurray have a workman in their shop 65 years old, who had a piece of stove pipe brought in for repairs, that he made over 40 years ago. Mr. W. Brooks is the man's name, and he is hale and hearty, and can turn a piece of iron pipe as quickly as any of the young mechanics yet.

The banker Henry Clews says there is dangerous monetary expansion in England. He remarks: "At the moment, London is the weak spot in the financial world, speculation in new enterprises there for the last two years having gone on at a rapid and even reckless rate. The aggregate amounts of capital subscribed to loans and companies of all kinds in Great Britain during the last few years have been as follows: 1884, \$545,000,000; 1885, \$390,000,000; 1886, \$505,000,000; 1887, \$480,000,000; 1888, \$800,700,000; 1889, \$900,000,000. Such expansion as that of the last two years is out of all proportion to the growth of legitimate trade. Reaction, of course, must follow. It does not appear to be near at hand just now, and there are influences at work which will tend to counteract and delay its force: still these are facts not to be overlooked."

It is intended to hold a hardware exhibition at Remscheid, Germany, in 1891. and a preparatory meeting has been held to organize a scheme and enlist the sympathy of all the local manufacturers. The exhibition is not so much intended to be a popular show as a means of enlightening hardware producers as to the best and latest improvements in the trade. Already enough promises of exhibits have been received from makers outside the district to make success very probable. The sections into which the display will be divided are as follows: 1. Metals in a crude state and bars and sheets. 2. Motors. 3. Machinery, implements and apparatus, lighting and heating, ventilating and similar appliances. 4. Personal requirements for workmen, dwellings, furniture, food, etc. 5. Means of transport, communication, etc. 6. Contrivances for preventing accidents.

FROST ON WINDOW PANES.

Most merchants have a plan whereby frost deposit on windows may be avoided, still in small towns the transparency of the windows is not looked after in cold weather. There is nothing more provoking on cold mornings, than to wake and find your window panes so covered with frost that the half day spent in trying to make things look attractive, is lost, as the things are now hidden from view by Jack Frost's handiwork. To prevent this it is necessary to have a current of cold air on the inside of your window to counteract the sharp air on the outside. A few holes cut in the baseboard below the window proper, are all that it is necessary to have. It will admit a cold current of air, and prevent the window pane from freezing.

TORONTO LEAD AND COLOR COMPANY'S VULCANIZED FLOOR PAINTS

SOMETHING ENTIRELY NEW.

Dry hard with a fine gloss in 12 hours.

READ OUR TESTIMONIALS.

We have been selling Toronto Lead & Color Co's pure paint about five years. think it the best mixed paint in the market.

WALLACEBURG, DEC. 14th, 1889.
It has given perfect satisfaction, and we

SHAW & WOOLIVER.

A NEW ENGLISH NAIL MACHINE.

A new nail machine, known as the Cope-well, has been tested in London. Each machine will produce over 600 pounds of average-sized nails in the working day of ten hours, and one boy can fully attend to four machines. The nails themselves are produced from the cold steel bar, and are, therefore, even in temper throughout and uniform, whilst it is claimed for them that in their finish, tensile strength, holding power in the chuck, and freedom from liability to fracture under the heads, they are without rival in the market. Their cost is but little over half that of nails made by other processes. The process itself is very simple. The end of a coil of steel bar or wire on a drum is put into a machine, which, automatically cutting pieces of the required length, passes them down through a series of dies, which draw and bevel them; they are then caught in slots in a revolving plate and pointed, and finally dropped—finished nails ready for use—without any hand labor whatever. Should any failure take place in any of these operations with any nail blank, the fault instantly throws the machine out of gear, whilst a danger signal marks the exact spot where it occurs. To remove the faulty blank and restart the machine is the matter of seconds only.

JOHN M. BLACKBURN & CO.

41

COLBORNE STREET
TORONTO
ONT

DESKS
OFFICE
LIBRARY
Church & School

FURNITURE.

TRADE SALES.

The general stock of T. Kean, Son & Co., Lindsay, was withdrawn at Messrs. Suckling & Cassidy's at 57c. on the dollar.

Messrs. Suckling & Cassidy's own trade sale took place on Tuesday, and was well attended.

Messrs. Suckling and Cassidy will sell at their auction rooms on Tuesday the 11th at 2 o'clock, the stock of Wier & Co., 733 Yonge st. consisting of men's, boy's and youths' leather goods, 613.55; women's misses and children's goods, 967.26; rubber and felt goods, 181.36; shop furniture, including safe, 85.50. One-third cash, balance in thirty days on approved security. Ten per cent. deposited at time of sale.

The stock of Peter McIntyre, Woodville, will be sold at Messrs. Suckling & Cassidy's auction rooms on the same day (Tuesday) at 2 o'clock. It includes, general dry goods,

2061.08; ready made clothing, 620.73; boots and shoes, 460.55; crockery and glassware, 361.19; groceries, 248.93; hats and caps, 169.76; shop furniture, 76.00. One-third cash. The remainder in two and three months, on secured notes, at 7 per cent.

A lawyer of Temple Court was looking over some papers his German client had brought, and every signature had a menace in it as it stood: "A. Schwindler."

"Mr. Schwindler, why don't you write your name some other way; write your first name, or something? I don't want people to think you are a swindler."

"Vell, sir, how much better you dink that looks?"

"Adam Schwindler."

"Better is it that thou shouldst not vow that thou shouldst vow and not pay."—Ecclesiastes.

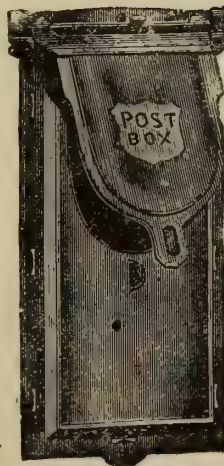
The BARNUM WIRE (Limited.)

Lawn Fountains, Vases



Iron Fences
Roof Cresting
Iron Columns
Iron Beams

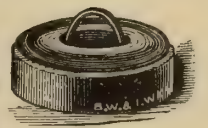
Builder's Iron Work.



MAIL BOXES.

AND IRON WORKS, Walkerville, Ont.

Stable Fittings, Bank and Office
Railings, etc.,
Store Fittings,
Store Stools
Lamson Cash Railway System.



ASH PIT DOORS.



BRASS AND IRON BEDS.

Send for Catalogues and Prices.

WHOM TO TRUST.

A successful business man has suggested the following "don'ts" to govern credit clerks in opening and closing accounts with customers :

Do not trust a man who is unwilling to make a statement over his own signature ; do not trust a man starting anew in business who has not sufficient capital of his own to pay for his stock and fixtures ; do not trust a man unless convinced that his daily profits are more than his daily expenses ; do not trust a man who habitually and continually sells his goods for less than an average cost of doing business ; do not trust a man who drinks to excess ; do not trust a man who is a constant better on horse races, or is a gambler ; do not trust a man who lives beyond his means ; do not trust a man for more than one-quarter of his visible assets.—Ex.

THE LEGAL IMMUNITY OF DEBTORS.

Will any of our business men give us a reason why there are so many bankruptcies in Ontario and so few in Quebec? My view is that the Division Court law is the real cause. The numerous petty accounts that it is impossible for the grocer to collect from men who are earning good wages and are perfectly able to meet their bills would be, I may safely say, worth five hundred dollars to every general merchant if there were a law that would compel the payment of them. This sum alone means assignment to many struggling merchants, who have very little money to lose. It would also mean hundreds of thousands of dollars that would finally make its way into the wholesale houses. Now that the screws are about to be put on banks, and that their abundance of money to accommodate country store keepers, merchants and wholesale houses will be shortened by nearly one-half, we may expect assignments to increase. Now is the time for the Ontario Government to enact a more stringent law for collection. I will propose a simple remedy in my next letter for the consideration of our brother grocers and general merchants.

COUNTRY MERCHANT.

"Country Merchant's" letter touches an important question. There is a vast amount of money lost by the retailers throughout the country every year through their dealings with non-paying customers. This is an effect of the credit system. But the credit system has been so long a fact in our commercial constitution that it and its issues would naturally be expected to have affected our laws more than they have done. Law has adapted itself very incompletely to the state of things that a credit system involves. One would almost be led to surmise from the inefficiency of our collecting laws, that in this country business was done on a strictly cash basis. It is to the plain interest of society that repressive or protective law should develop in correspondence with the growth of any form of dishonesty. Law should not be at a standstill while evil is progressing. But our laws for the collection of debts have been long stationary, while the

practice of abusing credit has increased. One amendment was made a year ago, which was in the right direction, but its scope was small, and the benefit to retailers was proportionally insignificant. That amendment allowed the creditor to attach the wages or other income of unmarried men so long as there were any, small or large, to attach. The limited range of this amendment is its fault. The debtors who make the worst inroads on the retailer's books are those who buy for several consumers, those who have a family to absorb their income. With relation to these the law has not moved. The wages or other income of a householder can be attached only conditionally, the condition being that the attachment leaves twenty-five dollars still in the hands of the garnishee. Consequently all a householder has to look out for is that he never lets his employer or other debtor fall in arrears beyond twenty-five dollars of the money the householder is entitled periodically to receive. The latter may be receiving a hundred dollars a month ; but if he is paid weekly he can protect himself from the operation of the garnishee law. No matter, therefore, how large may be the source of the householder's income, the retail merchant can touch none of it unless his debtor is a very sleepy man. Therefore the Garnishee Act is of little service as a collecting law. The retailer then has recourse to the courts, and may get an execution against the chattels of his debtor. This may turn out to be of as little relief as the Garnishee Act, for the wife or some one else may appear as the proprietor of such goods as the bailiff may undertake to seize.

The next thing to be done is to get out a judgment summons. By the order of the court the debtor is commanded to pay so much a month, upon his own admission that the specified sum is not too much. If he neglects to obey the judicial order, a warrant for contempt of court may be issued against him. This law should be useful, but it is not administered thoroughly. The debtor is not apprehended for contempt in many cases, but is generally brought before the judge again and given another order, usually a mitigation of the first, which he quite frequently disregards. Nor when a warrant finally is issued is it always served. So that this provision of the law for the collection of debts is nearly as futile as are the other two. The fault, however, is not with the law, but with its lenient administration by the judges. There are cases where lenity should prevail, but there are cases where it props up not the poor man, but the dishonest one, who has it in his means to pay.

At about the same time as we received "Country Merchant's" communication we received another one from the New York Retail Grocers' Association, asking about our law in respect to its bearing upon the

collection of retailers' bills. The interest of this Association should be imitated by our own of this city, with the object of getting our law so amended as to make it operative against the dishonest debtor. It is a question that should be taken up by the Business Men's Association.

We hope "Country Merchant" will soon send the suggestion that he promises at the end of his letter. It will interest ourselves and our readers.

LEADING

ACCOUNTANTS AND ASSIGNEES

E. R. C. CLARKSON
TRUSTEE AND RECEIVER

TORONTO,

In affiliation with

JNO. B. CLARKSON

Temple Buildings, - - - MONTREAL.

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,
76 KING ST. W., TORONTO.

Telephone 1112.

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JAMES COOPER, Agent,
MONTREAL.

MARKETS

TORONTO, FEB. 7, 1890.

This week there is less to say than ever regarding the condition of the general hardware and metals. Business is decidedly quiet, and changes in prices have been few and unimportant. Wholesale merchants report an increasing indisposition on the part of the country retail trade to place orders freely. Whenever possible, country merchants endeavor to trade on old stock and are extremely adverse to anticipating their wants more than is absolutely necessary. On this account travellers are not meeting with any marked success in their efforts for fresh business, and mail orders are also few in number.

An encouraging feature of the trade at the moment lies in the fact that some improvement has been apparent in the matter of payments. True it is that such improvement is not as appreciable as could perhaps be liked, but it is distinct, and merchants feel encouraged thereat. Since the beginning of the New Year country merchants appear to have made a strong effort to meet their liabilities, and remittances to date are probably ahead of the previous months, although behind a year ago. In the present condition of trade in all lines, and the uniform slowness of collections of late, the expectations of merchants did not soar very high, and on this account the improvement, slight as it may be, is all the more gratifying. It is not in the hardware line alone that pay-

ments have been more prompt lately. In all branches of business liabilities appear to be better met, and bankers, too, report a better state of things in this respect.

Prices on all lines of iron and steel continue very firm, and perhaps the facts of the dullness in trade and that merchants are in many cases selling on old stocks, are responsible for values being no higher than they are. It can hardly be doubted that prices will be higher soon, and probably the spring will open up with a higher range of values all round. An advance is made this week in the price of boiler tubs, the latest quotations being as follows: 1½ in., 11c.; 1¾ in., 12c.; 2 in., 13c.; 2½ in., 14c.; 3 in., 15c.; 3½ in., 16c.; 4 in., 17c.; 4½ in., 18c.; 5 in., 19c.; 5½ in., 20c.; 6 in., 21c.; 6½ in., 22c.; 7 in., 23c.; 7½ in., 24c.; 8 in., 25c.; 8½ in., 26c.; 9 in., 27c.; 9½ in., 28c.; 10 in., 29c.; 10½ in., 30c.; 11 in., 31c.; 11½ in., 32c.; 12 in., 33c.; 12½ in., 34c.; 13 in., 35c.; 13½ in., 36c.; 14 in., 37c.; 14½ in., 38c.; 15 in., 39c.; 15½ in., 40c.; 16 in., 41c.; 16½ in., 42c.; 17 in., 43c.; 17½ in., 44c.; 18 in., 45c.; 18½ in., 46c.; 19 in., 47c.; 19½ in., 48c.; 20 in., 49c.; 20½ in., 50c.; 21 in., 51c.; 21½ in., 52c.; 22 in., 53c.; 22½ in., 54c.; 23 in., 55c.; 23½ in., 56c.; 24 in., 57c.; 24½ in., 58c.; 25 in., 59c.; 25½ in., 60c.; 26 in., 61c.; 26½ in., 62c.; 27 in., 63c.; 27½ in., 64c.; 28 in., 65c.; 28½ in., 66c.; 29 in., 67c.; 29½ in., 68c.; 30 in., 69c.; 30½ in., 70c.; 31 in., 71c.; 31½ in., 72c.; 32 in., 73c.; 32½ in., 74c.; 33 in., 75c.; 33½ in., 76c.; 34 in., 77c.; 34½ in., 78c.; 35 in., 79c.; 35½ in., 80c.; 36 in., 81c.; 36½ in., 82c.; 37 in., 83c.; 37½ in., 84c.; 38 in., 85c.; 38½ in., 86c.; 39 in., 87c.; 39½ in., 88c.; 40 in., 89c.; 40½ in., 90c.; 41 in., 91c.; 41½ in., 92c.; 42 in., 93c.; 42½ in., 94c.; 43 in., 95c.; 43½ in., 96c.; 44 in., 97c.; 44½ in., 98c.; 45 in., 99c.; 45½ in., 100c.; 46 in., 101c.; 46½ in., 102c.; 47 in., 103c.; 47½ in., 104c.; 48 in., 105c.; 48½ in., 106c.; 49 in., 107c.; 49½ in., 108c.; 50 in., 109c.; 50½ in., 110c.; 51 in., 111c.; 51½ in., 112c.; 52 in., 113c.; 52½ in., 114c.; 53 in., 115c.; 53½ in., 116c.; 54 in., 117c.; 54½ in., 118c.; 55 in., 119c.; 55½ in., 120c.; 56 in., 121c.; 56½ in., 122c.; 57 in., 123c.; 57½ in., 124c.; 58 in., 125c.; 58½ in., 126c.; 59 in., 127c.; 59½ in., 128c.; 60 in., 129c.; 60½ in., 130c.; 61 in., 131c.; 61½ in., 132c.; 62 in., 133c.; 62½ in., 134c.; 63 in., 135c.; 63½ in., 136c.; 64 in., 137c.; 64½ in., 138c.; 65 in., 139c.; 65½ in., 140c.; 66 in., 141c.; 66½ in., 142c.; 67 in., 143c.; 67½ in., 144c.; 68 in., 145c.; 68½ in., 146c.; 69 in., 147c.; 69½ in., 148c.; 70 in., 149c.; 70½ in., 150c.; 71 in., 151c.; 71½ in., 152c.; 72 in., 153c.; 72½ in., 154c.; 73 in., 155c.; 73½ in., 156c.; 74 in., 157c.; 74½ in., 158c.; 75 in., 159c.; 75½ in., 160c.; 76 in., 161c.; 76½ in., 162c.; 77 in., 163c.; 77½ in., 164c.; 78 in., 165c.; 78½ in., 166c.; 79 in., 167c.; 79½ in., 168c.; 80 in., 169c.; 80½ in., 170c.; 81 in., 171c.; 81½ in., 172c.; 82 in., 173c.; 82½ in., 174c.; 83 in., 175c.; 83½ in., 176c.; 84 in., 177c.; 84½ in., 178c.; 85 in., 179c.; 85½ in., 180c.; 86 in., 181c.; 86½ in., 182c.; 87 in., 183c.; 87½ in., 184c.; 88 in., 185c.; 88½ in., 186c.; 89 in., 187c.; 89½ in., 188c.; 90 in., 189c.; 90½ in., 190c.; 91 in., 191c.; 91½ in., 192c.; 92 in., 193c.; 92½ in., 194c.; 93 in., 195c.; 93½ in., 196c.; 94 in., 197c.; 94½ in., 198c.; 95 in., 199c.; 95½ in., 200c.; 96 in., 201c.; 96½ in., 202c.; 97 in., 203c.; 97½ in., 204c.; 98 in., 205c.; 98½ in., 206c.; 99 in., 207c.; 99½ in., 208c.; 100 in., 209c.; 100½ in., 210c.; 101 in., 211c.; 101½ in., 212c.; 102 in., 213c.; 102½ in., 214c.; 103 in., 215c.; 103½ in., 216c.; 104 in., 217c.; 104½ in., 218c.; 105 in., 219c.; 105½ in., 220c.; 106 in., 221c.; 106½ in., 222c.; 107 in., 223c.; 107½ in., 224c.; 108 in., 225c.; 108½ in., 226c.; 109 in., 227c.; 109½ in., 228c.; 110 in., 229c.; 110½ in., 230c.; 111 in., 231c.; 111½ in., 232c.; 112 in., 233c.; 112½ in., 234c.; 113 in., 235c.; 113½ in., 236c.; 114 in., 237c.; 114½ in., 238c.; 115 in., 239c.; 115½ in., 240c.; 116 in., 241c.; 116½ in., 242c.; 117 in., 243c.; 117½ in., 244c.; 118 in., 245c.; 118½ in., 246c.; 119 in., 247c.; 119½ in., 248c.; 120 in., 249c.; 120½ in., 250c.; 121 in., 251c.; 121½ in., 252c.; 122 in., 253c.; 122½ in., 254c.; 123 in., 255c.; 123½ in., 256c.; 124 in., 257c.; 124½ in., 258c.; 125 in., 259c.; 125½ in., 260c.; 126 in., 261c.; 126½ in., 262c.; 127 in., 263c.; 127½ in., 264c.; 128 in., 265c.; 128½ in., 266c.; 129 in., 267c.; 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373½ in., 756c.; 374 in., 757c.; 374½ in., 758c.; 375 in., 759c.; 375½ in., 760c.; 376 in., 761c.; 376½ in., 762c.; 377 in., 763c.; 377½ in., 764c.; 378 in., 765c.; 378½ in., 766c.; 379 in., 767c.; 379½ in., 768c.; 380 in., 769c.; 380½ in., 770c.; 381 in., 771c.; 381½ in., 772c.; 382 in., 773c.; 382½ in., 774c.; 383 in., 775c.; 383½ in., 776c.; 384 in., 777c.; 384½ in., 778c.; 385 in., 779c.; 385½ in., 780c.; 386 in., 781c.; 386½ in., 782c.; 387 in., 783c.; 387½ in., 784c.; 388 in., 785c.; 388½ in., 786c.; 389 in., 787c.; 389½ in., 788c.; 390 in., 789c.; 390½ in., 790c.; 391 in., 791c.; 391½ in., 792c.; 392 in., 793c.; 392½ in., 794c.; 393 in., 795c.; 393½ in., 796c.; 394 in., 797c.; 394½ in., 798c.; 395 in., 799c.; 395½ in., 800c.; 396 in., 801c.; 396½ in., 802c.; 397 in., 803c.; 397½ in., 804c.; 398 in., 805c.; 398½ in., 806c.; 399 in., 807c.; 399½ in., 808c.; 400 in., 809c.; 400½ in., 810c.; 401 in., 811c.; 401½ in., 812c.; 402 in., 813c.; 402½ in., 814c.; 403 in., 815c.; 403½ in., 816c.; 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MARKETS—Continued

ally good. Prices remain unchanged. The uncertain change in the pig iron market, however, has a tendency to restrict fresh business, as buyers who are not cognizant of the inner workings of the iron ring naturally hesitate about committing themselves when they see such an unstable market in the raw material."

Neither here nor in the foreign market are other metals as firmly held as of late, although the local market is so dull that prices in some cases might be regarded as almost nominal. In tin, the London market has been lower, the cable quotation being £93 17s. 6d. spot, and £94 10s. futures. It has ruled rather irregular over there under the weight of pressure at intervals to sell both cash lots and forwards, caused by heavy shipments from the Straits during the month. There has been a noticeable absence of demand from the United States, and it is reported that no purchases for America were made direct in the primary market during the first half of the month. In tin plates, buyers and sellers are considerably apart in their views on prices.

Copper has also been a shade easier, the cable quoting merchant bars at £48 12s. 6d. spot and £49 5s. futures. There has been a moderate business, prices continuing to show a drooping tendency, although some purchases have been made to support the market. The deliveries, however, have been argely on previous purchases, and there is a disinclination among the trade to engage in fresh business on an extended scale at the present time. This has rather an unfavorable bearing upon the market. The lead market is cabled very quiet and barely steady at £13 for Solf Spanish, while in spelter there has been a further decline in prices, and demand is moderate. Ordinary Silesian is quoted at £24.

In paints and colors general trade is rather quiet this week in all lines, and prices have remained without fluctuation. Travelers are in the country soliciting spring orders, but are meeting with only moderate success, while letter orders are not plentiful. Merchants in many cases have some stocks held over, and on account of the slowness of collections and quietness in trade are not disposed to anticipate their wants. Linseed oil and turpentine are quiet at last weeks figures, and white lead is featureless.

NEW YORK MARKETS.

NEW YORK, FEB. 6, 1890.

This and neighboring markets for iron and steel have been devoid of important developments, as far at least as domestic productions are concerned. Business is still on a moderate scale in all quarters, and there are no visible indications of change in the tendencies of either buyers or sellers.

American foundry pig iron is fairly holding its own in price, although selling rather slowly, and \$19.50@20 for No. 1 X and \$18.50@19 for No. 2 X are apparently close figures. Forge is quoted at about \$17.50@18. Bessemer pig is quoted irregularly at from \$22 to \$23 at furnace, according to location, and new contracts for other than small lots are few and far between.

The steel rail market continues quiet. Local agents report none but small sales, but claim to be getting \$36 at Eastern mill, and, while buyers assert to the contrary, sellers claim that no rails can be bought from first hands at less than the \$36 rate. Steel in the form of billets and slabs is a trifle easier,

with \$36@36.50 quoted at Pittsburg and \$35@35.50 at mills further East.

The break in the foreign iron market appears to have somewhat unnerved holders of old iron rails, and several lines were offered at prices that would not have been listened to a week ago. Tees could have been purchased at \$28 on the spot, and at 50c. to \$1 less for future shipment. Double heads were offered at \$28 for shipment. No business of importance resulted, and the change in the attitude of sellers certainly did not encourage buyers to take hold.

TIN.

The pig tin market has undergone a most decided change the past two days. In point of fact nearly the entire advance brought about by last week's hard work has been overcome in that short interval under the combined influence of the speculative depression in iron and effective manipulation by the bears on tin. Prices are down about ½c. per pound here, and about £1 per ton in London. Sales were made here Tuesday at 20.80c. for February delivery, 20¾@20.80c. for March, 20.70@20.85c. for April and 20.70 for May. The transactions the past three days aggregate about 400 tons. The spot prices at the close were 20.80@20.90c. for round lots, and 21¼@21¼c. for jobbing quantities.

COPPER.

Copper has not changed. Lake Superior ingot has very limited sale at the moment, and is indifferently offered as well. The nominal price for it is 14½c. but 14¾c. possibly a shade less, would secure moderate quantities. Casting brands have had slightly better sale, chiefly in small lots. The bulk of the business was at 12¾c. but special brands brought ⅛@¼c. more.

LEAD.

Pig lead is a shade firmer, with 3.85c. now apparently the inside price for stock on spot or for near future delivery. About 600 tons have been taken the past three days, chiefly at the price quoted.

SPELTER.

Spelter is without change. Neither brass manufacturers or galvanizers are buying other than small quantities at the moment. Prices are about steady 5.35@5.45c. for ordinary brands Western common.

TIN PLATE.

Tin tin plate market is unsettled and irregular. Sellers seem to be disturbed by the break in speculative iron prices and have offered coke plates at 10@15c. decline.

MONTREAL

MONTREAL MARKETS.

FEBRUARY 6, 1890.

There is no change to note from last week, with the exception that business continues to improve and the outlook decidedly encouraging for the spring trade. February settling day does not effect the hardware trade much here being principally in the dry goods trade, but it was looked forward to with a good deal of anxiety by the general community. Upon enquiring at the banks it was stated that so far as could be ascertained settlements had been pretty good, and the paper pretty well taken up. Wholesale men have reason to hold a less confident view of the situation. A good deal of the paper was only presented for the purpose of asking renewals. In some quarters it is stated the wholesale houses anticipated this, and accordingly an extra effort was made to

meet the conditions. On the whole, things which might have been worse, were considered fairly good.

HARDWARE.

In shelf and saddlery hardware there is nothing new to report, no change in prices having taken place, those quoted in our last being well sustained.

IRON AND COPPER.

The improvement in trade noted in our last continues. Payments have been remarkably good. Pig iron warrants in Glasgow have again receded and are now quoted at 54s. 6d. This is frightening holders in this market who have been realizing at prices under quotations. Stocks are light and will be required to fill orders prior to opening of navigation. Summerlee iron has become firmer and is now selling at \$28. Gartsherrie \$27, and Eglington \$26. Finished iron continues firm at unchanged prices. Foreign bars \$2.75 and Canadian \$2.50. The advance in tin sheets and galvanized iron of ¼c. noted in our last has been well sustained. Tin plates \$4.25 to \$4.50 for cokes; and \$4.75 for charcoal. The metal market continues firm at unchanged prices. In lead the markets continue weak, stocks light, and holders firm at \$4 to \$4.15. Tin 24c. to 25c. Zinc \$6.50 for sheet, and 6¼c. for spelter. Sales of copper has been reported in the car lots at \$14.75. Dealers are asking 15c. Sheet copper quiet at 18c.

NAILS.

Since the advance in nails noted in our in our last, makers have commenced to fill all orders held off on account of the very unsteady state of the market, and claim they have enough to keep them going for the next six months. Following are quotations:—

FRANKEL BROS.

WHOLESALE DEALERS IN

SCRAP IRON,

Rails, Metals, Cotton Waste, etc.

OFFICE AND YARD: }
82 to 88 GEORGE ST. } : Toronto.
Telephone Number 1204.

SCRAP IRON.

WE BUY AND SELL all kinds of Scrap Iron for the purpose of re-melting and rolling.

RAILS.

WE BUY AND SELL all kinds of Rails, either for scrap or relaying.

METALS.

WE BUY AND SELL Copper, Brass, Lead, Zinc, Rubber, etc., in any quantity.

COTTON WASTE.

WE SELL Cotton Waste (white and colored) for the purpose of cleaning and wiping machinery and packing car boxes.

FOUR QUOTATIONS ARE ON A CASH BASIS.

TO THE PUBLIC.

We also make a specialty of buying OLD LOCOMOTIVES, OLD STEAMBOATS, BURN'T SAW MILLS, BURN'T GRIST MILLS, Etc.

NORTHEY & CO., - TORONTO, ONT.

MANUFACTURERS OF
SINGLE AND DUPLEX

Steam and Water-Power Pumps

FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP CONDENSERS

FOR ATTACHING TO

High Pressure Steam Engines,

MARINE AND STATIONERY.

GREAT ECONOMY

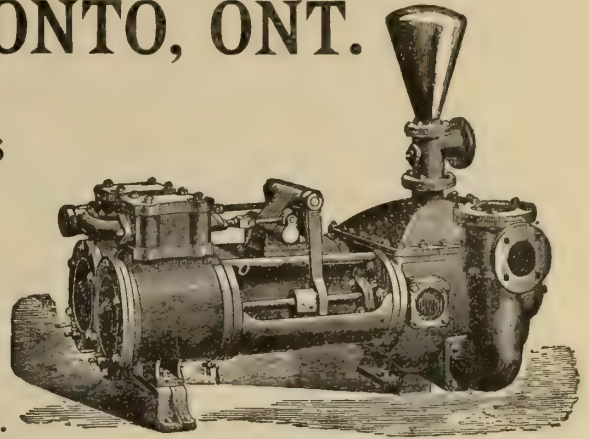
—IN—

FUEL AND POWER

GUARANTEED.

Prices and particulars on application.

OFFICE AND WORKS: Corner Front and Parliament Sts.



Montreal Markets—Continued.

CUT NAILS.

2 dy @ 60 dy, hot cut, per keg	....	\$2 75
10 dy @ 9 dy, " " "	....	3 00
8 dy @ 7 dy, " " "	....	3 25
6 dy @ 5 dy, " Am. pat	....	5 50
4 dy hot cut, per keg, " "	....	4 25
3 dy fine hot cut, per keg, Am. pat.	....	2 75
3 dy @ 5 dy, cold cut, per keg	....	3 25
4 dy, cold cut, per keg	....	3 75
3 dy, fine hot cut, Am. pat	....	5 95

STEEL CUT NAILS.

10 dy @ 60 dy, per keg	.....	\$2 85
8 dy @ 9 dy, " " "	.....	3 10
6 dy @ 7 dy, " " "	.....	3 35
4 dy @ 5 dy, " " "	.....	3 60
3 dy, per keg	.....	4 35
3 dy, fine, per keg	.....	5 85

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 75
4 dy @ 5 dy, per keg	.....	4 00
6 dy @ 7 dy, " " "	.....	3 75
8 dy @ 9 dy, " " "	.....	3 50
10 dy @ 30 dy, " " "	.....	3 25
Cut spikes, " " "	.....	3 90

COMMON FLOUR BARREL NAILS.

3/8 inch, per keg	.....	\$5 15
1 " " "	.....	4 75
1 1/8 " " "	.....	4 45

Finishing nails 75c. per keg over same size hot cut, viz., from \$6.60 for inch to \$2.65 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.60 for 1-inch to \$3.40 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$7.10 for 1-inch to \$3.90 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand 50 per cent. discount, for small lots. P. B. & Co. brand 50 per cent. of list for small lots. Large lots 50 and 10 four months, with 5 per cent off for cash in 30 days.

CEMENT AND FIRE BRICK.

Trade has been exceedingly quiet, owing to the continued rise in prices. Holders will not quote prices for future delivery. Advices from the other side point to a very strong market in the near future. Quotations for the present are:—Cement, \$2.70 to \$2.90; fire-brick, \$25 to \$30 per 1,000.

GLASS.

There is not much doing in glass for some days, but holders are firm at present prices, viz.: First break, \$1.50; second \$1.70; third in 100 ft. cases, \$4.

PAINTS AND OILS.

A slight improvement is noted the past few days. Pig lead a little easier. Cable advices report an advance of 3d. Prices here remain unchanged; ground white lead, Association guaranteed, is held at 6 1/4 to 6 1/2c. No. 1 and No. 2 grades unchanged.

Linseed oil continues very unsteady at advanced prices, viz.: 63c for raw and 65c. for boiled, although round lots have been sold much lower.

Turpentine has again advanced, and is now quoted at 65c. It has advanced in the English market 9d. since last report.

The season for Paris Green is now coming on and the demand is very good so far. There is considerable stock in retailers' hands held over from last year, the season being a very bad one on account of so much rain. Quotations: 16c. in 100 lb. kegs, usual advance for smaller packages.

MONTREAL NOTES.

A representative of one of the leading wholesale hardware houses of Toronto was in this city last week trying to arrange with the houses here as to a uniform rate on staple lines. Nothing definite was arrived at.

A meeting of the creditors of A. W. Morris & Bro., was held Wednesday at the office of Mr. Thos. Darling. Mr. Morris stated that he proposed to pay his liabilities in full. The meeting adjourned until Friday to allow Mr. Morris to complete his statement and to permit creditors absent at this meeting to be consulted.

At the annual meeting of the Canadian Rubber company, held Wednesday week, the following board of directors were elected for the ensuing year: Messrs. Andrew Allan, Hugh McLennan, Frs. Scholes, W. J. Withall, Arthur Prevost, H. Montagu Allan, J. B. Learmont, Andrew A. Allan and W. H. Benyon. At a subsequent meeting of the newly-elected board, Mr. Andrew Allan was elected president and Mr. Hugh McLennan vice-president.

Mr. Frederick A. Lallemand is suing the Montreal Rolling Mills Company for \$50,000, and Mr. Wm. Master, manager of that company, for \$25,000 damages, alleged to have accrued to him by the petition made last February by that company for authorization to take possession of Mr. Lallemand's property, supported by Mr. McMaster's deposition to the effect, it is alleged, that Mr. Lallemand had left the country with an amount of his property, whilst in reality, it is stated, Mr. Lallemand was at that very moment in the office of his lawyer, Mr. R. Laurendeau. As this deposition was published broadcast over the country, Mr. Lallemand alleges that all efforts of his to establish himself in business again are futile. Hence the damages.

Mr. Thomas Darling, accountant, has been appointed curator of the insolvent estate of Messrs. A. W. Morris & Bro. Messrs. F. Wolferstan Thomas, general manager of the Molsons bank; J. Murray Smith, local manager of the Bank of Toronto; A. M. Crombie, manager of the Canadian Bank of

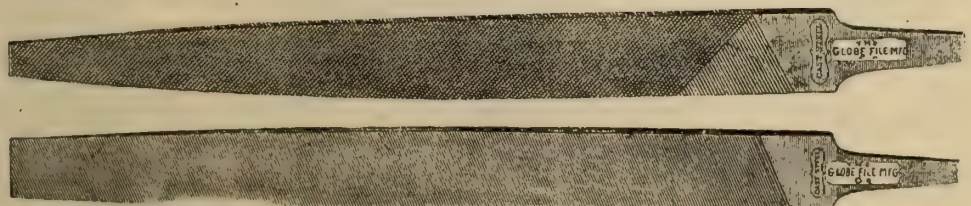
FILES AND RASPS

(Of every description)

Made from superior
quality cast steel

(TESTED AND WARRANTED)

GLOBE FILE MFG. CO.,
Port Hope, Ont.



Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J.T. HUBER & Co, Berlin, Ont.

Commerce, and Edson L. Pease, local manager of the Merchants Bank of Halifax (for the claim of Robinson, Fleming & Co.), have been appointed inspectors.

Talk about calendars, for neatness and general get up the one issued by Messrs. Drummond, McCall & Co., iron and metal merchants, of this city, is the best that has yet reached us. The design, printed in steel grey ink, shows two immense furnaces, pouring forth fire hot metal into large vessels held by brawny workmen, who in their turn pour it into the moulds already prepared.

The annual meeting of the Montreal Rolling Mills company was held Wednesday week at the company's office when the following directors were elected: Messrs. Andrew Allan, Hugh McLennan, Charles S. Watson, Hon. G. A. Drummond, H. Montagu Allan, E. S. Clouston, and Wm. McMaster. A dividend was declared, making 8 per cent. for the year ending 31st December, 1889. At a subsequent meeting of the directors Mr. Andrew Allan was appointed president, Mr. Hugh McLennan, vice-president, and Mr. Wm. McMaster, managing director.

The Edison company of New York have for some time been making preparations for enlarging and extending their business in Canada. They have already works at Sherbrooke employing about 150 hands, which have been crowded to the utmost capacity for the past fifteen months. It is now the intention to increase their business, and in order to do so they have purchased the business of Messrs. M. D. Barr & Co., who have been acting as general sales agents for their system. The sales of Edison apparatus for

the past fifteen months are said to have been equal to the total sales for the previous eight years. It was, therefore, thought best to make the Canadian business a district under the jurisdiction of the New York head office, therefore they completed arrangements with M. D. Barr & Co., and the business is being transferred to the United Edison Manufacturing company, of New York. Mr. M. D. Barr has been appointed manager for Canada.

Messrs. Henry L. Shippy, of New York, John B. Wallace, of Ansonia, Con., Charles E. Saunderson, and James Legget, of Mont-

real, have filed a notice of partnership as the "Dominion Electric Manufacturing Company," for the purpose of manufacturing electrical apparatus and supplies in Montreal.

Newspaper advertising may be compared to a vigilant and watchful salesman, who goes after business early and late, who accosts the lawyer in his office, the student in his study, the retired man of wealth at the family fireside, who can be in a thousand places at once and address a million people each day, saying only the right thing in the right place and at the right time.

MILK CAN & CREAMERY TRIMMINGS AND BODY STOCK.



We are prepared to promptly supply these goods this season in any quantity--Flat or corrugated centre hoop.

We make and supply everything used by Stove and Tinware Dealers.

Write for Prices and Discounts



The McClary Manufacturing Co'y

LONDON, TORONTO, MONTREAL, WINNIPEG.

TABULAR STEEL BOW SOCKETS FORGINGS CARRIAGE AND DROP.

The undersigned is now manufacturing full lines of

CARRIAGE :- :- HARDWARE,

And in addition to these is prepared to MAKE ANY LINE OF FORGINGS.

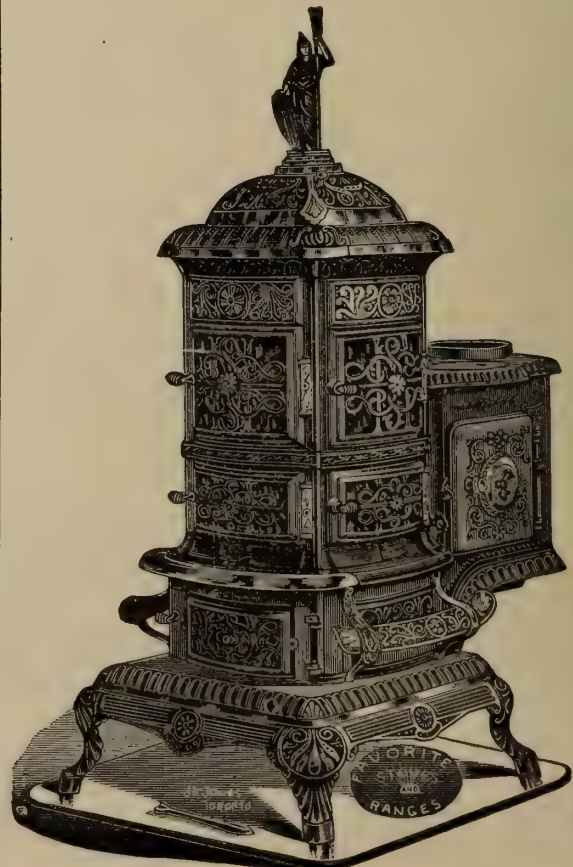
Do not forget that STEEL TUBULAR BOW SOCKETS are now manufactured by me, and supplied promptly.

DIE MAKING A SPECIALTY.

GEO. GILLIES,

Gananoque, Ont.

I AM The "Rival Favorite,"



Beautiful exterior, unrivalled as a baker and a complete success as a seller. I am the cheapest line to be had anywhere. Orders from the trade respectfully solicited.

CHOWN & CUNNINGHAM

Kingston, Toronto, New Westminster.



A MERCHANT'S TROUBLES.

In conversation with a representative of **HARDWARE**, the senior partner of a leading stove and house furnishing establishment remarked that the telephone was a very costly labor-saving machine. We requested an explanation. Well, he replied, this is the way it is worked. You know we sell a number of useful articles for home use; they are small in size, in price, and profit, but people must have them. Well, Mrs. A., living up in the northwest part of the city, finds that she wants a lamp chimney or a yard of wick; the telephone is immediately brought into play, and we are requested to send the articles up, at the same time apologetically saying, sorry to put you to so much trouble, but we are wanting the articles badly, and we have no one at home to send for them. Of course we cannot refuse, for Mrs. A. is a good customer and we do not wish to lose her trade, and we have to comply with the request. Now just figure up the financial result of this transaction—one lamp chimney, five cents; one yard of lamp wick, five cents; total, ten cents. Now for the expense of delivery, man with horse and wagon, one hour's time, twenty-five cents, besides the trouble of making several entries in our books. Now you can see what I mean by the telephone being a costly labor-saving machine. It is costly for us, for we make a ten cent sale, upon which our profit is about three cents, and it costs us twenty-five cents to deliver it. It is a labor-saving machine to Mrs. A., for it saves her the trouble of tramping down into the city for ten cents' worth of goods. But the coolest request that we have yet received over the wire was from a lady that wanted us to send up a lamp wick and show her servant how to put it into the burner. These are samples of what the

telephone is doing for us. Not a day passes but we have these modest requests from some of our very numerous customers, of course not from the same parties, but with so large a trade as ours, there will always be someone wanting trifling articles sent home at once, and we must oblige them or lose their trade. But we cannot do without our 'phone, and I suppose will have to put up with the inconveniences for the conveniences.

As we turned to leave our friend, the telephone bell tinkled. Curious to know what trouble was in store for the senior partner, we wanted to hear what the request would be this time. Turning to us, he said: there's Mrs. B., who lives up on Euclid Avenue, wants us to send up a man to see what is the matter with her cooking range. She says that the cook cannot make it bake. Ten chances to one she has never cleaned out the flue at the bottom of the oven. Now we will have to send up a man to look at that range just to satisfy her that it is not the fault of the range. We cannot charge for the man's time, so we must pocket the loss. If Mrs. B. had no telephone we would never have heard of this trouble with her range. Now you can understand what I mean when I say that the telephone is a costly labor-saving machine—and we understood.

THE CAR STOVE.

In New York State the car stove has been discarded, in compliance with requirements under the new law now in force. The company that uses stoves in its passenger cars now is guilty of a misdemeanor, and is liable to a fine of \$1000 for each offence, and a further penalty of \$100 for each day during which such offence is continued. Various systems of heating by steam have been adopted, but none are yet perfect, and there are many complaints. The New York Central has adopted the Master system, which is a simple arrangement of pipes along the sides of the car, with spurs and elbows projecting under the seats and a connection through the floor at the center with the main

or feed pipe beneath. All the pipes dip toward a common center so that the water formed by condensation drips into a trap, which by a peculiar mechanism opens and shuts automatically, always remaining closed while the steam is on and opening as soon as it is cut off, thus having the quality of being steam-proof without being water-proof. The device is operated by the difference in expansion and contraction between a brass cylinder and a cast-iron frame supporting it. By its use the pipes are kept clear of water and the steam, coming as it does from the dome of the engine, is always dry. At the point where the main or feeding pipe is connected with the piping in the car there is a three-way valve, by the simple turning of which the steam may be cut off without interfering with or in any way affecting the rest of the train. No part of the numerous systems in use has given more trouble and less satisfaction than the couplings. None has been known to perform its functions properly when subjected to a crucial test on sharp curves and rough pieces of track. They are bound to leak. The Martin coupling, a telescopic affair with ball joints, has been discarded by the New York Central management on this account, its place being taken by an invention of Mr. Buchanan, which comes very near filling the bill. Its main features are a ball and socket elbow joint and a swivel and thread connecting with the feed-pipe, which give so much play that a train might turn a corner without springing a leak. The steam is taken from the dome of the engine through a half inch pipe at a pressure of 120 to 180 pounds to the square inch, but passes through an automatic reducing-valve, which lowers the pressure to five pounds. A broken pipe in the car with 180 pounds of steam on tap would mean suffocation and scalded passengers; with only five pounds pressure no harm would ensue. Engineers say that they do not notice any drain on the engine. No extra stops are made for water and no more coal is burned than before the system was adopted. The cost of the entire new equipment for the

MILK CAN TRIMMINGS

Complete stock now on hand. Send for prices. Quality and price guaranteed. Largest assortment of Tinnery Sundries in Canada.



Thos. Davidson & Co., Montreal.

New York Central Railroad was \$280,000 or about \$230 a car. The New York, New Haven and Hartford road still clings to the old Baker heater. The Delaware, Lackawana and Western Railroad has adopted the Gould system, the same as is used on the Brooklyn elevated roads, but it has been applied only to through trains and a limited number of passenger cars used on the part of the road that is operated in the State.—Metal Worker.

The London Ironmonger thus describes what it designates as a monster cooking apparatus recently made by a Sheffield firm to the order of the London City Council. The stove is adapted for boiling, and consists of five large steam-jacketed boiling-pans and two steam-jacketed vegetable steamers. The capacity of the first five pans is 100 gallons each, and when the whole apparatus is at work food can be cooked for over a thousand persons. The stove is beautifully finished, the pan-lids being of copper and the valves and fittings of gun metal. The pans are constructed of wrought iron, and the top of the stove is of bright planished steel. The apparatus, which is worked by means of high-pressure steam, is the largest of its kind ever made in the district.

We have direct information that the Senate bill increasing the duty on tinned plate is sure of passage by Congress. This bill provides that the duty on tinned plate shall be three-quarters of a cent more than that on black plate, which now ranges from 11-10 to 1½ cents, according to thickness. The new duty would, therefore, be equivalent to from \$1.85 to \$2.15 per hundred weight. Once protected, the building up of a tinned plate industry in this country will be a matter of only a short time. To produce sufficient plate for home consumption will require the employment directly of at least 150,000, and indirectly of 300,000 men. Last year we paid Great Britain \$23,000,000 for tinned plate.—Iron Trade Review.



THE MODERN BATH TUBS.

The luxury of a bath, when it can be had at short notice in one's own house, with water at every desired temperature, is a great boon. Those who have been accustomed to the presence of a bath room in their residence, cannot appreciate it so much as the more humble member of society whose means would not allow him the pleasure of renting a house with the desired bath room. This, so far as Toronto is concerned, is now changed. He is indeed a very humble member of society who cannot rent a home to-day with this very desirable accommodation. All new buildings, even the cheap houses, are furnished with bath rooms. These rooms are as well plumbed and fitted up as those of the more pretentious dwellings erected a few years ago.

The wealthy classes spend a great deal of money in fitting up their bath rooms. Where one hundred dollars was spent ten or twenty years ago, upwards of one thousand is spent now in fitting up these places. Bath tubs of new and elegant designs are constantly being introduced. A few years ago the solid white earthenware bath tub was comparatively an unheard of fixture. To-day enterprising manufacturers have placed on the market dozens of different styles, shapes and sizes, at prices ranging from seventy-five dollars and upwards.

These bath tubs are made in one piece of white glazed earthenware, with rounded inner ends and bottom, being therefore easily cleaned, the surface being impervious to

dampness and as white and shiny as a piece of dinner plate. Until recently the top edges of these tubs were made square to receive a wood or marble rim, but a much better pattern is now upon the market, having a thick rounded or rolled edge made in earthenware and forming a part of the tub proper. This adds considerable to the cost, but is preferable to the separate rim, doing away with the seams where vermin breed. Set up in position on suitable marble blocks or on short heavy metal legs, this style of bath gives a handsome effect, which is doubly pleasing when durability is considered, as they last a lifetime and will stand any reasonable shock, the material being some two inches thick.

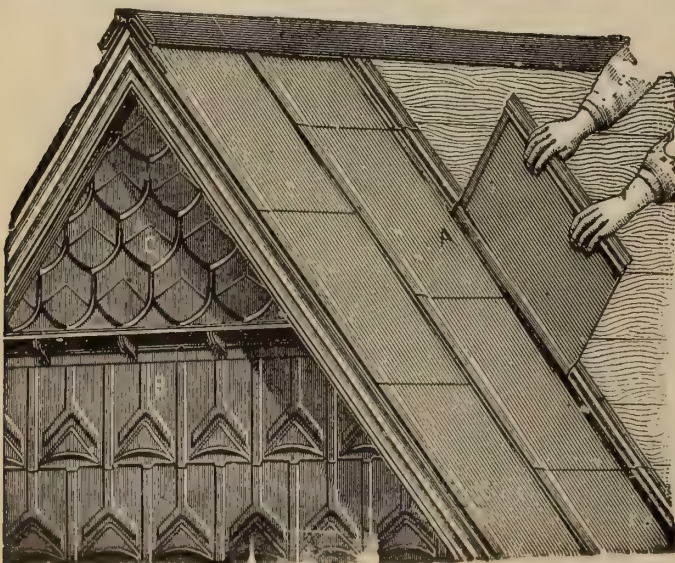
These baths come principally from England, being manufactured in the famous potteries there. About double the quantity of hot water is required to produce in them the same temperature of bath compared with a copper tub, as the thick earthenware chills the water in contact until the tub is once heated through, when it retains the heat for quite a time. These tubs are the most desirable in the market. They can be had in designs elaborate enough to suit the most fastidious, and the range of prices are from \$150 to \$300. Perhaps the most popular bath tub, owing to its price and its desirable qualities, is the porcelain-lined, or enamelled cast-iron tub. These tubs can be

BUSINESS CHANCES.

MALLEABLE IRON FOUNDRY IN GUELPH. Complete Machinery, Stock and Premises. A good opening. A. S. SMITH, Mail Building, Toronto.

HARDWARE PARTNER WANTED—Active or silent, with \$5000 capital, in a well established and growing trade, consisting of housefurnishing hardware, dairy supplies, and utensils, stoves and furnaces, and a general jobbing and tinners' building trade. Location, one of the best towns in Canada. To a silent partner 10 per cent. annual dividend guaranteed. Apply, X. Y. Z. Hardware office. 42

Broad Rib Sheet Steel Roofing.



The Cheapest and Best Metal Roofing and Siding in the Market. Can be Laid as Cheap as a Shingle Roof.

Specially Designed for FACTORIES, MILLS, ELEVATORS, Etc.

ANY ONE CAN PUT IT ON.

We have recently perfected machinery for manufacturing PLAIN SHEET METAL ROOFING under the Walter's Patent. This Patent possesses advantages of construction not found in any other Metal Roofing. IT DOES AWAY WITH THE NECESSITY OF TONGUING UP EDGES, DOUBLE-SEAMING, COPING OF RIBS, RIVETING RIBS, EXPOSED FASTENINGS AND CLEATS. No expense will be spared to make THIS ROOFING in quality of metal and perfection in fitting, the very best in America. For prices apply to the Sole Manufacturers in Canada:

The Canada Galvanizing and Steel Roofing Company.

22 LATOUR STREET, MONTREAL

bought at prices ranging from \$30 to \$100. The exterior of these tubs can be finished in a white china glass paint and made to resemble the enamel of the inside.

The copper, zinc or galvanized iron tub for the best class of work is passing out of use, and the white earthenware or porcelain is taking its place. The fixtures and plumbing for these tubs are all exposed and are very finely finished, making a very costly piece of work, but a great improvement upon the boxed in tub, as the copper and zinc tubs have to be cased in, owing to the lightness of the sheet metals they have to be strengthened in this way to make them stand the heavy strain upon them.

GAS FROM PETROLEUM--A NEW PROCESS.

Some interesting experiments, the success of which suggests possibilities of a far-reaching character, says the Columbus Despatch, were made to-day at the Haydon rolling mill in this city. These experiments were made for the purpose of testing the heating quality of gas made from petroleum. Yesterday Mr. Robert R. Turner, superintendent of the mills, had set up two fire boxes for the manufacture of chain. These boxes are of iron, and are perhaps a yard long, and about a foot or a foot and a half in the other dimensions. In the top several small, square holes are cut for the insertions of the iron, which

is to be made into chain links. The petroleum gas was turned into these boxes this morning and set on fire. When a Despatch reporter saw them the interior of the boxes was a mass of dazzling white flame. That it was of intense heat was quickly demonstrated by Mr. Turner, who thrust a bit of link iron into it, and, holding it there three-quarters of a minute, pulled it out white hot. The superintendent stated that in the fires ordinarily used for chain-making purposes, the same amount of heat could not be obtained in less than a minute and a half, and workmen who had used natural gas for this purpose in Pittsburg, declared the latter to be no better. A machine for welding the links into a chain stood by the fire box, and the workman who operated it was compelled to hurry to keep pace with the fire. It is estimated the output of chain from the same furnaces will be doubled by this process.

The discovery of this process of making and utilizing petroleum gas is considered an important one. In the first place petroleum is cheaper than coal, and then there is a saving of over fifty per cent. in labor while the annoyance of ashes is entirely avoided. The process is the result of several months study on the part of Mr. Robert R. Turner, and it promises to revolutionize, as far as fuel is concerned, the entire work of rolling mills. The Haydons are now using the gas in two heating furnaces, and the output has

increased about one-third in consequence. The principal difficulty that Mr. Turner had to encounter was the accumulation of carbon as a deposit after the gas had all been extracted from the oil, but this he has now overcome, and the gas is fed directly into the furnaces from the retorts in which it is manufactured. Mr. Turner estimates the cost of this gas at not more than six cents a thousand feet, and perhaps less.

THE HON. JOHN MACDONALD.

A life that was an influence for good in many spheres has just reached its close. Commerce, politics, patriotism, religion and benevolence, all are bereaved in the death of Senator Macdonald. The country has lost a good man. Honor and gratitude are the tribute it owes to his memory, a tribute which many of its individual citizens will always render.

The Hon. John Macdonald was born sixty-five years ago. He was a Scotchman by birth, but a Canadian by early adoption and education. His business training he received in Gananoque and Toronto. A little over forty years ago he started a dry goods store on Yonge street, which four years after he left for one on Wellington street, to carry on business as an importer. There his business developed year by year, until it reached the magnificent proportions betokened by the stately edifice in which it is now done. His commercial career is an example of success founded on application, uprightness and liberality.

DOMINION METAL WORKS

MANUFACTURES

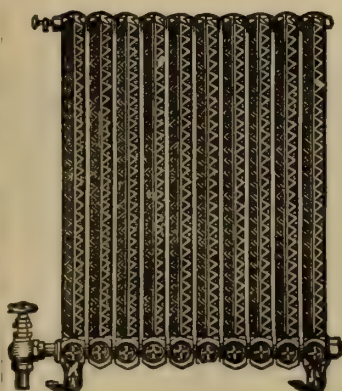
Plumbers', Steam and Hot Water Fitters', Cotton, Woollen Mill, Brewery, Laundry, Tobacco Factory and Railroad Supplies.

CREAM SEPARATORS AND DAIRY UTENSILS.

ALSO MANUFACTURES

Garth's Patent
Sectional Hot
Water and Steam
RADIATOR.

Can be used either



for High or Low
Pressure,
Exhaust or Single
Pipe System
of Steam Heating

GARTH & CO.

536 to 542 Craig Street, Montreal.

SEND FOR CATALOGUE AND PRICE LIST.

COPPER TEA KETTLES

WITH BOOTH'S PATENT TUBULAR HANDLE.

ALWAYS COOL TO THE HAND

The Best, Strongest & Handsomest in the Market



Patented June 1, 1887.

	7 in.	8 in.	9 in.	10 in.
Polished Copper,	\$2 25	\$2 50	\$2 75	\$3 50
Polished, nickel-plated,	3 00	3 25	3 75	4 50

Guaranteed as Represented.

BOOTH & SON, TORONTO

HOW AUGERS ARE MADE.

Although every one is perfectly familiar with the use of the auger, but comparatively few know the process of its manufacture. In making augers, the iron which forms the main or spiral part is welded into the steel of which the tip is made before forging. The bar is then put under hammers and forged into shape. It is then put in what is called "a wringing machine" and twisted up in a rough state into the spiral form, after which it is passed through "crimpers," giving a uniformity of twist. The augers are next put through "straighteners" and revolved, making them perfectly straight, when they are ready for putting on the head, which is the most delicate operation in their manufacture, and requires the work of a skilled artisan. They are then subjected to a "grinding out" process, which consists of putting them through two emery wheels to rough-polish the twist. The "fitter-up" then takes hold of them and "lightens" or fits the heads; then the filers file down and sharpen the heads; after which they pass through the hands of the polisher where they are polished and hardened ready for the market.

A frightful accident occurred at Foxton mines, Sydenham, on Tuesday. Working in one of the shafts, about 150 feet deep, was Dennis Mooney, brother of Edward Mooney, of Portsmouth. He was in charge of a drill, and noticing that one of the points required sharpening, placed it in the bucket to be taken to the surface. When he thought everything was clear he resumed work, but he did this too soon. The bucket was being pulled from the opening just about that time, and canting over, the "point," which is about eleven inches long, descended with great force. It came in contact with Mr. Mooney's head endwise, cutting through his hat, then through his skull, and wedging itself solidly in his head, one end protruding through his mouth. When he was raised from the pit he presented a terrible appearance. The bar and hat were removed, the latter containing a handful of brains. A physician was summoned, but nothing can be done to save the unfortunate man's life. He is 36 years of age and unmarried.

HOBBS HARDWARE CO'Y LONDON.

WHOLESALE ONLY.

— Plate Glass, Builders' Hardware —
●● Silverware ●●

ROOFING MATERIAL, CORDAGE, CROSS,
CUT SAWS.

See our Eleven Hundred Page Hardware Catalogue.

J. S. HOSSACK, Pres.

C. ANDERSON, Sec-Treas.

T. J. CARROLL, GEN. MAN.

HAMILTON BRASS MAN'F'G. CO., Limited.

MANUFACTURERS OF

Engineers' and Plumbers' Brass Goods, and all kinds of Brass Castings.

Patent Boiler Purger, Vacuum Lubricators, Flue Cleaners and Portable Lawn
Fountains, Window Fixtures and Bank Rails.

173 & 175 JAMES STREET NORTH, HAMILTON, ONT.



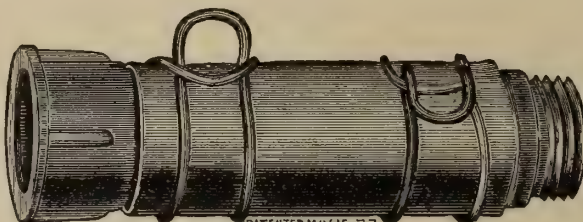
No. 3.



No. 2.



No. 1.



PATENTED MAY 15, 77.

Size.....	per gross.	1	2	1	1 1/2	1 1/2	2
Hose Ties, best wire.....		\$3 00	\$3 00	\$4 00	\$6 00	\$8 00	\$12 00
No. 1. Fountain with spike, nickel plated.....	doz.						7 00
No. 2. Magic Branch, spray or straight.....	"						12 00
No. 3. New.....	"						10 00
Branches, nickel plated, extra.....	"						50

WRITE FOR CATALOGUE AND DISCOUNTS.



TORONTO BUSINESS COLLEGE

Corner Yonge and Shuter Streets, Toronto, Canada.

The Largest, most Complete and Practical Business College, Shorthand Institute, Telegraph School and General English Training Academy in the Dominion.

Individual Instruction given by men of Practical Business ability. Handsome prospectus and circulars mailed by addressing

J. M. CROWLY, Manager. NOTE ADDRESS.

PUSH ON THE HANDLE AND THE SCREW GOES IN.



Will last a lifetime. Two Sizes.

Sold by CAVERHILL, LEARMONT & Co., Montreal, & all other dealers

COUNTRY vs. CITY STORES.

What a vivid contrast is presented when the ordinary country store, with its ill-assorted stock of merchandise and its poorly arranged business facilities, is compared with the well-kept, well-managed department store of one of the large cities. It is a curious fact that the goods handled by the general store of the country—the pioneer of commercial progress in a new land—and those handled by a large department store of the city, which, in a sense, is the capsheaf of commercial activity, are very nearly the same in range and kinds. The only difference is in methods of management, but methods of management include a great deal. Invention is always from the complex to simple, and the country store represents the complex, while the department store of the city represents the simple. The essence of the difference is summed up in the single phrase, "adequate accounting." Good accounting is the corner-stone of department stores, for without it they would be impossible. The country store very commonly has a large margin of profit; the large department store of the city, on the other hand, frequently sells goods so cheap that there is apparently no gain at all. Its chance for profit is in very small margins and large sales. Close sailing requires the

best seamanship. To make money out of small profits requires the best of business management. Good business management depends upon good accounting as much as the sailing of a vessel depends upon chart and compass.—Office.

Lord Knutsford, colonial secretary, has forwarded to the Government of Canada copies of regulations for the Jamaica exhibition, which is to be opened at Kingston, Jamaica, on January 27, 1891. The exhibition will be one of island products, manufactures and works of art, together with exhibits of works of art, machinery and industrial and agricultural products from Great Britain and other countries and colonies. It will comprise specimens of all Jamaica pro-

ducts—sugar of all qualities and its allied industry of rum manufacture, liquors, cordials, etc., coffee, oranges, pine apples and fruits of all kinds, pimento, cocoa, annato, woods in all degrees of preparation for use, spices, condiments, etc., fibres and fibrous materials, cinchona bark, oils, essential oils, perfumes, etc., medicinal and economic substances, works of art, pictures, fancy articles and ornamental work; horses, cattle and live stock of all kinds. The botany and geology of the island will also be fully illustrated. It is hoped that all the colonies of the empire will send exhibits, and in view of the opening up of steamship lines between Canada and Jamaica our Ontario manufacturers should not let this opportunity pass of exhibiting their products.

Awarded Gold and Silver Medals 1887 and 1888, also Bronze Medal and Diploma 1889.

The London Brush Factory

61 AND 65 DUNDAS STREET.

MANUFACTURE BRUSHES OF EVERY DESCRIPTION.

MILL AND MACHINE BRUSHES MADE TO ORDER.

FULL STOCK CARPET SWEEPERS

THOS. BRYAN.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

Tin Plates and Boiler Tin.
Canada Plates, Half Polished.
" Full Polished.
Black Sheet Iron.
Extra Polished Sheet Iron.
Galvanized Sheet Iron.
Corrugated galva. sheet iron.
Russia Sheet Iron.
Iron Pipe and Fittings.
Iron Wire, Barbed Wire.
Sheet and Block Zinc.
Sheet and Pig Lead.

Sheet and Pig Copper.
Pig and Bar Tin.
Half-and-Half Solder
Granite and Agate Ware.
Copper Pitts and Kettles.
Stamped and Japanned Ware.
Stovepipe Elbows.
Stovepipe Dampers.
Stovepipe Wire.
Stovepipe Varnish.
Stovepipe Collars.
Stove Trucks and Carriers.

Stove Boards.
Stove and Shoe Polish.
Coal Hods and Vases.
Coal Tongs and Fire Irons.
Fire and Snow Shovels.
Fire Racks, Patent.
Fire Screens and Mica.
Star Thimbles.
Cinder Sifters.
Lamps and Lamp Goods.
Gas Fixtures and Globes.
Lanterns.

Elec.-Plated & Woodenware.
Cutlery.
Disston's & Maple Leaf Saws.
Axes.
Skates.
Meat Cutters & Lard Presses.
Cow Ties and Rope Halters.
Guns, Ammunition, etc.
Building Paper & Carpet Felt.
Kearney & Foots' Files.
Black Diamond Files.
Etc., Etc., Etc.

Builders' Hardware, House Furnishing Goods, Tinsmiths' Supplies. Plumbers' Supplies, Steamfitters' Supplies, Brush and Broom Makers' Supplies.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



The above Brand of Lead
Requires no Association Guarantee.
It is the STANDARD of the Dominion for
Purity, Fineness and Whiteness.
WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

Williamson and Lambe STORAGE.

54 & 56
Wellington St. E.,
TORONTO.

RUBBER STAMPS

ALL KINDS OF
Rubber and Metal Stamps
AT LOWEST PRICES. Write for Prices
The Hardware
Publishing Co.,
6 Wellington St. W., Toronto.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	24, 25c
Straits 100 lb ingots, " "	24, 25
Strip " "	26, 27

Tin Plates—Charcoal Plates, Bright.

Bradley Grade—	Per box.
I.C., usual sizes	\$6 00 \$6 25
I.X., " "	7 25 7 50
I.X.X., " "	8 50 8 75
Raven & Ynis Grade—	
I.C., usual sizes	5 25 5 50
I.X., " "	6 25 6 50
I.X.X., " "	7 25 7 50
L.X.X., " "	8 25 8 50
D.C., 12½ x 17	4 75
D.X., usual sizes	5 75
D.X.X., " "	6 50 6 65

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 50 4 55
I.C., special sizes	4 65 4 75
B.V. Grade, I.C., usual sizes	4 50 4 65

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 50 8 75

Charcoal Tin Boiler Plates.

Bradley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, " "	
" 14x65, " "	

Iron and Steel.

Common Iron, per 100 lb	\$2 60
Refined " "	2 81 2 95
Horse Shoe " "	2 85 2 95
Band " "	3 25
Hoop " "	3 25
Swedish " "	4 00
Nova Scotia Bar iron	3 00
Sleigh Shoe Steel	2 75
Machinery Tire Steel	3 25
Best Cast Steel, per lb.	0 13 0 14
Russian Sheet " "	0 11 0 12
Tank Plates	2 25 2 50
Boiler Rivets	4 75 5 00

Boiler Tubes.

2-inch	13c
3-inch	18½

Boiler Plate, ½ inch	\$3 50
" 5-16 "	3 35
" 3-16 "	3 25
Sheet Iron, 1 to 20 gauge	3 25
" 22 to 24 "	3 50
" 24 to 26 "	3 50
Canada Plates, Blaina	3 50
" Boars Head	3 75
" Maple Leaf	3 50
All Bright	3 50
Galvanized Iron, Queen's Head—	
16 to 24 gauge, per lb	5, 5½c
26 gauge, " "	5½, 6
28 " "	5½, 6½
Galvanized Iron, Gordon Crown—	
16 to 24 gauge, per lb	5½, 5½
26 gauge, " "	5½, 6
28 " "	6, 6½

Note—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, ½ inch, per lb	4½c
" 7-16 inch " "	4½
Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—Ingot.

Lake Superior, per lb	0 15½ 0 16
Baltimore " "	0 15 0 16
English B.S. " "	0 15½ 0 16

Boil or Bar.

Cut lengths, round, ½ to ¾ in	\$0 28 \$0 31
" round & square	
1 to 2 in	0 26 0 28
Note—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.	

Sheet.

Untinned, 14 oz, and light,	
16 oz, 14x48 and 14x60	\$0 19 0 20
Untinned, 14 oz, and light,	
16 oz, irregular sizes	0 20 0 21
Note—Extra for tinning, 2½ cents per pound, and tinning and half planishing 5 cents per pound.	
Planished and tinned, 14x	
48 and 14x60	0 30 0 32

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 24
" 35 to 45 " "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T.K. Pitts.

Plain Tinned, per ss.	0 26
Spun " "	0 30

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 26
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21 0 25
" 27 to 30 " "	0 23 0 29
" 30 and up " "	0 26 0 29
Sheets, hand-rolled 2x4 ft.	0 22 0 24

Zinc Spelter.

Foreign, per lb	0 06 0 06½
Domestic " "	0 05½ 0 05½

Zinc Sheet.

5 cwt casks	0 06½ 0 06½
Part casks	0 06½ 0 07

Lead.

Imported Pig, per lb	0 04 0 04½
Domestic " "	0 04 0 04½
Bar, 1 pound	0 05 0 05½
Sheets, 2½ lbs, per square ft,	
by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft,	
by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 27½ p.c. discount.

Note—Cut lengths, net price; ton lots 27½ and 5 p.c. disc; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 20 0 22
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Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	\$0 21½ \$0 22
Other makes " "	0 20 0 21

Pure White Lead, ground in oil,

Associat'n guarantee, per lb.	\$6 06½
No. 1 Do.	0 05½
No. 2 Do.	0 04½
No. 3 Do.	0 04½

Prepared Paints.

(In ½, ¾ and 1 gallon tins.)	
Pure, per gallon	\$1 20
2nd qualities " "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)	
Venetian Red, per lb	0 05
Chrome Yellow " "	0 09
Golden Ochre " "	0 06
French " "	0 05
Marine Black " "	0 09
Green " "	0 09
Chrome " "	0 08
French Imperial Green " "	0 14

Colors, Dry.

Yellow Ochre (J.C.) in bbls, per lb	0 01½
" Ochre (J.F.L.S.) " "	0 01½
Venetian Red (R.C.2) " "	0 01½
" (1343) " "	0 02
English Oxides " "	0 03½
American " "	0 02½
Paris Green, per lb	0 19
Burnt Sienna " "	0 08½
Burnt Umber " "	0 06
Drop Black " "	0 12
Chrome Yellows " "	0 12
Greens " "	0 12
Golden Ochre " "	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 70
Chrome Japan " "	0 70
No. 1 Carriage " "	1 50
Gold Size Japan " "	1 40
Pure Orange Shellac " "	2 20
Hard Oil Finish " "	1 50

Linseed Oil (in bbls).

Raw, per gal	\$0 64 0 65
Boiled " "	0 66 0 67

Turpentine (in bbls).

Selected Packages, per gal.	0 67 0 68
Toronto Lead and Color Co.'s Paints.	
Pure Pr'd Paints, ½, ¾, 1 gal tins, p. gal, 1 10	
Elastic " "	0 90
Metallic paints, for barns, in bbls	0 75
Carriage " " qts, 60c; vts, 45c	
" Top Dressing " " 60c; " 45c	

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	0 05½
" No. 2	0 04½
" No. 3	0 04½

A. G. Peuchen & Co.'s Prices.	
Paint Oil, boiled	0 35
Peuchen's Pure English Paint in	
1, ½ and ¼ gals. per gal	1 12½
Peuchen's Prepared Paint	1 00
2nd Quality Mixed Paint	0 75
Carriage Colors, quarts	0 55
Pure Lead, a guarantee	0 06½
Best White Lead	0 05½
No. 1 Lead	0 04½
No. 2 Lead	0 04½
Yellow Ochre	0 01
Golden Ochre, French	0 02
Extra Golden	0 03
Paris Green, pure	0 18
One pound package, pure	0 20
Cookson's Venetian Red	1 50
Best Vermillion	0 15
2nd Quality Vermillion	0 10
3rd	0 07
No. 1 Furniture Varnish	0 65
Brown Japan	0 65
No. 1 Carriage	1 25
Elastic Oak	1 25
Orange Shellac	2 00
White Shellac	2 25

Acme Paints.	
Neal's Carriage, discount 40 p. c.	0 02
English Oxide, by the barrel	0 01½
American Oxide	0 01½
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p. c.	
Granite Floor, in tins, 90c, 47½c	0 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	
" Wagon and Imperial, dis. 40 p. c.	
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns,	
roofs, etc., in bbl lots	0 50
Acme Empire White Lead,	
per 100 lbs	5 50
Acme Perfection Wood Fill-	
er, per 100 lbs	0 50
Liquid Fish Glue, per doz.	1 25
Acme Carriage Top Dress-	
ing, \$1 75 per doz	4 00 8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, discount 45 per cent.	
Rim Fire Military, net list.	
Central Fire Pistol & Rifle, dis 18 p. c.	
Central Fire, Military and Sporting,	
net list. B.B. Caps, discount 45 p. c.	
Wads, per 1,000	\$0 60 \$1 60
Eley's	

Anvils.

Per lb.	0 07½ 0 12½
Anvil and Vice combined	
each	4 50

Augers.

Gilmour's, discount 50, 50, 10	
Hollow Stearn's per doz.	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughn's, each	1 35 1 60
Excelsiors, Jennings', discount 50 per	
cent.	

Awls.

Sewing, per gross	0 65 1 59
Pegging, " "	0 65 1 25
Brad, " "	0 85 1 60
" handled	3 60 7 30
Saddlers', " "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, " "	7 50 9 00

Awl and Tool Sets.

Miller's Falls, per doz.	2 80 8 30
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Axes.

Per box	7 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per	
cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Light Brass Nos. 3 to 10.	1 80 14 50
" Nos. 2 to 10.	1 00 9 00

Door.	
Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50
Cow.	
American make, discount 60, 60 and	
10 per cent.	
Canadian, dis 45 and 50 p. c.	
Farm.	
American, each	2 00 5 00
House.	
American, per lb.	0 35 0 40

Bellows.	
Hand, per doz	3 35 4 75
Moulders' " "	7 50 10 00
Blacksmiths' discount 35, 40 per cent.	
Belting.	
No. 1, leather, discount 40 to 40 and 5	
per cent.	
Best, ditto, 37½, 40 per cent.	
Bench Stops.	
Per doz.	5 00 6 00

Bits—Auger.	
Gilmour's dis 55 to 60 p. c.	
Excelsior—Jennings, discount 60 per	
cent.	
Jennings' Imitation, list 45, 47½ per	
cent.	
Jennings' Gen, net list.	
Car.	
Gilmour's, 47½ 50 per cent.	

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cent.	
Jennings' Imitation, list 45, 47½ per	
cent.	
Jennings' Gen, net list.	

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Jennings' Imitation, list 45, 47½ per	
cent.	
Jennings' Gen, net list.	

Hooks—Cast Iron.			Picture Nails.			Scale Beams			Cigar Box Nails, dis. 35 p.c.		
Bird Cage, per doz	0 50	1 10	Porcelain Head, p. gross	1 65	3 00	Canadian, B. S. & M. dis.	40	per cent.	Shoe Finders' Tacks & Nails, dis. 25 p.c.		
Clothes Line,	0 27	0 63	Brass Head,	40	1 00	Scrapers.			Tape Lines.		
Harness,	0 72	0 88	Planes.			Box, per doz	2 10	4 50	English, per doz		
Hat an Coat, per gross	1 00	3 00	Wood, bench, Canadian, or American	dis. 50.		Foot,	40	3 50	Chesterman's, each		
Chandelier, per doz	0 50	1 13	Wood, fancy Canadian, or American	dis. 35, 37½ per cent.		Screens.			" steel, each.		
Wrought Iron.			Bailey's (Stan E. & L. Co.) dis.	35, 37½	per cent.	Window, patent, per doz	6 00	7 50	Thermometers.		
Wrought Hooks and Staples, Can.	dis. 17½, 20 p.c.		Miscellaneous, dis.	15	per cent.	Screw Drivers.			Tin case & dairy, dis. 75 p.c.		
Wrought Hooks and Staples, Amer	dis. 75 to 75 and 5 per cent.		Bailey's Victor, dis.	15	per cent.	Sargent's, per doz	65	4 00	Ties.		
Wire.			Plane Irons.			Screws.			Cow, per doz		
Hat and Coat, dis. 35, 40 p.c.			English, per doz	2 00	5 00	Wood, flat head iron, dis.	47½	per cent.	Tinner's Shears and Snips.		
Belt, per 1,000	0 60	2 70	Pliers and Nippers.			Wood, round head iron, dis.	42½	per cent.	P.S. & W., 10 p.c. advance on American list.		
Screw, bright, Eng., dis. 40, 5, 45 per cent.			Button's Genuine, per doz. prs. dis	37½, 40 p.c.		Wood, flat and round head, brass, dis. 25 p.c.			Tinware.		
Horse Nails.			Button's Imitation, per doz.	7 40	10 25	Bench, wood, per doz	3 25	4 00	Stamped, dis. Assn list, 70, and 12½ per cent.		
Ice Picks.			German, per doz	60	2 60	Bench iron per doz	4 25	5 75	Japanned, dis. 35, 50 p.c.		
Kettles.			Plumbs and Levels.			Scythes.			Pieced, dis. 40, 50 p.c.		
Brass spun per lb.	0 28	0 30	R. S. & L. Co., dis. 65 p.c.			Discount 40 per cent.			Transom Lifters.		
Copper,	0 40	0 45	Poppers.			Scythe Snaths,			Payson's, dis. 25 per cent.		
Enamelled Can. 50 p.c.			Corn, square, per doz			1 35	2 00	Shears.			Traps.
American, 50 and 10, 60 and 5 per cent			Pruning Shears.			4 00	5 50	B. & W., japanned, dis. 75 per cent.			Game, Newhouse, dis. 17½, 20 per cent.
Keys.			Pulleys.			B. & W. N. P., dis. 65 p.c.			Game, H. & N., or P.S. & W., discount 57½ to 62½ p.c.		
Lock, Can, dis 50 p.c.			Hothouse, per doz	55	1 00	Seymour's dis. 60 p.c.			Mouse, per doz		
Cabinet, Trunk, and Padlock, Am. per gross	1 60	4 75	Axle	22	33	Ætna, dis. 75 @ to 75 and 10 per cent.			Rat		
Knobs.			Screw	27	1 00	Sheaves.			0 35 1 50		
Door, japanned, and N.P., Can. list	dis. 50 p.c.		Awning	35	2 50	Sliding Door, per set			77 1 40		
Bronz, Berlin, per doz	2 75	3 25	Pumps.			Shot.			Disston's, discount 10 p.c.		
Bronze, Gem,	6 00	9 00	Rumsey, Cistern & Pitcher Spout, 55, 60 per c.			Canadian, dis. 7½ per c.			German, per doz		
Lava	8 75	10 00	Punches,			Shovels and Spades.			Brade's		
Shutter, porcelain, E. & L. screw, per gross	\$1 30	4 00	Saddler's, per doz	1 00	1 85	Canadian, dis. 37½ p.c.			S. & D., discount 35 p.c.		
Ladles.			Conductors	9 00	15 00	Sieves.			Triers.		
Melting, per doz	1 70	4 50	Tinner's solid, per set		72	Wood Rim, black, p. doz			Butter, per doz		
Lemon Squeezers.			" hollow, per inch		1 00	tinned,			6 25 9 00		
Porcelain lined, per doz	2 20	5 60	Putty			1 35 1 60			Trucks		
Galvanized,	1 87	3 85	Bladder, per 100 lbs	2 00	2 25	Tin Rim,			Warehouse, each		
King, wood,	2 75	2 90	Tins, lbs	2 50	2 75	black,			2 25 6 50		
" glass,	4 00	4 50	Rail.			Snaps.			Twines.		
All glass,	1 20	1 30	Barn Door, per foot	3	3½	Harness, German, p. gro.			Bag, per lb		
Lines.			Sliding Door,	3½	3½	Acme,			Wrapp'g, motl'd, pr. pack.		
Fish, per gross	1 05	2 50	Rakes.			Lock, Andrew's			cotton, per lb		
Chalk,	1 90	7 40	Cast Steel and Malleable, Canadian list dis. 40 per cent.			4 50 11 50			0 18 0 20		
Locks—Door.			Razors.			Soldering Irons.			0 33 0 45		
Canadian, dis. per cent	50		Boker's, per doz			Per lb			Mattress, per lb		
Russell & Erwin, per doz	2 90	7 50	Wade & Butcher's			0 30 0 32			Staging		
Cabinet.			Razor Stropps.			Wrought Spikes.			Broom		
Eagle, dis. per cent	33½	35	Currier's, per doz	1 25	3 60	Discount, 20 per cent.			0 30 0 55		
Padlock.			Rivets and Burrs.			Spoke Shaves.			Binding, flax, per lb		
English and Am. per doz	50	6 00	Copper Rivets, dis. 40 to 40 and 5 p.c.			Wood, English			Vises.		
Scandinavian,	1 00	2 40	Iron " 40, 40 and 10.			1 80 5 00			Hand, per doz		
Eagle, dis. per cent	15	1 17½	Burrs, Iron, 30, 39½ per c.			1 35 2 35			Bench, parallel, each		
Mallets.			Rivet Sets.			Spoons and Forks.			Coach, each		
Tinsmith's, per doz	1 25	1 50	Canadian, dis. 30, 35 per c.			T.S.P. Co., dis. 40 & 10 p.c.			Peter Wright's, per lb		
Carp'trs' hickory	1 25	3 75	Rope.			Hutton's,			0 12 0 13½		
Lignum Vitæ,	3 85	5 00	Sisal, per lb.	12	12½	Nevada,			5 50 9 00		
caulking, each	1 60	2 00	Manilla, " No. 1	14½	15	D. & A.,			Saw, per doz		
Mattocks.			Cotton,	22	25	Basting, Amer'n, per doz			6 50 13 00		
Canadian, per doz	8 50	10 00	Deep Sea,	15	16	Tea and Table, tinned iron, per gross			70 3 00		
Meat Cutter.			Rules.			Squares.			Washer Cutters.		
Enterprise, dis. per cent	20	25	Boxwood, dis. 75 & 10 & 5 80 per cent.			Iron, per doz			Per doz		
Dixon's, each	1 60	2 00	Ivory, dis. 40, 40 & 5 per cent.			Steel, dis. 75 p.c.			4 00 8 50		
Woodruff's	1 10	1 70	Sad Irons.			Try and bevel, dis. 50, 55 per cent.			Market, bright and annealed, Nos. 1 to 16 to 15 p. cent. advance on list from stock.		
Hale's,	1 05	1 50	Mrs. Potts, per set	1 15		Staples.			Market, coppered, galv., 10 to 15 p.c. advance.		
Hsme,	13 00	16 00	" N. P.	1 50		Fence, galvanized, per lb			Market, tinned, per lb		
Mincing Knives.			Sand and Emery Paper.			Wrought Iron, dis. 75, 75 and 10 per cent.			0 04½ 0 08		
American, per doz	42	2 35	B. & A., sand, dis. 25, 30 p.c.			Stocks and Dies, Amer. dis. 25 per cent.			Galvanized Fence, 10 to 15 per ct. advance on list.		
Molasses Gates.			Emery, per quire	55	90	Tinned Broom, from 19 to 22 gauge, per lb			0 06 0 06½		
Stebbin's Patent, dis. per cent, 65 to 70 per cent.			Sash Cord.			Malin's Wire on spools, dis. 30 to 45 per cent			Clothes Line, galv., p. 100ft		
Nails.			Per lb.	22	50	Stone.			0 25 0 55		
Cut, 3 inch and upwards			Sash Locks.			Washita, per lb			Barbed Wire.		
per keg	2 80		Triumph and Morris, dis 37½, 40 per cent.			Hindostan, per lb			Galv. steel barb fencing		
55 per cent. Brads & Moulting Nails, discount 55 per cent.			Kempshell's dis. 40, 62½ per cent.			0 15 50			"Lock Barb," 4 point		
Nail Pullers.			Canadian, dis. 45, 50 p.c.			0 06			Ditto Glidden 2 point		
German & American	1 85	3 50	Sash Weights.			Labrador, per lb			Galv. Ste 1, plain twist		
Nail Sets.			Sectional, per lb.	2½	3 00	Axle,			Terms, 60 days or 2 per cent off for cash—10 days.		
Square, round and octa-	per gross		Sausage Stuffers.			0 13			Wire Cloth.		
gon	3 38	4 00	Each	1 00	3 00	0 15			Ordinary, discount 25 p.c.		
Diamond	12 00	15 00	Saws.			0 50			Painted Screen, p. 100 sq ft		
Oilers.			Hand, Disston's, dis. 10, 15 per cent.			0 50			Wrenches.		
McClarey's Galvan. Iron			S. & D., dis. 35 per cent.			Turkey			Agricultural, dis. 70, 70 & 10 per cent.		
Oil Can, with Pump,			Cross-Cut, Disston's, per ft. 35, 47.			Arkansas			Standard, dis. 60, 60 & 10 p.c.		
3 doz.	19 50		S. & D. dis. 25 per cent.			Water-of-Ayr			Coe's Gen'ne, dis. 40, 45 p.c.		
Zinc and Tin, dis. 50, 50 and 10.			Hack, complete, each	1 75	2 75	Scyth, per gross			Diamond, dis. 33½, 35 p.c.		
Copper, per doz	1 25	3 50	" frames only		75	3 50 5 00			Tower's Engineer, each		
Brass,	1 50	3 50	Saw Sets.			Grind, per ton			" S., per doz		
Malleable, dis. 25 per ct.			Per doz	1 65	9 00	Stove Polish.			G. & K.'s Pipe		
Pails.			Canadian List, dis. 40 p.c.			Per gross			Burrell's " each		
Galvanized, per doz	2 00	3 50	Sectional, per lb.	2½	3 00	M.L.S., per gross			Pocket, per doz		
Pencils.			Sausage Stuffers.			Jacoby			Wringers.		
Dixon's, per gross	1 00	4 25	Each	1 00	3 00	2 50			Each		
" Carpenter.	2 25	3 60	Saws.			Mirror Black Lead, per gr.			3 50 5 00		
Picks.			Hand, Disston's, dis. 10, 15 per cent.			Jos. Dixon's, bulk, per lb.					
per doz	6 00	9 00	S. & D., dis. 35 per cent.			Dixon's Plumb.					
Picture Nails.			Cross-Cut, Disston's, per ft. 35, 47.			M.L.S. Paste, per gross					
Scale Beams			S. & D. dis. 25 per cent.			Nicholson's, per doz					
Cigar Box Nails, dis. 35 p.c.			Hack, complete, each	1 75	2 75	Tacks, Brads, etc.					
Shoe Finders' Tacks & Nails, dis. 25 p.c.			" frames only		75	Cut, Carpet, gimp, blue, dis. 35 p.c.					
Tape Lines.			Saw Sets.			tinned, dis. 45 p.c.					
English, per doz			Per doz	1 65	9 00	Swedes iron, blue or tinned, dis. 42½ p.c.					
Chesterman's, each			Canadian List, dis. 40 p.c.			Upholsterers' dis. 42½ p.c.					
" steel, each.						Copper Tacks and Nails, dis. 45 p.c.					
Thermometers.						Trunk and Clout Nails, " 45 p.c.					
Tin case & dairy, dis. 75 p.c.						Patent Brads, dis. 40 p.c.					
Ties.						Finishing Nails, dis. 42½ p.c.					
Cow, per doz											
Tinner's Shears and Snips.											
P.S. & W., 10 p.c. advance on American list.											
Tinware.											
Stamped, dis. Assn list, 70, and 12½ per cent.											
Japanned, dis. 35, 50 p.c.											
Pieced, dis. 40, 50 p.c.											
Transom Lifters.											
Payson's, dis. 25 per cent.											
Traps.											
Game, Newhouse, dis. 17½, 20 per cent.											
Game, H. & N., or P.S. & W., discount 57½ to 62½ p.c.											
Mouse, per doz											
Rat											
Trowels.											
Disston's, discount 10 p.c.											
German, per doz											
Brade's											
S. & D., discount 35 p.c.											
Triers.											
Butter, per doz											
Trucks											
Warehouse, each											
Twines.											
Bag, per lb											
Wrapp'g, motl'd, pr. pack.											
cotton, per lb											
Mattress, per lb											
Staging											
Broom											
Binding, flax, per lb											
jute											
Vises.											
Hand, per doz											
Bench, parallel, each											
Coach, each											
Peter Wright's, per lb											
Pipe, each											
Saw, per doz											
Washer Cutters.											
Per doz											
Well Wheels.											
Amer., per doz. 8, 10 & 12 in.											
Wire.											
Market, bright and annealed, Nos. 1 to 16 to 15 p. cent. advance on list from stock.											
Market, coppered, galv., 10 to 15 p.c. advance.											
Market, tinned, per lb											
Galvanized Fence, 10 to 15 per ct. advance on list.											
Tinned Broom, from 19 to 22 gauge, per lb											
Malin's Wire on spools, dis. 30 to 45 per cent											
Clothes Line, galv., p. 100ft											
Barbed Wire.											
Galv. steel barb fencing											
"Lock Barb," 4 point											
Ditto Glidden 2 point											
Galv. Ste 1, plain twist											
Terms, 60 days or 2 per cent off for cash—10 days.											
Wire Cloth.											
Ordinary, discount 25 p.c.											
Painted Screen, p. 100 sq ft											
Wrenches.											
Agricultural, dis. 70, 70 & 10 per cent.											
Standard, dis. 60, 60 & 10 p.c.											
Coe's Gen'ne, dis. 40, 45 p.c.											
Diamond, dis. 33½, 35 p.c.											
Tower's Engineer, each											
" S., per doz											
G. & K.'s Pipe											
Burrell's " each											
Pocket, per doz											
Wringers.											
Each											

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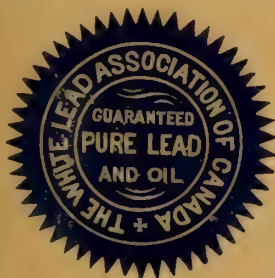
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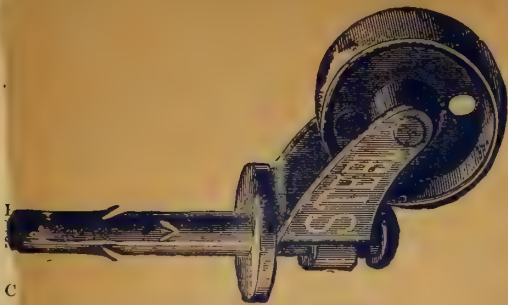
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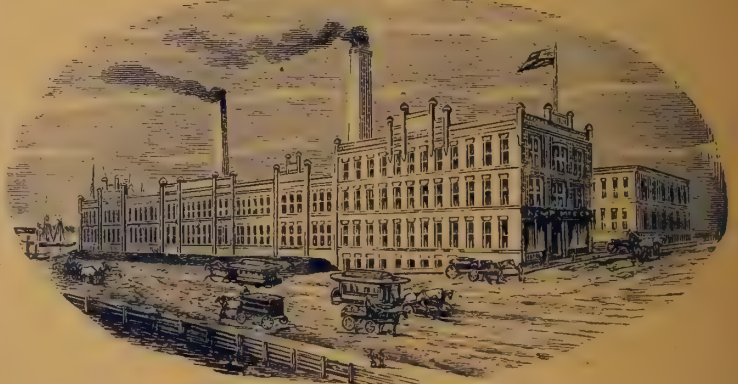
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ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

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TORONTO AND MONTREAL, FEBRUARY 14, 1890

No. 7

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. Hugh C. McLean, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

INSURANCE ADJUSTMENT.

Articles appear in print from time to time on the difficulties that Fire Insurance Companies have in adjusting losses, and from the tenor of some of these articles people are led to believe that there is a good deal of rascality practised by country merchants and others where fires occur, indeed the opinion prevailing largely among insurance men is that a large proportion of the fires where the risks are pretty well insured are incendiary fires, and that cooked statements are presented to prove claims.

In this article we propose to show the other side of the question. We admit that incendiary fires do occur, we also admit that insurance companies are sometimes defrauded by false statements prepared by the assured, but we are unwilling to admit that there is the amount of business immorality existing throughout Ontario that some insurance inspectors and adjusters would have us believe.

Any unprejudiced individual reading the Statutory Conditions on a policy will come to the conclusion that there is no class of corporations whose interests are more protected by Act of Parliament than fire insurance companies, in fact the conditions are of such a protective nature that one would suppose representatives of these companies had legislated alone in this matter, and yet they are not satisfied with the Acts of Parliament passed on their behalf, they must have still better terms on which to take a risk and print on their policies, variations in conditions, which, if they could be legally enforced would be a great injustice to the assured.

As our publication circulates largely among the country merchants, we think it in their interest to sound a note of warning on this subject.

When the local agent of a company takes a risk, the assured usually gives him the

cash, or a promise to pay the premium, signs his name to a blank application which the agent at his leisure fills up. In a great many cases this application is not properly filled up, sometimes through carelessness on the part of the local agent, and frequently through his want of knowledge of the business in which he is engaged. We would recommend every country merchant when insuring his stock to fill up the application himself, and if he does not thoroughly understand it, he should get his solicitor or some other competent person to do it for him, for if a fire occurs the company will tell him that the local agent was not their agent, but the agent of the assured, and will hold the assured responsible for all errors.

In cases where there are policies in several companies, he ought to be sure that all the policies are concurrent, and that the companies are notified of the other insurance. These notifications should be written by the assured, copies kept by him, and the originals mailed by registered letter to the head offices of the different companies.

The best kind of policy for a general storekeeper to take is a blanket policy covering equally all of the different lines of goods kept in stock and also his shop furniture. If he insures each class of goods separately, he will have no end of trouble in getting the loss adjusted. The adjusting of a loss under any circumstances is a serious matter, and in cases where books are kept without a merchandise account it is a very complicated affair.

From information we have obtained on this subject we are compelled reluctantly to state that a large number of the Mutual and a few of the smaller stock companies do not try to pay the actual loss sustained, but try to pay the smallest amount they can succeed in settling for. They send out men as appraisers and adjusters who go about their business more like detectives hunting up evidence to condemn a criminal than like business men ready to deal on business principles.

Their motto is, "consider every man a rogue until he is proved an honest man." They pay more attention to the evidence of

enemies than to that of friends of the assured, or persons whose opinions are likely to be unbiassed, and should incendiarism or fraud of any kind be suggested by some with whom they converse, they shrug their shoulders or give some other indirect hint in a way that sets the tongues of the gossips wagging. The appraisers sent out by some of these companies, in too many cases, instead of trying to meet the appraiser of the assured in a friendly spirit to arbitrate in a friendly manner on the amount of damage done to the goods, will talk learnedly about the different kinds of damages, consequential damages, and a variety of other damages that exist only in the minds of such men, will try and make the local man feel that he knows nothing about appraising, that the mysteries of the business are known only to a few experts, and in fact so bulldoze him that unless he, the local appraiser, has a pretty solid head on his shoulders the insurance company will get the benefit of the doubt in every case, and get an appraisement that is far from just to the assured.

We have heard of some of these men who could tell by the number of iron hoops found after a fire the number of gallons of vinegar or molasses that were in a stock, could match odd boots into pairs, could form an estimate of the clothing destroyed by the number of buttons found in the debris, and of the total loss by taking stock of the ashes.

The unfortunate country merchant having got rid of the appraiser, perhaps after several sleepless nights, congratulates himself that the worst of his troubles are over, poor unfortunate man, he has only escaped from Scylla to Charybdis. The adjuster next appears on the scene to examine his books, then will he be called upon to show up a complete record of his daily transactions. With a properly kept set of books he may not have much difficulty in showing the amount of his purchases and the amount of his sales since last stock-taking, but his amazement will be great when he finds that he has to prove the profit he has made on every pound of tea, yard of calico, or pair of boots that he has disposed of, that deductions will be made for what the adjuster calls shop worn goods, loss in weighing and measuring,

shrinkage on produce, leakage, warpage, perhaps even stealage, and a variety of other ages that will make an aged man of him in a very short time.

The system of bookkeeping that he gained at a commercial college or from some local expert will avail him little. He will be paralyzed by the array of figures presented to his vision, which in all probability will harass him in his sleep, and make his life so miserable that he will accept the figures of the adjuster rather than run the risk of having his hair become prematurely grey through the mental effort required to steer him through the labyrinth of figures.

The remarks do not apply to respectable stock companies who charge fair premiums for the risks they take, but unfortunately there are a number of fire insurance companies, principally mutual, who try to do business below paying rates, and endeavor to settle their losses not on the principle of common honesty, but on the principle of taking as much of the loss as possible out of the assured.

We would recommend every country merchant to pay a fair premium to a respectable company rather than take a policy at a cheaper rate in a company that will throw obstacles in the way of settling a loss.

This is a matter that is also worthy of the consideration of wholesale merchants who have goods unpaid for in the hands of dealers throughout the country.

"BUSINESS IS BUSINESS."

The story is told of a young man who had accumulated a thousand dollars and was debating whether he should buy a small candy store with it or lend it on a mortgage. After stating his perplexity to an older man the question was asked :

"Do you understand the candy business ?"

"No ; I did not think it was necessary. I expect to supervise it merely."

"Then you will lose all your money in three months."

"You think I had better lend the money on the mortgage ?"

"I do not say that. What is your business ; that is, what do you perfectly understand ?"

"I know the pickle business through and through. I can make pickles of all kinds, but I do not like it."

"Never mind what you like. Go and get a small place and make pickles ; go from hotel to hotel, restaurant to restaurant, and sell them. In ten years come back and see me ; you will have \$10,000 at least."

As the young man was going away he was called back.

"Here is a card ; I want you to put it where you can see it a hundred times a day." These were the words on the card : "Busi-

ness is business. Men don't do what they like, they do what they can."

The card had a strange fascination for him ; he read it with care as he walked along the street. As he studied it, new light seemed to enter his mind.

He found a dingy basement and began to arrange for his operations. Of course vinegar must be got, several barrels of it ; some was offered him at 10 cents a gallon, some more was shown at 5 cents. "Which shall I take ?" He thought of the words on his card. He seemed to see people testing his pickles, and, not liking them, depart without buying. "They will know good vinegar," thought he, and so he bought the honest stuff.

In a few days several tubs of materials were ready, and he knew he must market them. Now he greatly dreaded to face strange people and push his goods upon their notice. He never had courage when a boy, and now as a young man he felt more timid it seemed. But he thought of the words on the card, and entered a restaurant. The evident manager was a blooming young woman, and the pickle dealer was more afraid of women than men. But "business is business" repeated itself over and over in his mind.

The answer to his statement was that his pickles would be tried, and, if found all right, would be purchased.

"Glad I got that good vinegar," thought the young man ; and he began to feel that there was a certain power in the maxim his adviser had given. He began to feel a courage he had never expected in meeting people and trying to sell his goods to them.

Calling at a store to get, if possible, an order for pickles in bottles, he was quickly and rudely met with, "Don't want to see any such stuff." Noticing the utter dismay on the young man's face, the merchant said, short and sharp, "Don't you know enough of business to put up your goods attractively ?"

As he retreated, ruffled and disheartened, the maxim repeated itself over and over with this additional sentence, "It is business to put up goods attractively." He sought out a lithographer and had some handsomely colored labels printed. "They will buy the bottles," said a friend, "just for the picture you have on them."

When he had gained sufficient courage he sought out again the merchant who had rebuffed him. "I have come to make you a present of a bottle of fine pickles."

"Why do you make me a present of them ?"

"Because you gave me advice that is worth a great deal."

The morning of one Fourth of July came, and he pondered whether to go to his store or not. All at once he thought, people going on picnics will want pickles ; it was the magic words on the little card that ran through his mind. He found, as he had

thought, a large number of buyers waiting for him.

The little card was consulted in all sorts of weather. If a man made a proposition to him of any kind, and he was in doubt, he would go and look at the words, though he knew them by heart already. One day a cheese merchant came to persuade him to buy his stock.

"People," said he, "who buy pickles always buy cheese ; you will do a big trade." It was a temptation. He went and looked at the words and studied them intently, trying to think out their application to the case in hand. "Men do what they can," he reflected. "I would like to sell cheese, but I know I can sell pickles ;" then he returned. Now he was resolute and firm, although by nature easily bent and swayed by the words of others.

"Business is business," he said. "I am in the pickle business ; if I cannot make money in this I shall quit and go into something else ; but I will not have two kinds on my hands."

It was a turning point ; after this he could refuse all influence to go into something that seemed at the time more lucrative. He was not only industrious, it is plain, he had a fixed principle of action. Of course he was successful ; all men who put industry and mind to their work are bound to be successful. When the ten years were up of course he had the \$10,000 and more, too.—American Grocer.

SELLING GOODS NOT CARRIED IN STOCK.

The abundance of trade literature with its illustrative and descriptive matter offers to the enterprising merchant an opportunity for a kind of business to which usually comparatively little attention is paid. We refer to the selling of goods of which no stock is carried. Inquiry among the trade develops the fact that there is wide diversity in the practice of hardware men in this regard, many of them being content with sales that are limited to goods which they have in the store, with occasional orders for larger lots, or others closely related to the stock, while some more enterprising merchants make it their business to be well informed in regard to a large variety of implements or other goods for which inquiry may be made and which they are in a position to obtain from the manufacturer or jobber. There is little question but that more general attention to this department would in many cases result in sales which would aggregate a considerable amount and yield not a little profit. In order to sell goods which are not carried in stock it is necessary that the merchant first of all should be informed in regard to them, especially as to where they can be obtained and at what prices, and that he be in a position to give to his prospective customer all

necessary information in regard to them from descriptive circulars, illustrations, etc. In order to do this he must have a much better system of preserving, indexing and pricing catalogues and circulars than is found in the average hardware store, and this system must be carefully carried out so that the merchant is assured that his prices are correct up to date with sufficient accuracy to serve as the basis for a sale or quotation. This will be regarded by many as involving too much labor, and such hardware men will be content to go along in the old ruts, doing it is to be hoped, in most cases a fairly remunerative business, but at the same time losing trade, which by judicious cultivation might be made well worth their attention. The more enterprising houses are, however, giving increased attention to this kind of business, and the multitudes of price-lists and catalogues of dimensions large and small are by them being put to excellent use. The hardware man by means of such literature can certainly make himself exceptionally well informed in regard to a large variety of goods which sooner or later would find purchasers among his customers.

Our readers should recognize the fact that there are many lines of goods in which business might in this way be done. One of our correspondents in the south, referring to his experience, mentions sugar kettles, evaporators, cane mills, blacksmiths' tools, iron fencing, and many other goods which he could not carry in stock on account of there being only an occasional call for them, but in which he is able to do a business which much more than justifies the pains that are necessary in order to keep posted in the lines referred to. A prominent manufacturer of gymnastic apparatus, alluding to the same matter, refers to the fact that while there are but few cities in which it would be profitable for hardware dealers to carry stock of such apparatus to any extent, there is, on the other hand, in every city and almost every village a considerable trade which hardware men could obtain if they were posted in regard to it and had some evidence around their store in the shape of one or two machines indicating that they deal in such goods. The large and complete catalogues which are issued showing such apparatus would certainly give them all necessary information in regard to them, and the fact that gymnastics, athletics and physical culture generally, including all kinds of outdoor games and sports, are at present receiving quite a boom would seem to give an excellent opportunity for selling such goods. We are accordingly not surprised to learn that many hardware men are taking advantage of this and reaping considerable profit, as we understand that without carrying much stock—simply one or two sample machines—they are enabled to sell from \$50 to \$100 worth of apparatus per year. There is little doubt that if the merchant or an intelligent clerk

would take the trouble to acquaint himself with the apparatus and its use he would have no difficulty in effecting sales. In view of this tendency the manufacturers in question are intending to make an effort in the near future to have some illustrations and trade literature specially adapted to develop this line of trade, as it appears to them that the goods can be sold extensively through hardware men.

After explaining his method of keeping track of the large variety of goods represented in his catalogue, our southern correspondent above referred to, thus expresses himself with reference to the advantage to be gained from this systematizing of information :

I can tell at a glance just what to ask a customer for anything represented in my catalogue. It is, indeed, a good deal of trouble to keep this thing going, but I have found that they say, "If you want to know about anything, go to M.'s and he can tell you." It gives me the prestige of being better posted, and even if I do not sell what my customer wants he comes into my store and more than likely will buy something. I am after some of his trade, and all of it if I can get it.

These suggestions and the illustrations given above will probably serve the purpose of reminding our readers as to a department of business which belongs legitimately to them, but which comparatively few have thus far improved as they might.—Metal Worker.

ANOTHER FRAUD ON THE TRADE.

One of the latest frauds that is being worked successfully on the retail merchants of the country is done through an agent for wrapping paper and paper bags. His plan of operation is to go into a retailer's to sell paper. He quotes extremely low rates, and, of course, gets an order. He then offers to print the firm's name and business card on a few thousand bags which, to save trouble, being an entirely separate transaction, is to be paid for in advance at prices ranging from 90c. to \$1.50. The unfortunate retailer gives the order and pays for printing and that is the last ever seen of the agent or his bags. A case has come before us this week which may be all right but it looks rather suspicious. A person who signs himself "H. C. Hammond, agent for the Kingston Paper Co., Kingston, Ont.," is canvassing the trade for paper. He also represents a woodenware firm and offers to supply two hooped pails at 95c. and three at \$1.05, which, as every one knows, is away below the cost. He also sells paper at a corresponding reduction. In the case to which we refer he took an order for paper amounting to \$10.76 which he was to ship by the Grand Trunk, freight prepaid on sixty days net, four per cent. off ten days. He then

offered to give 2,500 S.O.S. bags 2, 3, 6, 12 and 14lb. for the charge of printing, which was to be 95c. prepaid. The firm who were giving him the order became suspicious and refused to pay the amount for printing and after some further discussion the order was cancelled. Inquiry was made at Kingston from a reliable authority as to whether there was any such firm there. The reply came back—"I know of no such concern and could get no particulars of there being any."

As we said before the firm in question may be all right but their way of doing business is suspicious and we consider it our duty to put the trade on their guard.

THE VERDICT OF THE WORLD.

The man who conducts his business on the theory that it doesn't pay, and he can't afford to advertise, sets up his judgment in opposition to that of all the best business men in the world. With a few years' experience in conducting a small business on a few thousand dollars of capital, he assumes to know more than thousands of men whose hourly transactions aggregate more than his do in a year, and who have made their millions by pursuing a course that he says doesn't pay. If advertising doesn't pay, why is it that the most successful merchants in every town large and small, are the heaviest advertisers? If advertising doesn't pay, who does the most business? If it doesn't pay to advertise, why do the heaviest business firms in the world spend millions of dollars in that way? Is it because they want to donate those millions of dollars to the newspaper and magazine publishers, or because they don't know as much about business as the six-for-a-dollar "store-keeper" in a country town, who says money spent in advertising is thrown away, or donated to the man to whom it is paid? Such talk is simply ridiculous, and it requires more than the average patience to discuss the proposition of whether advertising pays or not with that kind of a man. His complacent self-conceit in assuming that he knows more than the entire business world is laughable, and reminds us of the man who proved that the world doesn't revolve by placing a pumpkin on a stump and watching it all night.—Burlington Republican.

In the Senate, the Hon. Mr. McInnes has given notice of the following resolution:—"That in the opinion of this House (in view of the large production and exportation of gold and silver, the increasing population, the high financial standing and commercial importance of Canada), it is both desirable and expedient that the Government should immediately pass a Coinage Act and establish a mint.

If you can arouse curiosity by an advertisement, it is a great point gained. The fair sex don't hold all the curiosity in the world.

BUSINESS HABITS.

We are frequently and very wisely bidden to remember that a sacred regard for the principles of justice forms the basis of every transaction and regulates the conduct of the upright man of business.

The following are worth repeating, and if adhered to strictly cannot fail to contribute largely to one's success :—

A man of business is strict in keeping his engagements.

Does nothing carelessly or in a hurry.

Employs nobody to do what he can easily do himself.

Leaves nothing undone that ought to be done, and which circumstances permit him to do.

Keeps his designs and business from the views of others, yet he is candid with all.

Is prompt and decisive with his customers, and does not overtrade his capital.

Prefers short credit to long ones ; and cash to credit at all times, either in buying or selling ; and small profits in credit case with little risk, to the chance of better gains with more hazard.

Is clear and explicit in all his bargains.

Leaves nothing of consequence to memory which he can and ought to commit to writing.

Keeps copies of all his important letters which he sends away and has every letter, invoice, etc., belonging to his business, titled, classed and put away.

Never suffers his desk to be confused by many papers lying upon it.

Keeps everything in its proper place.

Is always at the head of his business, well knowing that if he leaves it, it will leave him.

Holds as a maxim that he whose credit is suspected is not to be trusted.

Is constantly examining his books, and sees through all his affairs as far as care and attention will enable him.

Balances regularly at stated times, and then makes out and transmits all his accounts current to his customers, both at home and abroad.

Avoids as much as possible all sorts of accommodation in money matters, and law-suits where there is the least hazard.

Is economical in his expenditure, always living within his income.

Keeps a memorandum book in his pocket, in which he notes every particular relative to appointments, addresses and petty cash matters.

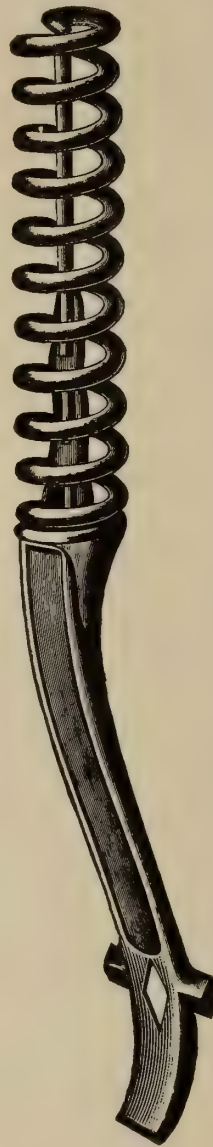
Is cautious how he becomes security for any person.

And generous when urged by motives of humanity.

M. Eiffel is expected in Quebec shortly to build a \$5,000,000 bridge across the St. Lawrence.

IMPROVED STOVE-LID LIFTER

H. R. Ives & Co. have purchased from L. M. Devore, of Freeport, Ill., his new stove-lid lifter. A general view of this device is afforded by means of the accompanying illustration. The handle it will be seen, is constructed of coiled wire in such a manner as to present very little heat-conducting material in comparison with its radiating



surface, thus reducing the liability to become hot to the hand. From an inspection of the engraving it will be noticed that the wire of which the handle is composed is coiled around a central rod, the free end of which is supported by an elongated bearing attached to the boss of the lifter. This construction, the manufacturer states, gives the device great strength and stiffness against lateral pressure, while at the same time producing a smooth handle of convenient shape. The spiral handle may be applied not only to stove-lid lifters, but may be used in connection with cooking utensils of various descriptions. The manufacturer calls atten-

tion to the fact that this handle is much less liable to become hot than other wire handles, owing to the fact that only one end of the wire coil is attached to the iron portion of the lifter.

PROSPERITY OF THE ENGINEERING TRADE IN ENGLAND.

There is hardly a branch of the engineering trade in which the whole of the shops are not fully employed, while in many departments the works have more pressing orders in hand than they care to deal with. Marine engineers on the Clyde have never had such times, and on the Tyne, the Tees, and other centres of shipbuilding, the books of engine-builders are full of work. Some of the largest agricultural and general engineering firms in the kingdom tell us that they have already undertaken more work than they can deal with, and that they are dependent upon the extra exertions of their men to fulfill their contracts. The locomotive shops everywhere are full of work, and customers have to wait their turn to be served. The makers of colliery locomotives and tramway motors are also having a very busy time. Firms whose specialty is mining machinery are almost inundated with orders from abroad, and this is backed up by very heavy requirements from the home district. In this branch business is continually expanding. Engineers who have a reputation for steam pumps are selling all they can make.

Turning to the ironfounding industry, both the light and heavy branches are full of activity, and the amount of unfinished work is being increased by the arrival of fresh orders. The general prosperity of the engineering and ironfounding trades is in itself a gratifying feature, and the demand from these sources will form an important feature in the business in iron and steel in the new year. It is far more satisfactory that we should ship the product of our mines, blast furnaces, and iron and steel works, in the form of machinery, than as crude or even finished iron or steel. We can afford to dispense with the export demand for pig iron, if in its place we secure orders for finished material, steam engines, and machinery of far greater value.—London Iron and Steel Trades Journal.

The natural gas supply for heating one of the public schools at Pittsburg, one cold morning last week, gave out, and the flow was not resumed for several hours. In explanation, an official said: "There is always a scarcity of gas when the weather suddenly becomes cold, but the number of complaints we have received is comparatively small. Very often the scarcity of gas is due to some local trouble like the freezing up or breaking of a pipe. We have plenty of gas, but it always contracts in very cold weather."

H. S. HOWLAND, Sons & Co.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

ACME SKATES,

Wrenches and Repairs.



PROVINCE OF ONTARIO.

Brantford—Masterson, W. H. & Co., plumbers, assigned to Geo. H. Wilkies, Brantford.

Caledonia—Rannie, Wm., grocery, etc., succeeded by Kossuth Marston.

Cayuga—Thompson, W. H., grocery and dry goods, assigned to D. Blackley, Hamilton.

Collingwood—Archer, J. W., grocery, assigned to Wm. Reekie, Collingwood; Begg, W. G. & Co., (co nom) general store, offering to compromise.

Day's Mills—Barber & Street (estate of) general store, etc., stock sold to Thos. Grigg.

Delhi—Eagles H. R. (estate of) general store, stock sold.

Fordwich—Forsythe Bros., tinsmiths, assigned to G. B. Meadows, Toronto.

Forest—Stirritt, R., general store, assigned to C. B. Armstrong, London.

Guelph—Guelph Soap Co., (not incor) manufacturers soap, dissolved, Adam Linton continues.

Kinlough—Steel, T. L. (estate of) general store, stock, etc., advertised to be sold by auction on 13th inst.

Lucan—Stanley, B., general store, sold out to W. E. & C. Stanley.

Mildmay—Holtzman, Henry J., general store, removed to Moorefield.

Moorefield—Brumpton, R. C., general store, succeeded by Henry J. Holtzman.

Orillia—Vernon, J. H., dry goods, groceries boots and shoes, assigned to Stapleton Caldecott, Toronto.

Picton—Ostrander, G. A., dry goods and

groceries, assigned to Jas. Gillespie, Picton.

Penetanguishene—Copeland, Geo., miller, deceased; Copeland & Sons, mills, Geo. Copeland, sr., deceased.

St. Marvs—Beattie, Jas., (estate of) grocery, stock, etc., advertised to be sold by auction on 12th inst.

Windsor—Casgrain, A. P., (estate of) hardware, stock sold.

Walkerton—Schnurr, C., fruits and provisions, assigned to Robert Millons, Walkerton.

MANITOBA AND NORTH WEST TERRITORIES.

Glenboro—Livingston, Sarah, (Mrs Wm. G.) general store, judgment vs. her.

Regina—Duncan, Jas., general store, chattel mortgage.

Winnipeg—Marritt, T. A. & Co., grocery, dissolved, T. A. Marritt continues.

QUEBEC.

Montreal—Bellevance & Galarneau plumbers, dissolved; Bourgeois, N. & Co., W., grocery, stock, etc., advertised to be sold by auction on 14th inst.; Baird, Browning & Co., flour and com. dissolved; Dubuc, Chas & Co., prepared flour, dissolved; Gariepy, H., grocery, assigned in trust.

Pierreville—Capistran, Ubald, general store, assigned in trust.

Port Rouge—Julien, Chas. A., agricultural

implement manufacturer, offering to compromise.

Quebec—Paradis, A. & Co., W., confectionery, etc., demand of assignment.

Vaudreuil—Leroux, Damase, grain, writ issued.

PROVINCE OF NOVA SCOTIA.

Halifax—Muirhead & Gray, grocery, etc., Wm. Muirhead deceased.

Louisburg—Cameron, M. D., store, bill of sale; Tanner, Stanley, store, bill of sale.

Westville—Murray & Chisholm, store, dissolved.

PROVINCE OF NEW BRUNSWICK.

Buctouche—McManus, S. H., general store, burnt out, insured.

At a large and representative meeting of the Perth Board of Trade, for the purpose of organizing and election of officers for the ensuing year, the following gentlemen were elected: William Meighen, president; T. H. Code, vice-president; W. B. Hart, secretary; W. A. Meighen, treasurer. Committees were appointed to confer with the town and county councils, in reference to the toll roads. The tax exemption question was also fully discussed, and the papers sent by the Ontario Government, on this question, were carefully considered and answered.

SHEET STEEL
SHINGLES AND SIDING
 PAINTED AND GALVANIZED,
 FIRE AND STORM PROOF, DURABLE
 AND CHEAP.

We have the Heaviest AND CHEAPEST Shingles
 and Siding in Canada.
Prices and Circulars on Application.

THE METALLIC ROOFING COMPANY, Ltd.
 SOLE MANUFACTURERS,
TORONTO AND WINNIPEG.

CAUTION.

Joseph Rodgers & Sons,
 (LIMITED.)

Find it necessary to caution the public
 against imitations of their manufactures.
 None are genuine unless bearing the

TRADE
 MARK.



GRANTED
 1764.



R. R. Goulding, hardware, Stratford, is offering to compromise.

Messrs. Baird and King, of Kingston, have gone to Westport to establish a stove foundry.

H. Redpath, Omeme, has began work in the foundry again, W. Redmond acting as foreman.

Mr. Geo. White, of White & Sons' Engine Works, King street, London, has gone on a business trip to Halifax.

Things are booming at John Lorentz's, hardware store, Baden, Ont. He is looking forward to a trip to Halifax this spring.

B. O'Loughlin, of Yarker, says G. I. Ham, the merchant reported to have left Napanee under a cloud, forged his name to a note for \$500.

It is proposed to incorporate the Bushnell Company (limited) to carry on petroleum works at Montreal. The capital stock is placed at \$100,000.

W. E. Shipley & Co., general merchants of Ailsa Craig, have dissolved partnership. The business will hereafter be carried on by Mr. Geo. Shipley.

Thos. and Fred. McConnell were arrested by acting Detective Black the other night, charged with breaking into the general store of Denham & Ashworth, 474 Yonge street.

Montgomery's carriage works, Winnipeg, were completely destroyed by fire on Friday morning. The building was owned by the Mortgage Company.

One night last week the general store of Messrs. Bemrose Bros. Bradford, was entered by burglars. A quantity of woollen goods was carried off, and a few cents that were left in the till were also pocketed.

A man named Napoleon Emery, employed in running a buzz planer at the Brantford Carriage Company's works, on Tuesday had the misfortune to lose the index finger of his left hand.

Mr. E. Winnett, Petrolia, has made a contract with Warren Rumohr to erect a boiler shop at Oil Springs, the work to be done immediately. He has found his business so increasing in that direction that he has concluded to locate there.

A gentleman of a mechanical turn of mind took off his gas-meter to repair it himself and put it on again upside down. At the end of the quarter it was proved with arithmetical correctness that the gas company owed him eight dollars and fifty cents.

Mr. J. G. Hare, of Hamilton, interviewed the Minister of Finance to urge that a specific duty be placed on carriage wheels for the

purpose of preventing the present unfair competition of manufacturers who produce wheels without marking them to show the quality.

President Nettleton, of the Memphis Route, after a thorough trial of passenger car heating with live steam from the locomotive, pronounces in favor of the method. A fair trial seems to be all that is necessary to establish the excellence of this manner of car heating.

On the Glasgow and Southwestern Railway the waste heat from the roof-lamps of the carriages is being used for the heating of the carriages. A small iron boiler connected with two small pipes with a reservoir below the seat is fixed, and the hot water being forced down from the boiler sends a glow of heat through the carriage.

The English owners of coal mines at their recent conference determined to establish a federation of owners to include all districts in the country, with the temporary exception of South Wales, Northumberland and Durham, and raise a fund to resist unfair demands. They propose to resist to the utmost the eight-hour movement.

Four hundred plans have already been received by the committee who offered prizes for the best and second best plans for the proposed Watkin tower—the English Eiffel. It will be so high that all that need be done when fog comes on will be to enter the lift and in a few minutes be up in the clear blue.

Messrs. Everson & Hawkins, Oshawa, report good sale of Standard Favorite Ranges. They say they had orders for more than they could get. The Perfect Range also had a good sale, and the Sultana Heater was also in demand. The firm do a large business in roofing material as well as paints, oils, building paper, shelf and heavy hardware.

The American Axe and Edge Tool Company was formed at Pittsburg last week. It comprises all the axe and edged tool companies in the country, having purchased their plants. The capital stock is \$4,000,000. The company will employ 10,000 men. The alleged object is not to advance prices, but to economize production.

At 10.40 on Thursday night fire broke out in the building of the Toronto Hardware Company, No. 900 Queen street west. The flames rapidly spread, and as the store was of wood it suffered damage to the extent of \$400 before the fire was brought under by the brigade. The damage on the stock was estimated at \$500, but it was reported on good authority that the insurance would cover the whole loss.

At the meeting of the Central Farmers' Institute in Toronto last week, the following motion was submitted and carried: "That we do hereby endorse the bill of Clarke

Wallace against combines, and that a deputa-tion consisting of the president, vice-president, secretary and Messrs. Kells and Vallance be appointed to interview the Dominion Government on the question."

The firm of Hamilton & Huether, general merchants, Walkerton, was dissolved on Feb. 1st, and on that date a new firm of Huether Bros. began its mercantile life in Walkerton. A few years ago Mr. J. Huether came to Walkerton as a clerk, and since that time has risen to be junior partner in a strong firm, and has now taken his brother, Mr. W. B. Huether, into partnership with him.

About nine o'clock on Monday evening fire broke out in a frame building situated on the market square in Strathroy. The building was generally known by the name of the old fire hall and was used as a carriage shop by Mr. Humphreys. The loss and cause of the fire are unknown. It was insured. During the fire a man by the name of Brady fell from a floor and it is thought received severe injuries.

A few days ago when Samuel Stover was in Chatham, Wm. Gray, one of the largest carriage manufacturers in Canada, said that if he could get a favorable offer from Windsor, such as an exemption from taxation, he would move there. A meeting of the Windsor Board of Trade was called on Wednesday, and a committee was appointed to wait upon and confer with the Council. The going of Gray's establishment means the increase of nearly 300 people to Windsor's population.

"This weather plays the duce with our trade," says J. C. Falls, buyer for John Fennel, Berlin. HARDWARE had a pleasant interview and was shown through their fine building this week. They have a splendid carriage hardware trade, as well as staple hardware, but it is as Mr. Falls says, "No snow in the woods where the timber is to make wagon wheels, hubs, etc." They are unable to fill orders in that line, and I might say that they have undoubtedly one of the finest places of business in the west. They occupy three floors and have a cellar the full size of store, which is well filled with a complete stock.

The old hardware firm of Frothingham & Workman, Montreal—a hundred years old or more—has undergone another change in the death of Hon. Thos. Workman, the last of the old firm name. But the younger members, who have been in the house for years and members of the firm, will continue the business under the time-honored name, and have added to their number from other leading attaches of the house. Like the old English firm bearing the names of persons several centuries in their grave, the old house of Frothingham & Workman will continue that name long after its founders are but an historical memory.—American Paper.

TORONTO LEAD AND COLOR COMPANY'S VULCANIZED FLOOR PAINTS

SOMETHING ENTIRELY NEW.

Dry hard with a fine gloss in 12 hours.

READ OUR TESTIMONIALS.

We have been selling Toronto Lead & Color Co's pure paint about five years. think it the best mixed paint in the market.

WALLACEBURG, DEC. 14th, 1889.
It has given perfect satisfaction, and we

SHAW & WOOLIVER.

Hardware Manufacturer: "You need to read between, as well as along, the lines of customers' letters to tell how they feel in regard to business and prices. That is what I try to do always, and the results are sometimes very comforting. My discoveries of late are especially so, for they persuade me that the better prices we are getting for our goods now are not out of line with those of competitors. That is to say, there is no cutting under the market to speak of. In support of this conclusion, let me read you an extract or two from to-day's mail. Here is a sample letter: 'You may fill our order at once. We are in such urgent need of the goods that we cannot afford to lose time in looking around the market for better prices.' This one you will notice, too, is in pretty much the same vein: 'As we must have the goods immediately you can ship at prices quoted.' You will observe that neither of the correspondents says he can do better in the way of prices, though each would convey the impression that the thing would be worth trying if the goods weren't needed so badly. This is business diplomacy. But it doesn't mislead worth a cent. The chances are ten to one that these correspondents 'felt' the market all around before they gave me their orders."—Age of Steel.

Mr. A. Gordon Macpherson, of the firm of Benny, Macpherson & Co., St. Paul's street,

JOHN M. BLACKBURN & CO.

41

COLBORNE STREET
TORONTO
ONT

DESKS
OFFICE
LIBRARY
Church & School

FURNITURE.

Montreal, wholesale hardware merchants, was in Toronto last week making arrangements for opening a branch office and sample room in this city for the convenience of their western customers. Mr. J. H. Brent, late traveller for the firm of Wm. Thompson & Co., of Toronto, has been appointed as their representative and will be pleased to receive visits from any of their friends at Stanley Chambers, 37 Yonge street. As this old established firm is so well known throughout the whole of the Dominion it is needless for us to make any comments further than to give our readers notice of this new undertaking.

ANDREW C. DALLAS
DEALER IN

PIG TIN, LEAD, COPPER, ANTIMONY, SPELTER, ETC.; COPPER AND BRASS SHEETS AND TUBING; GALVANIZED IRON & TIN PLATES; IRON BEAMS, CHANNELS, ANGLES, SHEETS, ETC.; SCOTCH AND AMERICAN PIG IRON; SCRAP IRON IN CAR LOTS, ETC.

TELEPHONE 1821.

38 YONGE ST. --- TORONTO.

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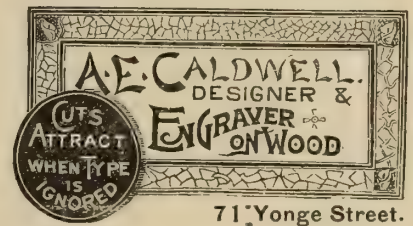
If you wish to secure a thorough practical
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Each pupil instructed individually. No classes
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BOECKH'S STANDARD BRUSHES
FOR SALE
BY ALL LEADING HOUSES.



How to Sell Goods

Send Ten Cents to the HARDWARE PUBLISHING CO. for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods."

HARDWARE PUBLISHING CO.,

6 Wellington St. W., Toronto.



THE UNSETTLED CONDITION OF THE CUTLERY MARKET.

Owing to the strikes of grinders of scissors in Germany, manufacturers are asking more for their products, and will not take orders except at advanced prices. Manufacturers of corkscrews in Germany have given the hardware trade notice that hereafter they will advance the price 15 per cent. In England the grinders have a union, and they have advanced the scale of prices for grinding, and the pocket-knife makers have also given their employers notice that they would advance their prices 10 per cent. Of course, on the higher grade of English pocket knives it would not materially affect the price, and but for the minority of the class of goods bought for this country, it would not affect the market any. The great bulk of English pocket knives that American houses import are of the cheaper class, say knives ranging from 90 cents to \$1.35 per dozen, delivered here duty paid. With an advance on the above, it will be seen at a glance that it considerably affects the price of this class of goods.

German importing houses are in an unsettled condition, owing to the tariff question now on the carpet. Indeed, they do not know which way to move. They would be satisfied if they could settle down on a solid basis, and know what to figure on. If the advance which is now threatened is made, it will cut out all the line of jack-knives now imported; but the German manufacturers will still have a fighting chance for the pen-knife trade, as will also the English manufacturers of the finer grades of penknives which have had an established trade in the United States. L.

[The foregoing communication is from a gentleman of large experience connected with one of the leading hardware houses in Chicago, and presents an interesting phase of the foreign cuttlery market as it now stands.—Editor Chicago Journal of Commerce.]

THE SUCCESSFUL BLACK LIST.

The Toronto Retail Grocers' Association has adopted the black list plan, and is finding it successful. Each member is furnished with blank lists, which he fills out with the names of all the deadbeats which he finds on his books. These lists are then tabulated and printed for the use of members. So far a good many thousand dollars worth of bad debts have been placed on record, and the persons who contracted them are shut off from credit in any of Toronto's Association stores.

This is one of the ways which Associations may be made to pay. Pennsylvania Grocer.

BRIDGING BEHRING STRAITS.

A bridge over Behring Straits, says the St. James Gazette, does not seem such an impossible thing in a day that furnishes a Forth Bridge and contemplates one over the English Channel. The narrowest part of the gulf separating Siberia and Alaska is only about 60 miles wide, and a string of islands in a straight line would reduce the actual waterway to about the width of the English Channel. The scheme is said to be receiving serious attention in Russia, and a projected railway from British Columbia to Sitka points in the same direction. The advantages of this inter-continental route are not very obvious, however, in view of the enormous expense of execution.

The Spring Catalogue of the Gendron Manufacturing Co. is a veritable album of handsome pictures. The pictures are the illustrations of the many designs of beautiful baby-carriages, children's express wagons, sulkies, toy-barrows, velocipedes, bicycles, tricycles, reed chairs, etc. A glance through its pages is a revelation to any man who has not given special attention to baby-carriage manufacture. Few of the uninitiated have any idea of the regal luxury in which the young autocrats of the nursery can ride out on a fine afternoon. An examination of the Gendron Manufacturing Compy's Catalogue shows in what variety of pomp the little ones can set out upon their royal progress through the streets. Each plate is numbered to facilitate ordering by mail. The stiff polished paper, the bold type, the ample page of the Catalogue, unite to make it one of the very finest of the season's issue.

The first number of the Money Maker, a new trade journal edited and published monthly in this city by Mr. I. A. Taylor, has reached our table. The Money Maker is an exponent of one of the most important commercial interests, viz., advertising. Its monthly issues will form a series of lessons upon the art and artifices of advertising, and, judged by the first number, the paper promises to be itself an important means of developing the advertising art. For such a paper there has long been in the business world an aching void. In the philosophy which Mr. Taylor has to teach there is a long way more than our merchants ever dreamed of. There is no concern of their business in which they need schooling more than in advertising. Of that very few have learned the rudiments, and of its potentialities there is but an elect remnant that have any conception. Much is written on the subject these days; if the Money Maker did nothing more than merely focus such fugitive lore it would render invaluable service to the trading public. But the matter of the first number, and the presentation of that matter show that the paper has a full editorial and mechanical fountain to draw from.

You can lose more than we do by not subscribing for this paper.

LEADING ACCOUNTANTS AND ASSIGNEES

E. R. C. CLARKSON TRUSTEE AND RECEIVER

In affiliation with
JNO. B. CLARKSON
Temple Buildings, - - - MONTREAL.

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention

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British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,
76 KING ST. W., TORONTO.

Telephone 1112.

ST. CATHARINES, ONT

McKINNON DASHES

CHEAPER
BETTER
STRONGER
THAN HAND MADE

If you get the S. F. Quality.

The matter of natural gas for New Albany, Ind., is again engaging the attention of capitalists of the city. It is claimed by those who are posted that a supply of at least 10,000,000 feet per day can be obtained from the wells already open in Harrison county, and that an increase in the number of wells and a greater distribution of them over the territory, will give gas enough to justify the laying down a pipe line to New Albany.

THE Dominion Wire Rope CO., Limited.,

MANUFACTURERS OF



(Works at Lachine).

FOR HOISTING, MINING, TRANSMISSION
OF POWER, TOWING, SHIPS' RIGGING,
AND GUYS, LANG'S PATENT WIRE
ROPE FOR TRANSMISSION AND
COLLIERY PURPOSES,
ETC., ETC.

JAMES COOPER, Agent,
MONTREAL.

MARKETS

TORONTO, FEB. 14, 1890.

The general market this week has been singularly devoid of feature, no line having shown any special characteristic or movement. Taking it altogether the general trade is exceedingly dull, nor can it be said that the quietness of the past few weeks has been succeeded by any more extended movement. The country trade remains as adverse as ever to placing orders for future delivery, and travellers report not a little difficulty in placing the few orders they are getting. In all parts of the country there is but a limited business doing, although the hardware trade is not alone suffering, all branches of business participating in the general quietness. Money appears to be coming in fairly well, considering all circumstances, although payment cannot be considered up to the average. However, they are probably somewhat better than two months ago. It was expected they would be, while at the same time wholesale merchants are treating dilatory customers with a greater degree of clemency than is usual.

Prices are without much change. There has been this week an advance in the price of coil chain, the advance averaging between $\frac{1}{4}$ and $\frac{1}{2}$ c. per lb. Wire and moulding nails, pressed spikes, harvest tools, tinners' rivets, carriage bolts and wrought butts are also higher, but outside of these articles there has been no alteration, and in metals the

feeling is probably easier, in sympathy with foreign advances.

The late advance in glass has been firmly maintained, and advices from the States note the fact that importers of window glass there have lately made two advances of 5 per cent., and that the American glass manufacturers have also made a similar advance. Cause—A reported advance of 20 to 40 per cent. in Europe.

Advices by cable indicate continued irregularity in the speculative branch of the foreign markets, with an undercurrent of weakness that extends to other departments. Scotch warrants have dropped to 51s. 10d. and Middlesbrough to 51s. 9d. Makers' brands of Scotch, Middlesbrough and Bessemer, it is stated, can be purchased at lower prices than have been previously quoted since the holidays; old material has been sold at a round concession from the prices held for two weeks ago and spiegeleisen and ferromanganese are not only offered rather more freely, but at somewhat lower figures. Consumers and shippers have purchased sparingly, and speculative interest has been chiefly in the direction of realizations, owing to lack of incentive to further purchases or holding. There is not much change in the statistical position, barring the great reduction in stocks. A year ago Connal's held 1,033,000 tons, where now the stock is about 906,000 tons. The manufactured iron and steel makers continue busy, and have so much work in hand they see no reason for reducing their prices at present, though, of course, ultimately they must be regulated to some extent by the value of the raw material. At any rate, buyers take this view, and very few fresh orders have been placed during the last fortnight. At Middlesbrough little business has been transacted, owing to the uncertain state of the market. Shipments have been checked by the recent stormy weather, but, apart from this, there has been a great falling off compared with last year, when the exports were quite abnormal. Only 38,500 tons were despatched in the first four weeks of this year, comparing with 64,800 tons in the corresponding period of 1889.

The weakness in speculative quarters extends to minor metals, prices for nearly all of which have declined more or less in the London market the past few days. The weakness in iron and tin, along with accumulating supplies, keeps the English market for tin plate disturbed, and local business in that line is of narrow dimensions at present. It is claimed, however, that tin plates have sold easier in the home market, only in outside hands, not from manufacturers, who continue busy. The American demand has not improved to the slightest extent.

Tin has declined about £2 during the week in London, a late cable placing the quotation at £90 7s. 6d. spot and £91 7s. 6d. futures, with a recovery of 5s. at the close. Copper also declined £1 10s. Merchant bars being quoted by cable at £46 15s. spot and £47 5s. futures. It is stated that there is very little good quality copper available in the English market at the present time. The stock consists chiefly of English and American ingots, inferior brands of Chili bars and Anaconda matte. Smelters continue to show Chili bars a preference, owing to their being cheaper than the prices at which Argentiferous ore and matte is held. There is a scarcity of furnace material generally. Deliveries of bars in January were unusually heavy. There has been a fairly active market for lead, with prices steadier at £12 17s. 6d. for soft Spanish. Spelter

SIMPSON, HALL, MILLER & CO., 16 & 18 DeBresoles St., MONTREAL.

TRADE MARK FOR



MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks. Spoons, etc.

TRADE MARK FOR



KNIVES, FORKS, SPOONS.

A. J. WHIMBEY, Manager.

SUBSCRIBED CAPITAL, \$100,100. DEPOSITED WITH GOVERNMENT OF CANADA, \$54,724.

THE BOILER INSPECTION and Insurance Company of Canada.

SIR ALEX. CAMPBELL, K.C.M.G. PRES.
(Lieut. Govr. of Ontario)

JOHN L. BLAIR, Esq. VICE PRES.



CONSULTING ENGINEERS.

G.C. ROBB, Chief Engineer. A. FRASER, Secy. Treas.

HEAD OFFICE, 2 TORONTO ST.

TORONTO.

The prevention of Accident and attainment of Economy in use of Steam, our chief aims.

MARKETS—Continued

declined £1 on the week, ordinary Silesian being cabled at £23. The demand is moderate.

In paints and colors this week no change can be noted in the condition of business, trade being generally quiet. The travellers in the country are taking a few orders for spring but among the country retail trade there is to be seen a decided indisposition to far anticipate their wants and a good many are working on old stock. Prices are without alteration. Turpentine locally is featureless. A report from Savannah dated February 1, says that "spirits turpentine, the day following our last report, touched 38c. in yard here, at which point buyers for foreign account took hold and all the available stock in this and primary markets was bought up. The purchases were heavy, and subsequent offerings being small, local speculation quickly carried the market to 41c., at which point it closes quiet to-day. As receipts for some time will be light and the depressing accumulation of stock is now removed; any decline from this figure is improbable. At the same time the home demand is too poor to admit of any legitimate advance of consequence." Stocks of spirits turpentine at southern points on February 1 amounted to 16,025 bbls., as against 10,487 bbls. a year ago. A southern report also states that for resin there is a strong demand for all grades for export and that prices rule firm, with the home trade quiet. Stocks of resin on February 1 were 136,314 bbls., against 201,987 at the same time last year. Linseed oil remains quiet and featureless, and very little is doing in white lead.

NEW YORK MARKETS.

NEW YORK, FEB. 13, 1890.

The situation in the iron and allied trades has changed but little since the middle of last week. That little, however, has been of a nature rather to the disadvantage of the "bull" interest. Some descriptions of domestic crude materials are offered more freely and at prices that were considered exceptionally low a week or ten days ago, and there is some modification of sellers' ideas of value of certain finished productions also. Steel rails, for example, are obtainable now at \$35 from almost any of the Eastern manufacturers. There does not appear to be any positive pressure of goods for sale, but a more accommodating spirit is manifested by furnace and mill agents, a reasonable reduction from which fact is that the output of furnaces and mills is nearly if not quite up to the requirements for deliveries on contracts. New orders have been rather disappointing in volume since the beginning of the year, and there are no signs at the present time of inclination on the part of buyers to purchase extensively in anticipation of future wants.

Foundry pig iron is in limited demand. Large consumers are getting about all the supply they have use for from deliveries making on back orders and small buyers purchase only as immediate wants necessitate. There is no visible change in the attitude of sellers, the majority of whom hold for previous prices and express confidence in a change for the better ere long. The ruling prices are \$19.50 to \$20 for No. 1 X foundry; \$18.50 to \$19 for No. 2 X foundry, and \$17.50 to \$18 for grey forge.

Old iron rails are still unsettled in price and slow of sale. A moderate quantity of

double-heads has been let go at \$27.50, future shipment, and 26.50 is considered full value for tees. For wrought scrap iron \$23.50 and \$24.00 is quoted, with demand moderate.

TIN.

Under the influence of manipulation by the "bear" interest, prices for pig iron have declined nearly £2 per ton in London, and the break there has caused a drop of about ¼c. per pound in the local market. Speculation has been fairly active at the decline, but trade purchases have continued moderate and barely the average quantities have been taken by consumers. On 'Change there have been sales of 20 tons spot at \$20.50; 25 tons at \$20.50 for February delivery; 25 tons at \$20.45 for March; 75 tons at \$20.40 and \$20.50 for April; 80 tons at \$20.35 and \$20.50 for May. The spot prices at the close were \$20.50 for round lots, and \$20.60 and \$20.75 for jobbing quantities.

COPPER.

Business in copper has been very quiet and the market is in somewhat uncertain shape at the present time, with prices wholly nominal. Small lots of Lake ingot were offered at 14¼c. for delivery this month and next, and at 14c. for delivery the following three months by outside holders. Whether the mining companies would sell at those figures is uncertain. Casting copper is quoted at 12¾ and 13c., with the latter an extreme rate.

LEAD.

The position of the pig lead market has not changed. Consumers are still indifferent buyers, speculative interest is not manifest in any quarter and the little business that goes through is at previous prices. The range of \$3.80 and \$3.85 is quoted.

SPELTER.

Spelter has ruled fairly steady at about \$5.30 and \$5.35 for ordinary brands of Western common without new business or demand of importance reported.

TIN PLATE.

Tin plate is still very unsettled in price and business continues slow and unsatisfactory, being handicapped by the condition of the iron and tin markets.

MONTREAL

MONTREAL MARKETS.

FEBRUARY 13, 1890.

We are now able to state that things are beginning to move in real earnest. Travelers on the road in all lines are sending in good fat orders from all quarters, and report the outlook decidedly encouraging. Payments are all that could be desired under present state of trade.

HARDWARE.

Shelf goods and cutlery continue to advance in the European market, but wholesalers here have not advanced as yet, but as new goods are being received, the trade may look for higher prices which are bound to prevail.

IRON AND COPPER.

There has been more activity shown in the iron and copper market the past few days than for some time past. Payments have also been fair. Pig iron warrants in Glasgow after receding to 51s. 2d. closed at 53s. 2d.,

the general situation remaining as previously quoted. Holders firm, stocks light, with fair enquiry for this season of the year. Summerlee iron has become firmer and is now selling at \$28. Gartsherrie \$27, and Eglington \$26. Finished iron continues firm at unchanged prices. Foreign bars \$2.75 and Canadian \$2.50. The advance in tin sheets and galvanized iron, noticed some time ago has been well sustained. Tin plates \$4.25 to \$4.50 for cokes; and \$4.75 for charcoal. The metal market continues firm at unchanged prices. In lead the markets continue weak, stocks light, and holders firm at \$4 to \$4.15. A cable reports the pig lead market firm. Tin 24c. to 25c. Zinc \$6.50 for sheet, and 6¼c. for spelter. Sales of copper has been reported in the car lots at \$14.75. Dealers are asking 15c. Sheet copper quiet at 18. Wrought iron pipe has advanced, it is now 50 per cent. off.

NAILS.

There is no business being done in nails at advanced prices. Makers have lots to do in filling previous orders at former prices. Following are quotations:—

CUT NAILS.

2 dy @ 60 dy, hot cut, per keg	\$2 75
10 dy @ 9 dy, " " "	3 00
8 dy @ 7 dy, " " "	3 25
6 dy @ 5 dy, " Am. pat	5 50
4 dy hot cut, per keg, " "	4 25
3 dy fine hot cut, per keg, Am. pat.	2 75
3 dy @ 5 dy, cold cut, per keg	3 25
4 dy, cold cut, per keg	3 75
3 dy, fine hot cut, Am. pat	5 95

FRANKEL BROS.

WHOLESALE DEALERS IN

SCRAP IRON,

Rails, Metals, Cotton Waste, etc.

OFFICE AND YARD:

82 to 88 GEORGE ST. } : Toronto.

Telephone Number 1204.

SCRAP IRON.

WE BUY AND SELL all kinds of Scrap Iron for the purpose of re-melting and rolling.

RAILS.

WE BUY AND SELL all kinds of Rails, either for scrap or relaying.

METALS.

WE BUY AND SELL Copper, Brass, Lead, Zinc, Rubber, etc., in any quantity.

COTTON WASTE.

WE SELL Cotton Waste (white and colored) for the purpose of cleaning and wiping machinery and packing car boxes.

OUR QUOTATIONS ARE ON A CASH BASIS.

TO THE PUBLIC.

We also make a specialty of buying OLD LOCOMOTIVES, OLD STEAMBOATS, BURNT SAW MILLS, BURNT GRIST MILLS, Etc.

NORTHEY & CO., - TORONTO, ONT.

MANUFACTURERS OF
SINGLE AND DUPLEX

Steam and Water-Power Pumps

FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP CONDENSERS

FOR ATTACHING TO

High Pressure Steam Engines,
MARINE AND STATIONERY.

GREAT ECONOMY

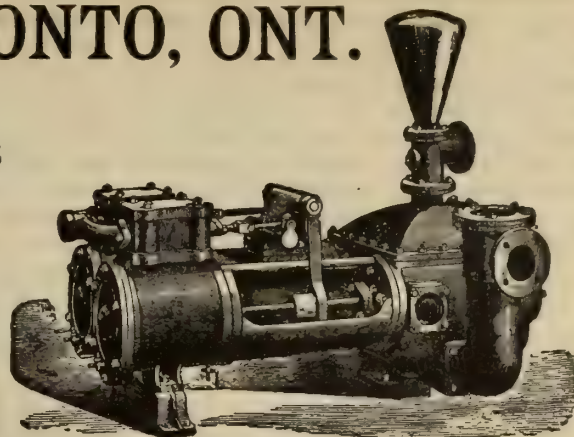
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FUEL AND POWER

GUARANTEED.

Prices and particulars on application.

OFFICE AND WORKS: Corner Front and Parliament Sts.



Montreal Markets—Continued.

STEEL CUT NAILS.

10 dy @ 60 dy, per keg	\$2 85
8 dy @ 9 dy, "	3 10
6 dy @ 7 dy, "	3 35
4 dy @ 5 dy, "	3 60
3 dy, per keg	4 35
3 dy, fine, per keg	5 85

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	\$4 75
4 dy @ 5 dy, per keg	4 00
6 dy @ 7 dy, "	3 75
8 dy @ 9 dy, "	3 50
10 dy @ 30 dy, "	3 25
Cut spikes, "	3 90

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	\$5 15
1 " " "	4 75
1 ½ " " "	4 45

Finishing nails 75c. per keg over same size hot cut, viz., from \$6.60 for inch to \$2.65 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.60 for 1-inch to \$3.40 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$7.10 for 1-inch to \$3.90 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand 50 per cent. discount, for small lots. P. B. & Co. brand 50 per cent. of list for small lots. Large lots 50 and 10 four months, with 5 per cent off for cash in 30 days.

CEMENT AND FIRE BRICK.

We cannot note any improvement as yet in cement and fire bricks. Holders are refusing to fill orders at the unsettled state of the market on the other side which is very firm, with an upward tendency. Two or three companies have been formed in Canada for the manufacture of cement and fire

brick, and as soon as their goods are put on the market, prices will no doubt be easier. Quotations for the present are:—Cement, \$2.70 to \$2.90. Fire brick, \$25 to \$30 per 1,000.

PAINTS AND OILS.

We may now state that business is flourishing in the paint and oil trade although a large number still refuse to buy owing to the tightness of the money market. Prices of pig lead unchanged, viz., 12s. 9d. Dry white lead has again advanced 3d. Ground white lead, association guaranteed, is held at 6¼ to 6½; genuine white lead \$6 to \$6.25; No. 1, \$5.25 to \$5.50.

Linseed oil has again advanced 3c. per gal., and is now quoted at 68c. bbl. boil, and 65c. for raw. This price is for small lots. An agreement has been entered into between wholesalers not to sell less than these figures, and it is to be hoped the market will be in a healthier state, as heretofore holders have been cutting right and left.

There is another advance in turpentine of 2c., which makes it 67c.

The demand for Paris Green continues to increase as the season advances. There is considerable stock in retailers' hands held over from last year, the season being a very bad one on account of so much rain. Quotations: 16c. in 100 lb. kegs, usual advance for smaller packages.

MONTREAL NOTES.

The annual meeting of the Montreal Saw Works company was held last Wednesday. Last year's board of directors, Messrs. W.H. Hutton, C. S. Watson, G. W. Simpson and Wm. McMaster, was re-elected for the ensuing year.

We beg to draw attention to H. R. Ives & Co's advertisement in another column of genuine coppered babbitt metal which they are now manufacturing.

It is learned that United States cordage manufacturers, now combined in an enormous company, are talking of establishing a branch in this city to manufacture cordage, binder twine, etc. They propose to have it large enough to supply the whole Canadian demand if necessary, and claim that this could be easily carried out at a very reasonable cost as there are a large number of idle spindles in their factories which could be promptly removed to this country. This is a question that will greatly interest Canadian makers especially, as the American company now control the larger portion of the world's production of fibres suitable for their business. Representatives of this organization have been at the Windsor hotel for some days past and have had frequent interviews with Mr. A. W. Morris on the subject. Mr. Morris was seen and although admitting that such a scheme was talked of, preferred not to discuss the question.

The following offer was made last Friday by A. W. Morris & Bro., and it is understood all creditors signified their willingness to accept it, with the exception of Mr. Thomas, representing the Molsons bank: "We agree to pay all unsecured creditors in full within the space of two years from date; the first payment (one-seventh) to be made on the 15th of August, 1890, and the last not later than February 1st, 1892; while the inter-

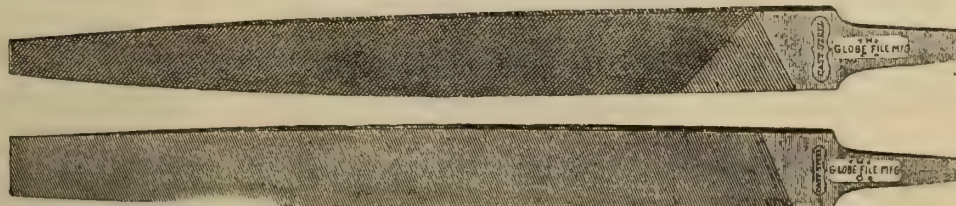
FILES AND RASPS

(Of every description)

Made from superior
quality cast steel

(TESTED AND WARRANTED)

GLOBE FILE MFG. CO.,
Port Hope, Ont.



Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont.

vening payments shall be made at such times as Mr. Darling names. During the period that this extension is in existence it is understood that Mr. Darling shall regularly audit our books (say once a month), and if at the expiration of two years it is the opinion of Mr. Darling, and the creditors, that the estate is capable of paying the interest, it shall be paid, the rate being 6 per cent. per annum."

The annual meeting of the Pillow & Hersey Manufacturing Co. is advertised for Wednesday, 19th inst.

WHY 33,000 POUNDS WAS MADE A HORSE-POWER.

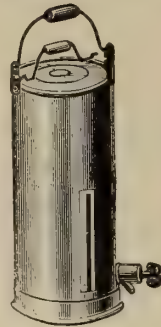
When men first begin to be familiar with the methods of measuring mechanical power, they often speculate on where the breed of horses is to be found which can keep at work raising 33,000 pounds one foot per minute, or the equivalent, which is familiar to men accustomed to pile driving by horse-power, of raising 330 pounds 100 feet per minute. Since 33,000 pounds raised one foot per minute is called one horse-power, it is natural to suppose that the engineers who established the unit of measurement based it on actual work performed by horses. But that was not the case. The horse-power

unit was established about a century ago, and the figures were settled in a curious way by James Watt. In his usual careful manner, Watt proceeded to find out the average work which the horses of his district could perform, and he found that the raising of 22,000 pounds one foot per minute was about an actual horse-power. At this time he was employed in the manufacture of engines, and had almost a monopoly in the engine building trade. Customers were so hard to find that all kinds of artificial en-

couragements were considered necessary to induce power users to buy steam engines. As a method of encouraging business, Watt offered to sell engines reckoning 33,000 foot-pounds to a horse-power, or one-half more than the actual. And thus, what was intended as a temporary expedient to promote business, has been the means of giving a false unit of a very important measure to the world.—Car and Locomotive Builder.

If you have to complain of any shipment of merchandise, do so by first mail.

MILK CAN & CREAMERY TRIMMINGS AND BODY STOCK.



We are prepared to promptly supply these goods this season in any quantity—Flat or corrugated centre hoop.

We make and supply everything used by Stove and Tinware Dealers.

Write for Prices and Discounts



The McClary Manufacturing Co'y
LONDON, TORONTO, MONTREAL, WINNIPEG.

TABULAR STEEL BOW SOCKETS FORGINGS CARRIAGE AND DROP.

The undersigned is now manufacturing full lines of

CARRIAGE :- -: HARDWARE,

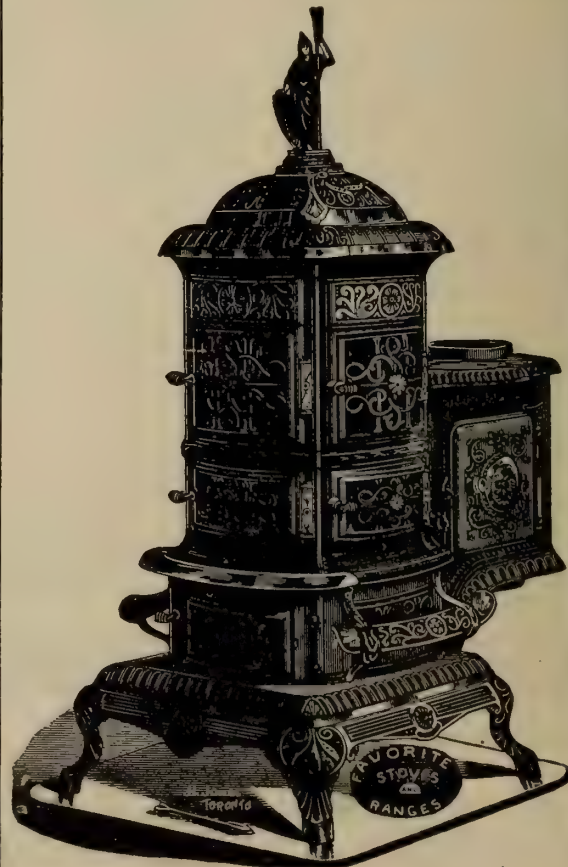
And in addition to these is prepared to MAKE ANY LINE OF FORGINGS.

Do not forget that STEEL TUBULAR BOW SOCKETS are now manufactured by me, and supplied promptly.

DIE MAKING A SPECIALTY.

GEO. GILLIES,
Gananoque, Ont.

I AM The "Rival Favorite,"



Beautiful exterior, unrivalled as a baker and a complete success as a seller. I am the cheapest line to be had anywhere. Orders from the trade respectfully solicited.

CHOWN & CUNNINGHAM

Kingston, Toronto, New Westminster.



THE STOVE TRADE.—THE OLD AND NEW WAY.

There was a time, now long past, when the retail stove and tinware trade was considered one of the most profitable trades that a young man could with a moderate amount of capital embark in. Many men now rich, have, with a small and incomplete set of tinsmith's tools and good mechanical skill, built up a good business, extending and branching out into large manufacturers, who, if they had to begin to-day would probably have to retire in a short time before the large competition and small profits that daily encounter those engaged in this business. The chances for a man with small capital embarking in the stove and tinware trade, and in a few years flourishing as a large and wealthy manufacturer of stoves and tinware are now very rare. The question arises in one's mind, why it is so? It is not that the men of to-day are not so capable as the men of yore. They are as pushing and enterprising as their predecessors, and yet they do not succeed so well. We do not wish to be understood as saying that the business is a bad one, far from it, but it is fast drifting away from the old channels and running into new ones, and the tinsmith of to-day, must, if he wishes to succeed, adopt the new way.

In the olden times, stoves and tinware were sold only by the men engaged solely in that trade. The tinware was manufactured upon the premises, generally of good stock, and both stoves and tinware sold at a good profit. This trade with the general jobbing work usually done by these men brought a good profit, large enough to allow the capital to increase yearly, and in some cases well-known to the trade, the increase of cap-

ital was so great that large and important industries are the results of this beginning. But this is all changed, stoves are now sold very largely outside of the regular trade. Furniture men, second-hand store men, and weekly-payment store men deal largely in them, cutting not only into the legitimate dealers' trade, but prices also. Tinware is now manufactured in vast quantities, and so cheap, that the tinsmith with his hand machines cannot compete. It is sold by so many different dealers, and peddled from door to door, that the tinner who manufactures cannot begin to compete with the tinware made by the large manufacturer. He has to keep in stock, and sell the cheap manufactured tinware in which there is very little profit, so that if he has nothing else to depend upon but stoves and tinware the end will soon come, unless he happens to have a good jobbing trade and merely keeps stoves and tinware to fill up with.

To build up a good paying trade in stoves and tinware only, is apparently out of the question. We have noticed that a good many are combining hardware with these goods, and are making a success of it. The two branches work together well, and should be adopted by all who can do so. In the United States nearly all the hardware men keep stoves and tinware, so we cannot see any good reason why tinsmiths here cannot keep hardware, or, if they prefer it, they might carry the war into Africa and keep furniture, thus showing the furniture men that two can play at that game.

As to the possibility of gas giving out, attention is called to a well in the Titusville region, the first, in fact, from which gas was piped, and which, after a service of eighteen years, is flowing as freely as ever. The people in Western Pennsylvania, who have used gas for so many years, have ceased to feel alarm at the possibility of fuel giving out, though occasionally the subject is discussed for speculative and other purposes.—Pittsburg Pottery.

CHIGNECTO SHIP RAILWAY.

This railway, which is to afford sea-going vessels a short means of communication between the Gulf of St. Lawrence and the Bay of Fundy, is progressing rapidly towards completion, and it is expected to be in operation in about two years. Twelve hundred men are employed on the works. Vessels will steam or sail up to dock at either end of the railway, will be raised in a cradle to level of the rails, and will then be carried at the rate of eight or ten miles an hour to the opposite terminus, where they will be returned to the water.

The regular weekly meeting of the council of the Chambre de Commerce was held Tuesday afternoon. A letter was read from the Reform association inviting the members to attend the lecture to be delivered by Mr. Erastus Wiman in the Queen's hall, on the 15th inst. The invitation was accepted. It was decided to ask the Minister of Public Works of Canada to order engineers of his department to make, at once, observations of the level of the river from Montreal to Sorel, and to publish the result of their observations in the newspapers. During the discussion of the motion fear was expressed by those having property near the river of another flood. A fine specimen of granite from near Compton, P. Q., was exhibited by Mr. Martin Connolly, inspector of masonry on the Grand Trunk railway. It was decided to recommend the Road department of the City Council to give preference to this stone in the use of granite for pavements (all things being equal.) The Council resolved to ask the Postmaster-General to enter into communication with the postal authorities of the United Kingdom with a view of having the rate of postage for the transfer of letters throughout the whole British empire reduced to a uniform rate of two cents. The annual meeting will be held next Wednesday.

"Better is it that thou shouldst not vow that thou shouldst vow and not pay."—Ecclesiastes.

MILK CAN TRIMMINGS

Complete stock now on hand. Send for prices. Quality and price guaranteed. Largest assortment of Tinnery Sundries in Canada.



Thos. Davidson & Co., Montreal.



LIGHT AND HEAT.

A correspondent of The Engineering and Building Record relates a very peculiar experience with a hot water heating apparatus. It appears that when the air valves on radiators were opened gas was discharged which, when lighted, was similar to that from a Bunsen Burner, the gas having a resinous odor. The radiators at the time were about seven-eighths full of water. They were then filled up, when the illumination ceased. The water when drawn had a milky color. The water had not been drawn from the apparatus since last season.

This is certainly a very novel experience, and might be utilized to some advantage. Light and heat from the same source would be a decided advantage. How convenient when darkness came on, just to step up to the radiator, open the air vent, apply a match and the room is lighted; nothing to pay for it either—no heavy gas bills at the end of each quarter. We have heard of water gas, but never knew how it was made. The problem is now solved, we understand it all. This is another of the many good points in favor of hot water heating.

THE VALUE OF FUEL GAS IN CHICAGO.

Prof. Elias Colbert recently appeared before a committee of the city council of Chicago, the subject under consideration being the gas supply. He remarked that the great value of good fuel gas as compared with coal for domestic purpose lies in the

fact that the ordinary grate does not utilize more than about 5 per cent. of the heat energy that is stored in the fuel. It sends nearly fifty tons of heated air and unburned material up the chimney for each ton of coal. The best stoves and furnaces seldom utilize more than 7 or 8 per cent. On the other hand 75 per cent. of the heat force contained in the gas can be actually used for warming or cooking. Fifty per cent. is a moderate allowance under ordinary conditions in the use of gas, especially if the opening be so constructed as to permit the escape of no more heated air than is necessary to steady combustion. This is where the saving comes in. There is no manufacture of force in the process of gas making. We can no more increase the original energy that is locked up in a given quantity of fuel than we can invent perpetual motion. In fact not more than three-fourths, and often not much to exceed half of the force in the coal is to be found in the gas. The rest is lost in the conversion from solid to gaseous fuel. But if the change be effected at the minimum of cost the fuel cost of gas in the holder will still be less to the ordinary domestic consumer than is its coal equivalent in the yard of the dealer, and the cost of distributing the gas through the pipes and mains of a large city is really less than that of hauling and carrying in the coal.—Chicago Journal of Commerce.

"However it may be as to other lines of trade," observed Christopher ("Kit") Branch, St. Louis, to Stoves and Hardware Reporter, "I am persuaded, by long experience, that in furnacing and steam heating there is no economy in cheap materials. The first cost of an article is by no means the only thing to be considered by purchasers. A house, for instance, or public building, substantially and properly erected, finished in first-class style and fitted with the best plumbing, ven-

tilating, lighting and heating apparatus, is much cheaper, not only in the long run, but for present service, than a cheaply built and cheaply furnished house. However, there are always people who want a cheap thing, and it isn't policy to try and argue them out of their notion, even if it were possible to prevail with them. If you tell them that a cheap furnace endangers the health of the inmates of a house, or that cheap steam heating is not really economical, they resent it, or think you speak from interested motives and to raise the price. They must have their way. They prefer a small present saving to a perpetually clear and healthful atmosphere in the house. A few extra dollars on a heating apparatus that works to a charm will often save a doctor's bill; but if a purchaser prefers to risk filling the lungs of the household with foul gases it's no part of the duty of a seller to sacrifice his chances of a sale by telling the customer that his head isn't shaped right, and that the health and happiness of his family should be considered above a few dollars. He will do as he pleases anyway, and the seller need not expect otherwise."

You can always trace a registered letter, and a copying-press for letters is a sensible investment, if used.

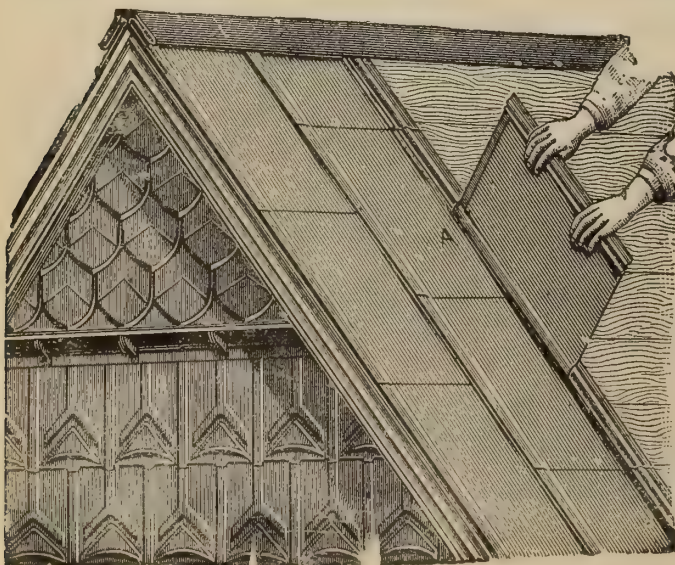
Are you selling for cash? or are you losing 50 per cent of your profit by trusting everybody and anybody?

BUSINESS CHANCES.

MALLEABLE IRON FOUNDRY IN GUELPH. Complete Machinery, Stock and Premises. A good opening. A. S. SMITH, Mail Building, Toronto.

HARDWARE PARTNER WANTED—Active or silent, with \$5000 capital, in a well established and growing trade, consisting of housefurnishing hardware, dairy supplies, and utensils, stoves and furnaces, and a general jobbing and tinnery's building trade. Location, one of the best towns in Canada. To a silent partner 10 per cent. annual dividend guaranteed. Apply, X. Y. Z. Hardware office. 42

Broad Rib Sheet Steel Roofing.



The Cheapest and Best Metal Roofing and Siding in the Market. Can be Laid as Cheap as a Shingle Roof.

Specially Designed for FACTORIES, MILLS, ELEVATORS, Etc.

ANY ONE CAN PUT IT ON.

We have recently perfected machinery for manufacturing PLAIN SHEET METAL ROOFING under the Walter's Patent. This Patent possesses advantages of construction not found in any other Metal Roofing. IT DOES AWAY WITH THE NECESSITY OF TONGUING UP EDGES, DOUBLE-SEAMING, COPING OF RIBS, RIVETING RIBS, EXPOSED FASTENINGS AND CLEATS. No expense will be spared to make THIS ROOFING in quality of metal and perfection in fitting, the very best in America. For prices apply to the Sole Manufacturers in Canada:

The Canada Galvanizing and Steel Roofing Company

22 LATOUR STREET, MONTREAL.

CARNEGIE ON THE PRESENT PROSPERITY.

In a recent interview, published in all sections of the country, Mr. Andrew Carnegie, speaking of the present activity in the iron trade, coincides with the views expressed at various times in these columns. He says that the present condition of the market is owing to the fact that prices have advanced so much in Europe as to prevent the foreigner from hunting a market in America. Europe has heretofore been able to sell to America more than 1,000,000 tons of iron ore and from 300,000 to 500,000 tons of finished iron and steel in various forms every year. These imports are now cut off, and the American manufacturer is suddenly called on to supply them. For the first time he has possession of the home market, and American mills were kept busy all of last year, notwithstanding the fact that the railway construction was far behind that of former years. Mr. Carnegie, in the following remarks, showed how a reduction of tariff duties would be dangerous, even if the present high prices were to continue abroad:

"Now, difference in cost is only one element. To make iron and steel articles cheaply a manufacturer must make, let us say, 1,000 tons a day. If he can find a market for 750 tons a day to net a small profit he had better sell the re-

maining 250 tons in America at an actual loss of several dollars per ton than to restrict production. Secondly, as to the extra cost of freight to the foreigner: the British manufacturer is closer to the American markets on the seaboard than the American manufacturer. The British manufacturer delivers his rails at Savannah, Charleston, Brunswick, Fernandina, Mobile, New Orleans and Pensacola for much less freight than any steel rail manufacturer in America can deliver his product at the same points. As for points on the Pacific coast, freights do not cost the foreign manufacturer one-half what they cost the American. I have stood in the office of the iron kings of Scotland—the Bairds—and seen them give a steamship company, as a favor, the right to haul from their iron yards in Glasgow and deliver to their iron yards in New York, free of cost hundreds of tons of pig iron, the steamship company paying the cost of hauling from yard to yard. The ships that are sent to America for our cotton are often glad to fetch iron for ballast, and will at all times bring it over for a mere trifle. In some instances they have paid a trifle for the privilege. These facts are so potent, when understood, that there is no danger of any committee of the House or Senate being able to ignore them."

Speaking of the rumored demand from some eastern points for the removal of the duty on iron ore, Mr Carnegie expressed the

sentiments of all true tariff advocates when he says that the permanent prosperity of America will be promoted by retaining that duty, as the ores mined in Cuba, and placed on the seaboard at a cost of \$1 per ton, labor being only 60 or 70 cents per day, and no royalties to be paid, can well afford to pay 75 cents a ton duty, as compared with American ores mined at a cost for labor three times as great.—American Manufacturer.

BENNER'S PROPHECIES.

In Farmer Brenner's prophecies published some years ago, and which heretofore have proved close to results, the following occurs:

"I predict that the price of iron will advance, and the average price for the year 1889 will be higher than the average for 1888; and I also predict that there will be a wonderful advance in prices for iron stocks and all products and commodities in 1890. All business will be prosperous, and it will be a year of good crops and the boom year in this period of activity. In the beginning of the year 1891 speculation will be at its height—a great business inflation—pig iron \$50 per ton in the markets of our country."

"I predict that there will be a panic in the year 1891. The overtrading and general inflation of business and expansion of credit and confidence will produce this result. The panic probably will be brought about by the effects of heavy rainfalls and floods, or by the collapse of some large financial business firms. This panic will be a commercial and financial revulsion, and will be followed by a long down sweep of prices."

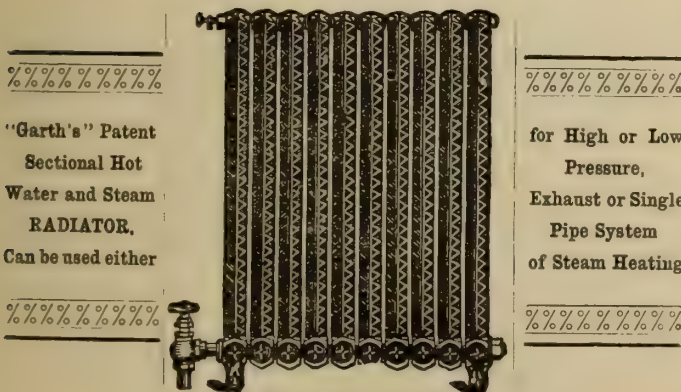
DOMINION METAL WORKS

MANUFACTURES

Plumbers', Steam and Hot Water Fitters', Cotton, Woollen Mill, Brewery, Laundry, Tobacco Factory and Railroad Supplies.

CREAM SEPARATORS AND DAIRY UTENSILS.

ALSO MANUFACTURES



"Garth's" Patent
Sectional Hot
Water and Steam
RADIATOR.
Can be used either

for High or Low
Pressure,
Exhaust or Single
Pipe System
of Steam Heating

GARTH & CO.

536 to 542 Craig Street, Montreal.

SEND FOR CATALOGUE AND PRICE LIST.

COPPER TEA KETTLES

WITH BOOTH'S PATENT TUBULAR HANDLE.

ALWAYS COOL TO THE HAND

The Best, Strongest & Handsomest in the Market



Patented June 1, 1887.

	7 in.	8 in.	9 in.	10 in.
Polished Copper, -	\$2 25	\$2 50	\$2 75	\$3 50
Polished, nickel-plated, -	3 00	3 25	3 75	4 50

Guaranteed as Represented.

BOOTH & SON, TORONTO

CHARTERED BANKS.

The following is a list of the banks in Canada acting under a Dominion Government Charter:

ONTARIO.

Bank of Toronto.	Imp'l Bank of Canada.
Can. Bank of Com'erce.	Traders' do
Dominion Bank.	Bank of Hamilton.
Ontario Bank.	Bank of Ottawa.
Standard Bank.	Western Bank of Can.

QUEBEC.

Bank of Montreal.	Merchants Bank of Can
Bank of B. N. America.	Banque Nationale.
Banque du Peuple.	Quebec Bank.
Banque Jacques Cartier	Union Bank of Canada.
Banque Ville Marie.	Banque de St. Jean.
Banque d'Hochelega.	Banq de St. Hyacinthe.
Molson's Bank.	East. Townships Bank

NOVA SCOTIA.

Bank of Nova Scotia.	Halifax Banking Co.
Mer. Bank of Halifax.	Bank of Yarmouth.
People's Bank do	Exch. B'k of Yarmouth
Union Bank do	Com'l B'k of Windsor.

NEW BRUNSWICK.

Bank of N. Brunswick.	People's Bank.
	St. Stephen's Bank.

MANITOBA.

Commercial Bank of Manitoba.

BRITISH COLUMBIA.

Bank of British Columbia.

The old, old question of danger arising from the use of lead water pipes continues to haunt certain circles of scientific students, and probably will remain a bone of contention as long as the world shall stand. Quite recently at Sheffield, Eng., considerable anxiety was manifested, owing to the sufferings of several citizens which were attributed to this cause, and the water committee authorized an investigation by an expert. In the report of the latter he suggested that the danger might be overcome, at least temporarily, by adding $3\frac{1}{2}$ grains of carbonate of soda to every gallon of water. If the water should happen to be free from any trace of lead the addition would be harmless. The committee also resolved that the opinion of one of the principal chemists in London and of Mr. Thos. Hawksley should be obtained and presented without loss of time. They also recommend that the citizens remove the lead pipes and replace them with others lined with glass, which is certainly a sensible suggestion. If lead pipes are deleterious to health, they certainly ought to be abolished.

HOBBS HARDWARE CO'Y LONDON.

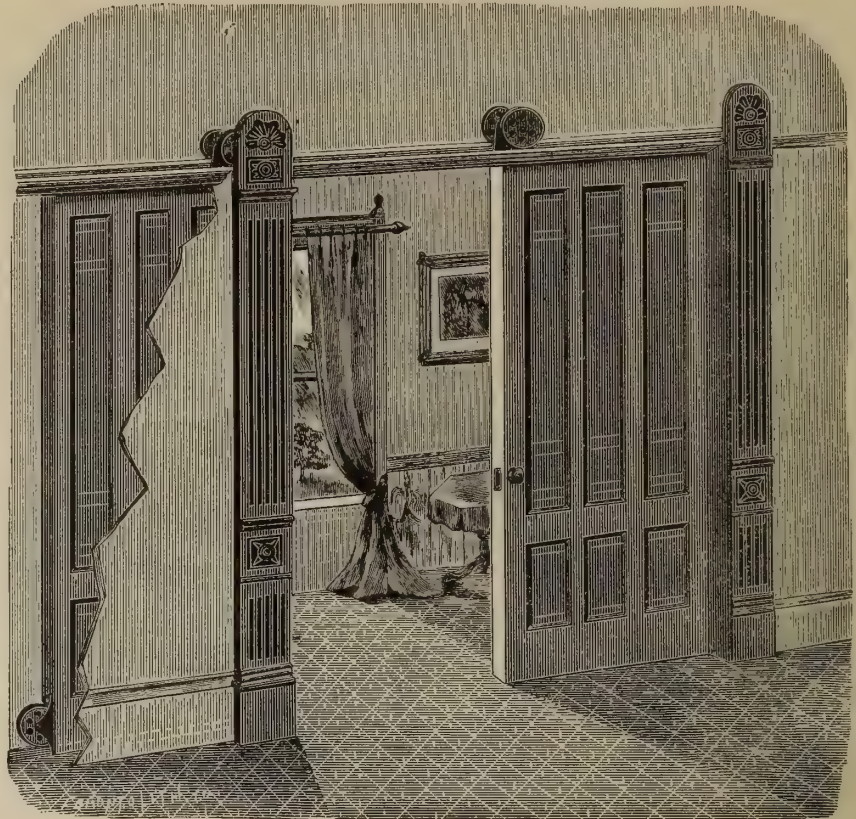
WHOLESALE ONLY.

— Plate Glass, Builders' Hardware —
●● Silverware ●●

ROOFING MATERIAL, CORDAGE, CROSS
CUT SAWS.

See our Eleven Hundred Page Hardware
Catalogue.

Common Sense Sliding-Door Hangers.

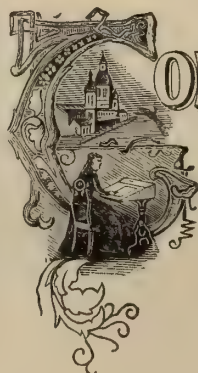


Doors Equipped with this Hanger Are suspended at the upper front corner and supported or rest upon a single roller secured to the lower inside corner, perfectly balanced, moving easily.

Common Sense Hangers can be applied to doors that have been hung with any other hanger without removing the plastering, woodwork, or any of the sheathing of the pockets, or creating any muss whatever.

MANUFACTURED BY

THE PETERBOROUGH LOCK MANUFACTURING COMPANY,
PETERBOROUGH, ONT.



TORONTO BUSINESS COLLEGE

Corner Yonge and Shuter Streets, Toronto, Canada.

The Largest, most Complete and Practical Business College, Shorthand Institute, Telegraph School and General English Training Academy in the Dominion.

Individual Instruction given by men of Practical Business ability. Handsome prospectus and circulars mailed by addressing

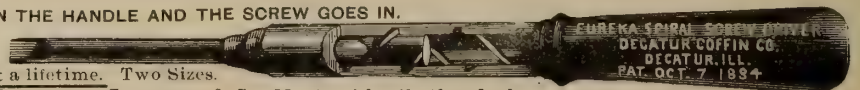
J. M. CROWLY, Manager. NOTE ADDRESS.

60 W

PUSH ON THE HANDLE AND THE SCREW GOES IN.

Will last a lifetime. Two Sizes.

Sold by CAVERHILL, LEARMONT & Co., Montreal, & all other dealers



UNCLE SAM'S BORDER LINE.

Do any of our young people ever query how the dividing line between the United States and the Dominion of Canada is marked, writes M. Louise Ford in the February Wide Awake, and how travellers in those wild regions northwest of the Great Lakes can tell when they step from the domains of Uncle Sam into those of Queen Victoria?

For many years the question of boundary between the United States and the possessions of Great Britain was discussed, and at last, at the Convention of London held in 1818, the forty-ninth parallel of north latitude was decided upon. A parallel of latitude, however, being an imaginary line, is a very poor guide to a traveler, so the next thing to do was to mark that line so that all who pass that way should know where it was located. Accordingly the country in that vicinity was surveyed, and monuments were set up at even mile intervals, the British placing one between every two of ours. These extend from the Lake of the Woods to the Rocky Mountains.

Where the line enters forests the timber is cut down, and the ground cleared a rod wide; where it crosses small lakes stone cairns have been built, sometimes being eighteen feet under water and eight above;

in other places earth mounds seven by fourteen feet have been built.

The most of these monuments, which number three hundred and eighty-eight in all, are of iron. It was found that the most solid wooden posts were not proof against the ravages of the Indians, prairie fires and the weather, so that nothing but iron would do.

These pillars are hollow iron castings fitted over solid cedar posts and well bolted through, and are sunk four feet in the ground.

They are eight feet high, eight inches square at base and four at top, and upon opposite sides facing north and south are the inscriptions cast in letters two inches high: "Convention of London" and "October 20, 1818."

The pillars weigh two hundred and eighty-five pounds each and were made at Detroit, Michigan. So you see Uncle Sam's border line is very distinctly marked all the way from the lakes to the summit of the Rocky Mountains.

It is easy to show that a 3-inch advertisement by the year will cost much less per thousand for its circulation than any method of distributing circulars. If a tradesman could get his circulars free, he could not get them before the public for twice the price that his advertisement costs him. Circulars have their use, and this is no argument against their value, but a simple comparison showing the extraordinary advantage which the newspaper affords the advertiser. —Rome Sentinel.

THE ARMOR TESTS.

The plates to be used in the competitive trials for armor are to be six feet by eight feet, and ten and a half inches thick. Notice of intention to compete must be sent to the Navy Department by the 10th of next month, and the plates for trial must be delivered within three months of that date. The face of the plates is to be divided by horizontal and vertical lines into squares one foot square. Five chrome steel piercing projectiles, weighing 100 pounds each, are to be fired from a six-inch steel breech loading rifle against each plate, with a striking velocity of about 2,113 feet per second. Representatives from competing firms are not to be allowed to witness the tests of any other plate than their own, nor to see the official record made as to other plates. The results of all the trials will be made public after the tests are completed.

Since the first of the year, says Light, Heat and Power, a few new fuel gas plants have been started into operation, and the next thirty days will probably add to this number. When the statistics of the current year come to be gathered together, it will be found that the gain made in this direction has been substantial, and fuel gas, as the term is understood, will no more be a problem, save as to the relative merits of process.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

Tin Plates and Boiler Tin.
Canada Plates, Half Polished.
" Full Polished.
Black Sheet Iron.
Extra Polished Sheet Iron.
Galvanized Sheet Iron.
Corrugated galva. sheet iron.
Russia Sheet Iron.
Iron Pipe and Fittings.
Iron Wire, Barbed Wire.
Sheet and Block Zinc.
Sheet and Pig Lead.

Sheet and Pig Copper.
Pig and Bar Tin.
Half-and-Half Solder
Granite and Agate Ware.
Copper Pitts and Kettles.
Stamped and Japanned Ware.
Stovepipe Elbows.
Stovepipe Dampers.
Stovepipe Wire.
Stovepipe Varnish.
Stovepipe Collars.
Stove Trucks and Carriers.

Stove Boards.
Stove and Shoe Polish.
Coal Hods and Vases.
Coal Tongs and Fire Irons.
Fire and Snow Shovels.
Fire Racks, Patent.
Fire Screens and Mica.
Star Thimbles.
Cinder Sifters.
Lamps and Lamp Goods.
Gas Fixtures and Globes.
Lanterns.

Elec.-Plated & Woodenware.
Cutlery.
Disston's & Maple Leaf Saws.
Axes.
Skates.
Meat Cutters & Lard Presses.
Cow Ties and Rope Halters.
Guns, Ammunition, etc.
Building Paper & Carpet Felt.
Kearney & Fooks' Files.
Black Diamond Files.
Etc., Etc., Etc.

Builders' Hardware, House Furnishing Goods, Tinsmiths' Supplies, Plumbers' Supplies, Steamfitters' Supplies, Brush and Broom Makers' Supplies.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



The above Brand of Lead
Requires no Association Guarantee.
It is the STANDARD of the Dominion for
Purity, Fineness and Whiteness.
WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

Williamson and Lambe STORAGE.

54 & 56
Wellington St. E.,
TORONTO.

RUBBER STAMPS

ALL KINDS OF

Rubber and Metal Stamps
AT LOWEST PRICES. Write for Prices
The Hardware
Publishing Co.,
6 Wellington St. W., Toronto.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.	
Lamb and Flag—	
56 and 28 lb ingots, per lb...	24, 25c
Straits 100 lb ingots.....	24, 25
Strip	26, 27
Tin Plates—Charcoal Plates, Bright.	
Bradley Grade—	
I.C., usual sizes	Per box, \$6 00 \$6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & Ynis Grade—	
I.C., usual sizes	5 25 5 60
I.X., "	6 25 6 50
I.X.X., "	7 25 7 50
L.XXX., "	8 25 8 50
D.C., 12½ x 17	4 75
D.X., usual sizes	5 75
D.X.X., "	6 50 6 65
Coke Plates—Bright.	
Bessemer Steel—	
I.C., usual sizes	4 50 4 55
I.C., special sizes	4 65 4 75
B.V. Grade, I.C., usual sizes	4 50 4 65
Charcoal Plates—Terne.	
Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets ..	8 50 8 75
Charcoal Tin Boiler Plates.	
Bradley Grade—	
I.X.X., 14x56, 50 sheet bxs }	Per lb. 62c, 7c
" 14x60, " }	
" 14x65, " }	

Iron and Steel.

Common Iron, per 100 lb	\$2 60
Refined "	2 81 2 95
Horse Shoe "	2 85 2 95
Band "	3 25
Hoop "	3 25
Swedish "	4 00 4 50
Nova Scotia Bar iron.....	3 00
Sleigh Shoe Steel	2 75
Machinery, Tire Steel	3 25
Best Cast Steel, per lb.	0 13 0 14
Russian Sheet "	0 11 0 12
Tank Plates	2 25 2 50
Boiler Rivets.....	4 75 5 00

Boiler Tubes.

2-inch	13c
3-inch	18½

Boiler Plate, ½ inch	\$3 50
" 5-16 "	3 35
" ¾ "	3 25
Sheet Iron, 1 to 20 gauge.....	3 25
" 22 to 24 "	3 50
" 24 to 26 "	3 50
Canada Plates, Blaina	3 50
" Boars Head.	3 75
" Maple Leaf	3 50
All Bright.....	3 50
Galvanized Iron, Queen's Head—	
16 to 24 gauge, per lb	5, 5½c
26 gauge, "	5½, 5¾
28 "	5¾, 6¼
Galvanized Iron, Gordon Crown—	
16 to 24 gauge, per lb	5½, 5¾
26 gauge, "	5¾, 6
28 "	6, 6¼
Note—Cheaper grades about ½ cent per lb less.	

Chain.

Proof Coil, ½ inch, per lb.....	4½c
" 7-16 inch	5½
Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards.....	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—Ingot.

Lake Superior, per lb	0 15½ 0 16
Baltimore "	0 15 0 16
English B.S. "	0 15½ 0 16

Bolt or Bar.

Cut lengths, round, ½ to ¾ in. \$0 28 \$0 31	
" round & square	
1 to 2 in.	0 26 0 28
Note—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.	

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	\$0 19 0 20
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 20 0 21
Note—Extra for tinning, 2½ cents per pound, and tinning and half planishing 5 cents per pound.	
Planished and tinned, 14x 48 and 14x60	0 30 0 32

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb..	0 20 0 24
" 35 to 45 "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned, per ss.....	0 26
Spun "	0 30

Wire.

Pure, in coils—	
From 1 to 20 gauge.....	0 25 0 26
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge. 0 21 0 25	
" 27 to 30 "	0 23 0 29
" 30 and up.....	0 26 0 29
Sheets, hand-rolled 2x4 ft..	0 22 0 24

Zinc Spelter.

Foreign, per lb.....	0 06 0 06½
Domestic "	0 05½ 0 05¾

Zinc Sheet.

5 cwt casks.....	0 06½ 0 06¾
Part casks	0 06½ 0 07

Lead.

Imported Pig, per lb.....	0 04 0 04½
Domestic "	0 04 0 04½
Bar, 1 pound	0 05 0 05½
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00
Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 27½ p.c. discount.	
Note—Cut lengths, net price; ton lots 27½ and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.	

Solder.

Half-and-half (guar.) per lb	0 20 0 22
Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.	

Antimony.

Cookson's, per lb.....	\$0 21 \$0 22
Other makes "	0 20 0 21

Pure White Lead, ground in oil, Associat'n guarantee, per lb.	\$6 06½
No. 1 Do.....	0 05½
No. 2 Do.....	0 04½
No. 3 Do.....	0 04½

Prepared Paints.

(In ½, 1 and 1 gallon tins.)	
Pure, per gallon	\$1 20
2nd qualities	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)	
Venetian Red, per lb	0 05
Chrome Yellow "	0 09
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry.

Yellow Ochre (J.C.) in bbls, per lb	0 01½
" (J.F.L.S.) "	0 01½
Venetian Red (R.C.2) "	0 01½
" (1343) "	0 02
English Oxides "	0 03½
American "	0 02½
Paris Green, per lb	0 19
Burnt Sienna "	0 08½
Burnt Umber "	0 06
Drop Black "	0 12
Chrome Yellows "	0 12
" Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 70
Brown Japan "	0 70
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 20
Hard Oil Finish "	1 50

Linseed Oil (in bbls).

Raw, per gal	\$0 64 0 65
Boiled "	0 66 0 67

Turpentine (in bbls).

Selected Packages, per gal....	0 67 0 68
Toronto Lead and Color Co.'s Paints.	
Pure Pr'd Paints, ½, 1 gal tins, p.gal, 1 lb	0 90
Elastic "	0 90
Metallic paints, for barns, in bbls " 0 75	
Carriage "	qts, 60c; rts, 45c
" Top Dressing.. " 60c; " 45c	

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	0 05½
" No. 2	0 04½
" No. 3	0 04½

A. G. Peuchen & Co.'s Prices.

Paint Oil, boiled	0 35
Peuchen's Pure English Paint in 1½ and 1 gals.	per gal 1 12½
Peuchen's Prepared Paint	1 00
2nd Quality Mixed Paint	0 75
Carriage Colors, quarts	0 55
Pure Lead, a guarantee	0 06½
Best White Lead	0 05½
No. 1 Lead	0 04½
No. 2 Lead	0 04½
Yellow Ochre	0 01
Golden Ochre, French	0 02
Extra Golden	0 03
Paris Green, pure	0 18
One pound package, pure	0 20
Cochran's Venetian Red	1 50
Best Vermillion	0 15
2nd Quality Vermillion	0 10
3rd	0 07
No. 1 Furniture Varnish	0 65
Brown Japan	0 65
No. 1 Carriage	1 25
Elastic Oak	1 25
Orange Shellac	2 00
White Shellac	2 25

Acme Paints.

Neal's Carriage, discount 40 p. c.	0 02
English Oxide, by the barrel	0 01½
American Oxide	0 01½
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p. c.	0 02
Granite Floor, in tins, 90c, 47½c	0 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	0 02
" Wagon and Imperial, dis 40 p. c.	0 02
Prepared House	\$0 90 \$1 00

Pemb. Metallic, for barns, roofs, etc., in bbl lots	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz	1 25
Acme Carriage Top Dressing, \$1 75	per doz 4 00 8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, discount 45 per cent.	
Rim Fire Military, net list.	
Central Fire Pistol & Rifle, dis 18 p. c.	
Central Fire, Military and Sporting, net list. B.B. Caps, discount 45 p. c.	
Wads, per 1,000	
Eley's	\$0 25 \$1 60

Anvils.

Per lb.	0 07½ 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50, 10	
Hollow Stearn's per doz	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughn's, each	1 35 1 60
Excelsiors, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	0 65 1 59
Pegging, " "	0 65 1 25
Brad, " "	0 85 1 60
" handled " "	3 60 7 30
Saddlers', " "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, " "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	7 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Light Brass Nos. 3 to 10.	Per doz. 1 80 14 50
" Nos. 2 to 10.	1 00 9 00

Door.

Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50

Cow.

American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 p. c.	

Farm.

American, each	2 00 5 00
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House.

American, per lb.	0 35 0 40
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Bellows.

Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount	35, 40 per cent.

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 per cent.	

Bench Stops.

Per doz.	5 60 6 00
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Bits—Auger.

Gilmour's dis 55 to 60 p. c.	
Excelsior—Jennings', discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jennings' Gen, net list.	

Car.

Gilmour's, 47½ 50 per cent.	
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Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb.	0 11 0 15
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Bolts.

Carriage, dis, 60 and 5 per cent.	
Tire, dis, 50 to 50 and 10 per cent.	
Stove, dis, 40 to 45 p. c.	
Elevator, dis, 35 to 40 p. c.	
Machine, dis, 60 to 60 and 5 p. 5.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Brollers.

Light, dis. 65.	
Vegetable, per doz	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	500 40 23
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Butts—Brass.

Wrought Brass dis. 60, 60 and 5 per cent.	
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Cast Iron.

Loose Pin, dis. 60.	
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Wrought Steel.

Fast Joint, dis. 60, 60 & 5 p. c.	
Loose Pins, " 60, 60 & 5 p. c.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.

Horse, per doz.	0 70 0 95
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Carpet Stretchers.

American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz	22 50
World	21 75
Daisy,	24 00
Star,	18 00

Crown Jewel, per doz	29 00
Grand Rapids,	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50 p. c.	
Plate " dis. 50 p. c.	

Cattle Leaders.

No 31 and 32, per gross	8 50 11 25
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Cement.

Portland, car load lots	3 2
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.

White, lump, per lb.	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz	0 85 4 00

Churns.

Amer., dis. 50 p. c.	
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Clamps.

Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clips.

Axle, dis. 65 p. c.	
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Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
" No. 2	2 70

Compasses, Dividers, etc.

American, discount 65 p. c.	
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Cradles, Grain.

Canadian, discount 25 p. c.	
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Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English, " "	2 00 4 00

Draw Knives.

American, dis. 70, 70 & 5 p. c.	
Canadian, dis. 25 to 35 p. c.	

Drills and Drill Stock—Brest.

Millar Falls, per doz	16 00 51 50
P. S. & W., dis. 40 per cent.	

Twist.

Morse, dis. 30, 33½ per cent.	
Standard, dis. 40, 45 p. c.	

Elbows—Stove Pipe.

Dis. 17½, 22½ p. c.	
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Fawcets.

Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star,	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5, 50 & 10	
Barton Smith, dis. 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis., Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25 p. c.	
Horse Raps, Kearney & Foote's dis Am list, 50 p. c.	
Horse Raps, Heller's dis. Am. list, 45, 50 per cent.	
Horse Raps, Spencer's, dis. Can. list, 33½ p. c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc., dis. 40 per cent.	
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Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis, 50, 50 & 10 p. c.	

Fruit Presses.

Henis' per doz	4 00
Enterprise, discount 10 p. c.	

Fry Pans.

Acme, discount 50, p. c.	
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Gauges—Marking, Mortise, etc.	
Stanley's, dis. 50, 55 p. c.	

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 40
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Glass.

4th quality Star, 1st break	1 65
" 2nd " "	1 75
" 3rd " "	3 80
" 4th " "	4 10
" 5th " "	4 40

Window Glass.

Pilkington's ordinary.	
1st break	\$1 06
2nd " "	4 32
3rd " "	5 08
4th " "	5 51
5th " "	5 94
6th " "	6 60
7th " "	7 32

Picture Glass.

Pilkington's ordinary.	
1st break	4 80
2nd " "	5 25
3rd " "	6 00
4th " "	6 60
5th " "	7 20
6th " "	7 65
7th " "	8 58

Glue.

American, per lb.	0 09½ 0 10½
Canadian " "	0 09 0 10
French Medal " "	0 13½ 0 15
White " "	0 16 0 20

Glue Pots.

Tinned, each	0 30 0 90
Enamelled " "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list, Can. discount, 25 to 27½ p. c.	
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Tack.

Magnetic, per doz	1 10 1 60
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Sledge.

Canadian, per lb.	0 12½ 0 15
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Ball Pean.

English and Can., per lb.	0 25 0 37½
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Handles.

Axe per doz	1 00 3 50
Store door " "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Firmer per gross	3 00 4 50
Socket Firmer " "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 30 p. c.	
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Hoe.

C. & B., discount 30 p. c.	
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Hooks—Cast Iron.			Picture Nails.			Scale Beams			Cigar Box Nails, dis. 35 p.c.		
Bird Cage, per doz	0 50	1 10	Porcelain Head, p. gross	1 65	3 00	Canadian, B. S. & M. dis.	40	per cent.	Shoe Finders' Tacks & Nails, dis. 25 p.c.		
Clothes Line, " "	0 27	0 63	Brass Head, " "	40	1 00	Scrapers.			Tape Lines.		
Harness, " "	0 72	0 88	Planes.			Box, per doz	2 10	4 50	English, per doz	\$2 75	\$9 50
Hat and Coat, per gross	1 00	3 00	Wood, bench, Canadian, or American	dis. 50.		Foot, " "	40	3 50	Chesterman's, each	0 90	2 85
Chandelier, per doz	0 50	1 13	Wood, fancy Canadian, or American	dis. 35, 37½ per cent.		Screens.			steel, each.	0 80	8 00
Wrought Iron.			Bailey's (Stan R. & L. Co.) dis.	35, 37½	per cent.	Window, patent, per doz	6 00	7 50	Thermometers.		
Wrought Hooks and Staples, Can.	dis. 17½, 20 p.c.		Miscellaneous, dis. 15 per cent.			Screw Drivers.			Ties.		
Wrought Hooks and Staples, Amer.	dis. 75 to 75 and 5 per cent.		Bailey's Victor, dis. 15 per cent.			Sargent's, per doz	65	4 00	Cow, per doz	1 25	2
Wire.			Plane Irons.			Screws.			Tinner's Shears and Snips.		
Hat and Coat, dis. 35, 40 p.c.			English, per doz	2 00	5 00	Wood, flat head iron, dis. 47½ per cent.			P.S. & W., 10 p.c. advance on American list.		
Belt, per 1,000	0 60	2 70	Pliers and Nippers.			Wood, round head iron, dis. 42½ per cent.			Tinware.		
Screw, bright, Eng., dis. 40, 5, 45 per cent.			Button's Genuine, per doz. prs. dis	37½, 40 p.c.		Wood, flat and r. und head, brass, dis. 25 p.c.			Stamped, dis. Assn list, 70, and 12½ per cent.		
Horse Nails.			Button's Imitation, per doz.	7 40	10 25	Bench, wood, per doz	3 25	4 00	Japanned, dis. 35, 50 p.c.		
Canadian, dis. 50, 50 and 10.			German, per doz	60	2 60	Bench iron per doz	4 25	5 75	Pieced, dis. 40, 50 p.c.		
Ice Picks.			Plumbs and Levels.			Scythes.			Transom Lifters.		
Star, per doz	3 00	3 25	R. S. & L. Co., dis. 65 p.c.			Discount 40 per cent.			Payson's, dis. 25 per cent.		
Kettles.			Poppers.			Scythe Snaths,			Traps.		
Brass spun, per lb	0 28	0 30	Corn, square, per doz	1 35	2 00	Canadian, dis. 35, 37½ p.c.			Game, Newhouse, dis. 17½, 20 per cent.		
Copper, " "	0 40	0 45	Pruning Shears.			Shears.			Game, H. & N., or P.S. & W., discount 57½ to 62½ p.c.		
Enamelled Can. 50 p.c.			Per doz	4 00	5 50	B. & W., japanned, dis. 75 per cent.			Mouse, per doz	0 35	1 50
American, 50 and 10, 60 and 5 per cent.			Pulleys.			B. & W. N. P., dis. 65 p.c.			Rat " "	2 00	4 50
Keys.			Hothouse, per doz	55	1 00	Seymour's dis. 60 p.c.			Trowels.		
Lock, Can. dis. 50 p.c.			Axle, " "	22	33	Ætna, dis. 75 @ to 75 and 10 per cent.			Disston's, discount 10 p.c.		
Cabinet, Trunk, and Padlock, Am. per gross	1 60	4 75	Screw, " "	27	1 00	Sheaves.			German, per doz	4 75	9 00
Knobs.			Awning, " "	35	2 50	Sliding Door, per set	77	1 40	Brade's " "	7 00	10 50
Door, japanned, and N.P., Can. list dis. 50 p.c.			Pumps.			Shot.			S. & D., discount 35 p.c.		
Bronze, Berlin, per doz	2 75	3 25	Rumsey, Cistern & Pitcher Spout, 55, 60 per c.			Canadian, dis. 7½ per c.			Triers.		
Bronze, Gem, " "	6 00	9 00	Punches,			Shovels and Spades.			Butter, per doz	6 25	9 00
Lava, " "	8 75	10 00	Saddler's, per doz	1 00	1 85	Canadian, dis. 37½ p.c.			Trucks		
Shutter, porcelain, F. & L. screw, per gross	\$1 30	4 00	Conductors, " "	9 00	15 00	Sieves.			Warehouse, each	2 25	6 50
Ladles.			Tinner's solid, per set	72		Wood Rim, black, p. doz	1 15	1 35	Twines.		
Melting, per doz	1 70	4 50	hollow, per inch	1 00		" tinned, " "	1 35	1 60	Bag, per lb	0 12½	0 20
Lemon Squeezers.			Putty, " "			Tin Rim, " "	2 30	2 45	Wrapp'g, mott'd, pr. pack.	0 50	0 60
Porcelain lined, per doz	2 20	5 60	Bladder, per 100 lbs	2 00	2 25	" black, " "	1 80	2 25	" cotton, per lb	0 18	0 20
Galvanized, " "	1 87	3 85	Tins, lbs	2 50	2 75	Snaps.			Mattress, per lb	0 33	0 45
King, wood, " "	2 75	2 90	Rail.			Harness, German, p. gro.	2 0	5 50	Staging, " "	0 27	0 35
" glass, " "	4 00	4 50	Barn Door, per foot	3	3½	Acme, " "	3 00	5 00	Broom, " "	0 30	0 55
All glass, " "	1 20	1 30	Sliding Door, " "	3½	3½	Lock, Andrew's " "	4 50	11 50	Binding, flax, per lb		
Lines.			Rakes.			Soldering Irons.			" jute " "		
Fish, per gross	1 05	2 50	Cast Steel and Malleable, Canadian list dis. 40 per cent.			Per lb	0 30	0 32	Vises.		
Chalk, " "	1 90	7 40	Razors.			Wrought Spikes.			Hand, per doz	4 00	6 00
Locks—Door.			Boker's, per doz	7 50	11 00	Spoke Shaves.			Bench, parallel, each	2 00	4 50
Canadian, dis. per cent.	50		Wade & Butcher's " "	3 60	10 00	Wood, English	1 80	5 00	Coach, each	6 00	7 00
Russell & Erwin, per doz	2 90	7 50	Razor Stroaps.			Iron, American	1 35	2 35	Peter Wright's, per lb	0 12	0 13½
Cabinet.			Currier's, per doz	1 25	3 60	Spoons and Forks.			Pipe, each	5 50	9 00
Eagle, dis. per cent	33½	35	Rivets and Burrs.			T.S.P. Co., dis. 40 & 10 p.c.			Saw, per doz	6 50	13 00
Padlock.			Copper Rivets, dis. 40 to 40 and 5 p.c.			Hutton's, per doz	50	2 50	Washer Cutters.		
English and Am. per doz	50	6 00	Iron " 40.			Nevada, " "	60	2 50	Per doz	4 00	8 50
Scandinavian, " "	1 00	2 40	Burrs, Iron, 30, 33½ per c.			D. & A., " "	1 70	4 50	Well Wheels.		
Eagle, dis. per cent	15	1 17½	Rivet Sets.			Basting, Amer'n, per doz	50	1 15	Amer. per doz. 8, 10 & 12 in.	3 98	6 00
Mallets.			Canadian, dis. 30, 35 per c.			Tea and Table, tinned iron, per gross	70	3 00	Wire.		
Tinsmith's, per doz	1 25	1 50	Rope.			Squares.			Market, bright and annealed, Nos. 1 to 16 10 to 15 p. cent. advance on list from stock.		
Carp'trs', hickory " "	1 25	3 75	Sisal, per lb	12	12½	Iron, per doz	1 65	2 90	Market, coppered, galv., 10 to 15 p. c. advance.		
Lignum Vita, " "	3 85	5 00	Manilla, " No. 1	14½	15	Steel, dis. 75 p.c.			Market, tinned, per lb	0 04½	0 08
Caulking, each	1 60	2 00	" No. 2	13½		Try and bevel, dis. 50, 55 per cent.			Galvanized Fence, 10 to 15 per ct. advance on list.		
Mattocks.			Cotton, " "	22	25	Staples.			Tinned Broom, from 19 to 22 gauge, per lb	0 06	0 06½
Canadian, per doz	8 50	10 00	Deep Sea, " "	15	16	Fence, galvanized, per lb	5	5½	Malin's Wire on spools, dis. 30 to 45 per cent		
Meat Cutter.			Rules,			Wrought Iron, dis. 75, 75 and 10 per cent.			Clothes Line, galv., p. 100ft	0 25	0 55
Enterprise, dis. per cent	20	25	Boxwood, dis. 75 to 10 & 5 80 percent.			Ivory, dis. 40, 40 & 5 per cent.			Barbed Wire.		
Dixon's, each	1 60	2 00	Sad Irons.			Stone.			Galv. steel barb fencing "Lock Barb," 4 point	0 5½	0 06
Woodruff's, " "	1 10	1 70	Mrs. Potts, per set	1 15		Washita, per lb	0 15	50	Ditto Glidden 2 point	0 05½	0 06
Hale's, " "	1 05	1 50	N. P. " "	1 50		Hindustan, per lb	0 06		Galv. Stee 1, plain twist	0 04½	0 06
Hume, " "	13 00	16 00	Sand and Emery Paper.			Labrador, per lb	0 13		Terms, 60 days or 2 per cent off for cash—10 days.		
Mincing Knives.			B. & A. sand, dis. 25, 30 p.c.			" Axe, " "	0 15		Wire Cloth.		
American, per doz	42	2 35	Emery, per quire	55	90	Turkey " "	0 50		Ordinary, discount 25 p.c.		
Molasses Gates.			Sash Cord.			Arkansas " "	1 50		Painted Screen, p. 100 sq ft	2 25	2 35
Stebbin's Patent, dis. per cent, 65 to 70 per cent.			Per lb	22	50	Water-of-Ayr " "	0 10		Wrenches.		
Nails.			Sash Locks.			Scythe, per gross	3 50	5 00	Agricultural, dis. 70, 70 & 10 per cent.		
Cut, 3 inch and upwards			Triumph and Morris, dis 37½, 40 per cent.			Grind, per ton	15 00	18 00	Standard, dis. 60, 60 & 10 p.c.		
per keg	2 80		Kempshell's dis. 40, 62½ per cent.			Stove Polish.			Coe's Gen'ne, dis. 40, 45 p.c.		
55 per cent. Brads & Moulting Nails, discount 55 per cent.			Canadian, dis. 45, 50 p.c.			Per gross	1 88	7 50	Diamond, dis. 33½, 35 p.c.	2 00	3 00
Nail Pullers.			Sash Weights.			M.L.S., per gross	2 50		Tower's Engineer, each	5 80	7 50
German & American	1 85	3 50	Sectional, per lb	2½	3 00	Jacoby " "	5 00		G. & K.'s Pipe " "	6 00	
Nail Sets.			Sausage Stuffers.			Mirror Black Lead, per gr.	2 00		Burrell's " each	3 40	
Square, round and octa-gon	3 38	4 00	Each	1 00	3 00	Jos. Dixon's, bulk, per lb.	0 07		Pocket, per doz	1 25	2 00
Diamond	12 00	15 00	Saws.			Dixon's Plumb, " "	0 15		Wringers.		
Oilers.			Hand, Disston's, dis. 10, 15 per cent.			M.L.S. Paste, per gross	9 00		Each	3 50	5 00
McClarey's Galvan. Iron Oil Can, with Pump, 3 doz	19 50		S. & D., dis. 35 per cent.			Nicholson's, per doz	1 00	1 25			
Zinc and Tin, dis. 50, 50 and 10.			Cross-Cut, Disston's, per ft. 35, 47.			Tacks, Brads, etc.					
Copper, per doz	1 25	3 50	S. & D. dis. 25 per cent.			Cut, Carpet, gimps, blued, dis. 35 p.c.					
Brass, " "	1 50	3 50	Hack, complete, each	1 75	2 75	tinned, dis. 45 p.c.					
Malleable, dis. 25 per ct.			" frames only		75	Swedes' iron, blued or tinned, dis. 42½ p.c.					
Pails.			Saw Sets.			Upholsterers' dis. 42½ p.c.					
Galvanized, per doz	2 00	3 50	Per doz	1 65	9 00	Copper Tacks and Nails, dis. 45 p.c.					
Pencils.			Scales.			Trunk and Clout Nails, " 45 p.c.					
Dixon's, per gross	1 00	4 25	Canadian List, dis. 40 p.c.			Patent Brads, dis. 40 p.c.					
" Carpenter	2 25	3 60				Finishing Nails, dis. 42½ p.c.					
Picks.											
per doz	6 00	9 00									

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No. 1. Fountain with spike, nickel plated	doz.						812 00
No. 2. Magic Branch, spray or straight	"						7 00
No. 3. New	"						12 00
Branches, nickel plated extra.	"						10 00
							50

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Star and Crescent	per lb. 16c.
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Diamond	per lb. 25c.
(Extra High Speed)	

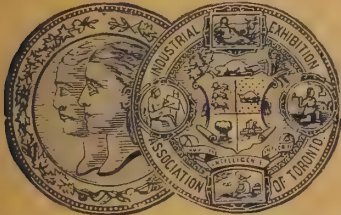
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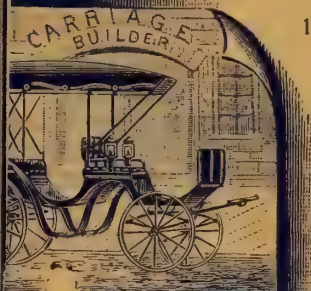
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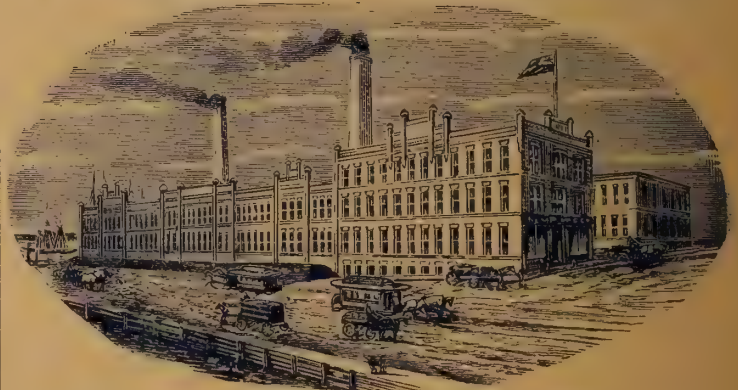
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Vol. 2.

TORONTO AND MONTREAL, FEBRUARY 21, 1890

No. 8

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. Hugh C. McLean, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

A COSTLY EXPERIENCE.

The destruction of the University of this city by fire leads us to a consideration of the question of greater care in handling lamps, gas and heating apparatus generally, and a quick and ready means of notifying the fire department when a fire breaks out.

There are comparatively few people who are acquainted with the position of the alarm box in their neighbourhood, and if they do happen to know its location, they have some difficulty in finding the key to open it, especially at night. When a fire is first discovered the first impulse is to try and put it out with the least possible delay, and only when the fire is certain to gain instead of diminish does the thought of giving the alarm enter the minds of those fighting the flames. A run to the nearest box and a hunt for the key takes some considerable time. The fire meanwhile is fast spreading, and when the department at last reach it, it has gained so much headway that in many cases great loss is incurred through the delay.

Such seems to have been the case at the University fire. Had there been a convenient and simple fire alarm close at hand instead of some few blocks distant the results might not have been so disastrous. The time lost fighting the flames and then the hunt for the fire alarm box consumed valuable time, which might have been saved if an alarm box, such as is used in some of our factories and other places, had been placed in a prominent position in the building, easy of access and quick to operate.

This alarm is a small iron box with a glass in the front. To ring the alarm, the glass is to be broken, and a button behind the glass pressed, the electric bell immediately calls up the fire department.

Alarm boxes of this description should be placed on every corner, where they can

easily be seen and operated without any further delay.

It is stated that the fire was caused by the upsetting of some lighted lamps that were being carried on a large wooden tray. Why do people handle coal oil lamps with the recklessness displayed in this case? What was to be gained by lighting twenty to thirty lamps, putting them on to a tray, and trying to carry them safely up stairs? It was just as easy to light them when in their proper hangers and less dangerous. Men who could be guilty of such recklessness are not fit to be at large. The same thoughtlessness in the care and handling of all combustible and dangerous articles is going on from day to day. There is the simpleton who blows out the gas, and pays the penalty with his life, then we have the man, or boy, who takes a candle to look for the leak in the gas pipe. In this case the results are disastrous to life and property. The man who will make up a good fire in a stove and leave it with the dampers open, lock his store door for the night, and come down the morning to find his place of business in ashes, is certainly careless. We have also known a porter of a large warehouse to build up a large fire in the furnace, shut all the registers, close the damper in the cold box, and then be very much surprised to find that his operations actually set fire to the building.

We might go on and enumerate a number of ways that buildings can be set on fire by the man who did not know any better and by those who do, but we forbear and trust that the lesson taught by the destruction of the University will not be thrown away.

PERSONAL LIBERTIES.

"What is the benefit of being your own boss?" said a prominent business man to a HARDWARE reporter this week as he was closing up his store for an evening's rest. "My store should be opened at seven o'clock every morning, and is closed at eight every evening, except Saturdays, but unless I am constantly on hand, my clerks are a little late in opening, a trifle too previous in loafing around the store, or standing with a duster

in their hands at the front door looking at our pretty girls that pass the window a dozen times a day, and as I have noticed, slacken their pace as they pass my store." "I wish, Heck," he says, taking a personal liberty with the reporter, "that you would write a good stiff article to clerks, telling them about these habits. I would give every one of them an advance in salary to-morrow if they would work a little more in their boss's interest, instead of stealing our time as I have told you. I have heard many other merchants speak on the same subject, and they all say it is personal liberties that will take some time to put a stop to."

"Your paper gives good articles nearly every week on advice to clerks as well as employers, and I always leave my paper where the clerks can take it home in turn and read it. They do read it, I know, but, a best girl, or, some evening amusement knocks it out of their heads, and the next day they are as bad as ever. I was a boy once myself, but am not strict enough with my clerks, too easy altogether, altogether." And away went Mr. Boss to the bosom of his family. Since then I have watched how clerks do act, and think in many cases it would be well for some, and that "some" takes in a good many names, if they would pay a great deal more attention to their duties. I know when you are thinking how slow the day goes and you wish it were closing time, that a good hard job filling shelves or cleaning out some dirty corner in the store, making neat piles of goods around the store, and making things look clean and neat, that the day will go much quicker to you, and that you will know a little more about the business that you are at when the day's work is over. You know Reporters never have time to loaf, so they do not know how nice it is, but I for one sympathize with some of you, and think that those who have this habit will start afresh when they see how their employers are troubled about them, especially with the prospect of an advance in salary.

The petition circulated among Woodstock shopkeepers to close at 9 o'clock Saturday night has received a large number of signatures.

A NEW ALLOY THAT CAN BE USED AS A SOLDER.

An account is given in the Berliner of a soft alloy which adheres so firmly to metallic, glass, and porcelain surfaces that it can be used as a solder, and which, in fact, is valuable when the articles to be soldered are of such a nature that they cannot bear a very high degree of temperature, the composition consisting of finely pulverized copper dust, which is obtained by shaking a solution of sulphate of copper with granulated zinc. The temperature of the solution rises considerably, and the metallic copper precipitated in the form of a brownish powder—20, 30, or 36 parts of this copper dust, according to the hardness desired, being placed in a cast-iron or porcelain-lined mortar, and well mixed with some sulphuric acid having a specific gravity of 1.85. To the paste thus formed are added 70 parts by weight of mercury, with constant stirring, and when thus thoroughly mixed, the amalgam is well rinsed in warm water to remove the acid, and then set aside to cool; in ten or twelve hours it is hard enough to scratch tin. On being used it is heated to a temperature of 375 degs. C., and when kneaded in an iron mortar becomes as soft as wax; in this ductile state it can be spread upon any surface, to which as it cools and hardens, it adheres with great tenacity.

THE USE OF ZINC IN BOILERS.

Zinc is often used in boilers and hot water tanks to prevent the corrosive action of the water on the metal of which the tank or boiler is composed. The action appears to be an electrical one, the iron being one pole of the battery, and the zinc being the other. Under the action of the current of electricity so produced, the water in the tank is slowly decomposed into its elements, oxygen and hydrogen. The hydrogen is deposited on the iron shell, where it remains. It will not unite with iron to form a new compound, but if any iron rust (known to the chemists as oxide of iron) is present, it will remove the oxygen from this and deposit the metallic iron on the plates. The oxygen of the water that is decomposed instead of going to the iron, goes to the zinc and forms oxide of zinc, and in course of time the zinc will be found to be almost entirely converted into oxide, only a small fraction of the original metal being left.—The Locomotive.

EDISON'S LABOR-SAVING DEVICE.

Recent New York advices announce the discovery by Edison of a machine which separates iron from ore. According to report, the device is a model of ingenuity and simplicity. It consists of a crib surmounted by an iron hopper. Beneath the latter, a system of magnets is arranged and so placed

on the side of the crib that as the crushed ore filters through the hopper, the tailings fall directly to the bottom without being diverted from their course, while the iron on the other hand is attached to one side and caught in a pan. A number of devices are in successful operation at iron mines in northern New Jersey, Edison is arranging to further test their utility at other mines in the East and South.

CONCISE BUSINESS RULES.

The intelligent and upright business man regulates his conduct by fixed principles and established methods. He is not the creature of impulse or caprice.

1. He is strict in keeping his engagements.
2. He does nothing carelessly or hurriedly.
3. He does not entrust to others what he can easily do himself.
4. He does not leave undone what should and can be done.
5. While frank with all he keeps his plans and views largely to himself.
6. Is prompt and decisive in his dealings and does not overtrade.
7. Prefers short credits to long ones, and cash to credit always.
8. Is clear and explicit in his bargains.
9. He does not leave to memory what should be in writing.
10. Keeps copies of all important letters sent and files carefully all papers of value.
11. He does not allow his desk to be littered, but keeps it tidy and well arranged.
12. Aims to keep everything in its proper place.
13. Keeps the details of business well in hand and under his own eye.
14. Believes that those whose credit is suspected are not to be trusted.
15. Often examines his books and knows how he stands.—Michigan Tradesman.

A collection of all the erroneous statements and misinformation contained in the trade publications relating to steam and hot water heating would include some very strange specimens, but we doubt if any of them would equal the following, which we find in a rather ambitious trade pamphlet on the subject of heating with water. Speaking of the increase in the volume of water, by heating, the author says: "This is the expansion caused by the water having absorbed particles of heat, which naturally add to its bulk." According to this heat is a substance given off by a fire or other generator, but of such peculiar constitution that it readily passes through the iron shell of a boiler and mixes with the water, adding to its bulk. This would lead to the belief that heat can be handled and weighed, and if so, why could it not be chemically analyzed, or if it is a simple body, put into a solution with some strong acid, and in this way be made

an article of commerce? But there is no profit in carrying surmises to any further length of folly. Heat is not a body having substance, weight, form, dimension, or any other material characteristic, but is simply a condition of matter. Exactly what this condition is no one knows for a certainty, but the scientists have a pretty well established theory that the condition is due to a rapid vibration of the infinitesimal particles of which a body is formed, and which produces the sensation known to the touch as heat. It is perhaps but fair to the author of the above quoted pamphlet to say that there is an old time hypothesis about heat, known as the corpuscular theory, according to which "heat is caused by a subtle imponderable fluid, which surrounds the molecules of bodies, and which can pass from one body to another." But this theory was long ago discarded, and the present belief is that heat is in no sense a thing in itself, but simply a condition of matter.—Metal Worker.

WHEN TO WIND YOUR WATCH.

A dry goods merchant and a jeweler were going home together on a street car at the close of their day's labors, and the former drew from his vest his handsome Waltham and proceeded to wind it up. "This isn't the right time to do that," said his friend. "Every watch should be wound at home the first thing in the morning, so that the fullest tension of the spring may be upon the movement during the jarring of the owner's footsteps while he is up and awake. This will save frequent regulation of the time-piece. Try it for a month or two and you'll be surprised at the improvement in your time."—Detroit Grocer and Trade Reporter.

EMBARRASSMENTS.

David Ward, general merchant, Lanark, has effected a compromise.

The stock and estate of John Flanagan, general merchant, Lucan, has been seized by the sheriff.

G. C. King & Co., general merchants, Calgary, have effected a settlement with their creditors on a basis of sixty cents on the dollar. Payments are spread over two years in quarterly instalments. The liabilities are placed at \$63,000 and assets at \$65,000. The creditors were represented by Mr. McMartin, of Montreal; Mr. Nugent, of Winnipeg, and A. D. Braithwaite, for the Bank of Montreal.

Mr. John T. Porter, general storekeeper, Orillia, has died of pleurisy, following from an attack of la grippe. Mr. Porter was only 38 years of age. He began his business career eleven years ago with Mr. Kean, of Orillia, and five years ago entered into a partnership with Mr. Christopher Moore. Three years ago he bought out Mr. Moore, and continued the business alone.

"GOING ON THE ROAD."

At this time of the year many young men are preparing to make their maiden commercial trip, and the ambitious young man, especially he who chooses a commercial life, sooner or later desires to go "on the road."

It would be well for our young friends to bear in mind on this their first trip that to be a successful traveller requires special qualities; to sell a sufficient number of goods to make a trip pay means hard work with innumerable perplexities. Good salesmen invariably command high salaries, which means years of experience; not an occasional trip at convenient intervals, but with the important requisites, sticking to business and perseverance.

The first venture is always a memorable one. If a young man, on his return, after an absence of six weeks, was sent by his employer over the same territory, without giving him time to vent his feeling and relate successes and failures, he would immediately give up and think his lot almost unbearable.

The first impression, for a time is pleasant, but somewhat troublesome to the novice, meeting as he does new faces, treated, to be sure, as a gentleman, but with a coldness always evident in new acquaintances. Again, though this young man has qualities which may insure his ultimate success, the fact that he is meeting those to whom in the future he is to sell goods, and must, therefore, make a good impression, keeps his mental faculties working vigorously, expanding all his powers, at the same time laying a foundation for his second trip.

Traveling men may be classified, the high-salaried, men of experience, these, of course, are experts in their lines, receiving orders regulated largely by the demand.

The second class, known as the "boys," are the lively element. "Good fellows," never lacking friends, of course, at them much of the approbium is cast; naturally they need watching, and pushing them occasionally aids in holding trade, and aggressive competition keeping them wide-awake.

The so-called striplings belong to the next class, known as the young men. Many a sermon has been well-directed to these aspiring youths, who need about as much energy to avoid temptation as they do to dispose of goods. Because a few who somewhat vilify their lives travelling, it has caused such expressions as "Beware of traveling men." Those are not, however, the successful salesmen, nor, as a rule, do they represent first-class houses.

Look out for the commercial traveler who does not adhere to all commandments essential to an upright life. The ambitious young man, then, who keeps in mind a few simple requirements to be known as a gentle-

man, will never "lose his grip," and in a short time will be among those who are to figure largely as the successful American merchants.—American Merchant.

A WONDERFUL LIGHT.

If the invention of W. J. Norton, of Pittsburgh, fulfills its promise, there is a dangerous rival of the electric light in the field, if not to petroleum. He has invented what is alleged to be the cheapest light ever known, and yet "a light as intense and as accurate in its illuminations of colors as the sun at noonday." It is claimed that 500 candle-power light of the kind in question can be run at the nominal cost of one cent an hour. Mr. Norton has for years been engaged in developing this light. The undertaking has been very quietly conducted. Recently he permitted a few capitalists from Beaver county to witness experiments with his device. These tests proved so successful that a temporary and private company was soon formed to patent and develop the brilliant idea. The light in question is essentially a chemical discovery rather than a mechanical idea, and consists of a peculiar tape that is fed by a simple clock-work. While it is peculiarly adapted to street or other stationary purposes of illuminations, yet it is said to be also applicable to portable or hand lamps; and in point of intensity it is not surpassed by electricity, its light is much softer, and far easier to the eyes. It feeds itself, requires neither pipes, wires or other connections, and in size may be produced from 300 to 7,000 candle-power. It is absolutely non-explosive, emits no smoke or objectionable vapor, is applicable to any purpose, and can be handled with as equal safety by a child as by an adult.—Sharpsville Advertiser.

INGENIOUS CLOCK.

An electrician has just patented something as new as it is unique in the way of a clock. Aside from being a regular timepiece and calendar, it is also provided with a system of keys making a double circuit around the outside of the clock, the first one to denote the hour and minute, and the other the day of the month. The object is to furnish thereby a regulator for business appointments. For instance, if a man had an appointment at 9.10 o'clock one morning, he would turn the indicator to that time, and as well another to December 1. At the minute exactly that morning an alarm would be turned in, and would continue to ring until stopped. The clock is the first of its kind in America, and has been viewed with considerable interest by the jewelry trade.

A NEW ALLOY.

An Englishman claims to have invented a new alloy, which consists of 87 parts of copper, 6½ parts of zinc, 4 parts of tin, 2 parts of arsenic and ½ part of phosphorus.

The copper is melted in a crucible, the zinc and arsenic are then added, and just before the alloy is poured into the molds the phosphorus is added. This alloy, the inventor states, in not porous, it is ductile and elastic, it is not liable to tarnish, and it takes a good polish, it is capable of receiving electrolytic deposits of gold and silver, it is sonorous, and it is suitable for bearings for shafts. The rolling and drawing must be conducted slowly, and after each step in the operation the alloy must be annealed. It must not be brought in contact with water when hot, or it will crack. The inventor claims the alloy formed as described, and also some modifications in the proportions by which the properties may be altered.

TRADE SALES.

The grocery stock of Mr. James Beattie, St. Mary's, amounting to \$1,746.08, was sold by auction last Thursday, by Mr. J. Brown to J. W. Broderick, of London, at 65½c. on the dollar.

On Tuesday Messrs. Suckling & Cassidy will also sell the stock of clocks, watches and general jewelry belonging to Emile Walddt, King St. East, Toronto, amounting to \$1,969.84. Terms cash.

On Wednesday at the same auction rooms, will be sold the general stock of J. H. Vernon, Orillia, amounting to \$13,580.42. The terms are; one-fourth cash, with the remainder in two, four, and sixth months on security, with interest at 7 per cent.

The estate of A. W. Morris & Bro., Montreal, is advertised for sale in three lots, the cordage works in Montreal, the binder twine factory in Port Hope, the plaster mine at Manon, B. C., and moveables aggregating to \$409,800; book debts \$37,000, and lump cordage and material under advances \$241,068. The sale takes place on February 25.

During last year 106,901 tons of steel rails were sent to Canada from Great Britain. This is greatly in excess of the exports of the two previous years.

Coal is now being mined in Manitoba. A dispatch from Mingo, states that on Monday last a carload of coal from the Turtle mountain coal fields went through to-day to be distributed at the various stations along the line. The coal has been tested at different places, both in stoves and stationery engines, and burns well, giving out a great heat. One million of tons were shipped from the Pennsylvania coal mines to Manitoba last year, which took about \$4,000,000 out of this province, and tens of thousands of dollars are sent to the northwest territory for coal to supply this territory.

A soft answer turneth away wrath, and a harsh answer turneth away a customer.

You can lose more than we do by not subscribing for this paper.

THE LEGAL IMMUNITY OF DEBTORS.

EDITOR OF THE GROCER.

DEAR SIR:—In my last letter I promised to give a simple remedy for the bad working of the law in reference to judgments summonses. Here is a sample of the working of the act. A debtor owes me \$35 on an account of 1885; part of it borrowed money got by straight lying. He is head sawyer in a lumber mill at \$1.50 a day and board. He always draws his wages as soon as he has earned any, and sometimes before. He lies around all winter, waiting for the spring sun to thaw out his dormant energies, when he resumes work at the saw mill. I had him up before the judge on judgment summonses. His statement runs thus: "I have not had steady work, have been sick part of the time and require all my wages to support my family, but will agree to 50c. per month." This payment is undertaken and continued until the bailiff's fees are paid, then a stop is made—no more payments. Where is the judge will send a man to jail for contempt of court with a tale of this kind in his mouth? The truth was, he had been of work two days after a holiday and a spree. This was his sickness. His being out of employment would be owing to a break in the machinery of the mill, and one or two days off for repairs. This is a picture from real life, and my own experience. The remedy for this; a law that will give the creditor a right to claim 10 per cent. of all money earned by or due to the debtor for any cause, without requiring the consent of judge or debtor. After the debtor has been examined as to his earnings, a notice should be sent by the Division Court Clerk by registered letter to the employer or payer of the debtor, stating that a judgment summons had been issued ordering 10 per cent. of money or wages to be paid over to said court. By such an arrangement the master or payer would not require to appear in court unless in default of payment. In the case of men who shift from master to master earning two or three dollars at one place, the debtor should be compelled to hand over 10 per cent. of his earnings, or in default be liable to three days in jail at the discretion of the creditor. No working man could object to meet such a small payment.

There is very little doubt but hundreds of dollars would be paid forthwith if such an act were in force. Any new act should apply to all debts not out of date. Would it not be well for some of our trade associations to meet and discuss this question, and forward their views to the head of our local government while in session?

My view of the reason why Quebec shows so few bankruptcies is that there is a salutary machinery at work that makes the collection of small debts easily effected without expense to any one. Let us imagine a conversation of this kind between a reverend father and one of his flock: "I understand you owe my friend, Mr. Merchant, twenty or thirty dollars. He has waited two years for this money, and he requires to use it in his business. Now, we don't want to see our friend bankrupt. Try and pay him up as soon as you can." You may be sure it will be paid to the cent. Ontario has no such influence and drops thousands of dollars into bar rooms that should go to pay for the necessities of life. Yours,

COUNTRY MERCHANT.

The instance which our correspondent quotes from his own experience is not an ex-

ceptional one, but is, we are assured typical of a large class. There are few country merchants who are unable to give specimen cases of exactly the same class, where the debtor is improvident and unprincipled, secure in the opinion that the law affords his creditor little or no chance of redress. Here the law is seriously at fault, and its imperfect operation has other effects besides those detrimental to traders. In the same way as the old Poor Law, although aiming to ameliorate the lot of the needy, actually made more paupers than the want of it had done, so the present collection laws, with the numerous loop-holes in their construction and administration, actually make more dishonest men than there would be without them. The existence of these laws is to the merchant inexperienced in them a guarantee that he can collect what is owing him, and therefore misleads him into trusting men whom, without some such guarantee, he would not trust. Thus these men get trusted on the faith that the law is sufficient to make them pay, whereas if there were no law for such a purpose they would have much less chance to defraud, and would, in act at all events, be honest men.

The suggestion of "Country Merchant" appears workable, and in our view is a fair one, subject, however, to a single limitation. The claim of ten per cent. should not be admitted to more than one creditor at once, otherwise the debtor might resort to subterfuges to avoid payment. If there were four creditors, all at once authorized to a ten per cent. each, he might refuse to work, or get a son, brother or other person to put in an anticipatory claim to the most of his earnings. A mere ten per cent. of his wages paid to one man would not be so heavy a burden as to drive him to any shifts to escape the payment of it. We understand correspondent to speak with this limitation, however, that only one creditor shall be paid at a time. We would like to see the Protestant clergy imitate the excellent example of the Catholic Father in Quebec. Some of them, we are happy to say, do so. Some months ago we republished a sermon by Dr. Talmage on this question. Would it not be a good idea for our readers to suggest to their spiritual advisers that they deliver a discourse on this subject.

TORONTO BOARD OF TRADE.

Friday afternoon was held the inaugural meeting of the council of the Toronto board of trade. It was a large meeting, every member, nineteen in all, being present, and duly sworn in. It is, perhaps, the first time in the history of the council that there has been so complete an attendance. After the oaths had been administered the president, Mr. John I. Davidson, made feeling reference to the Hon. John Macdonald, who was a member of the board, and the following

committee was appointed to draft a resolution of condolence, suitably engrossed, and convey it to the family of the late senator: Messrs. W. R. Brock, S. F. McKinnon, Hugh Blain, R. W. Elliott and A. Smith.

A committee was appointed to urge upon the Ontario Government certain amendments to the Act for the equitable distribution of assets. The committee comprised the following gentlemen: Messrs. W. Christie, Hugh Blain, J. B. Smith, A. A. Allan, R. W. Elliott and William Ince.

Another committee was appointed to draft a petition to the Dominion Government praying for the appointment of a railway commission, the said committee to report to the council at a future date. The names on the committee are: R. W. Elliott, convener; Hugh Blain, S. F. McKinnon, D. W. Alexander and A. M. Smith.

The next committee appointed was one to report to the council on the expediency of petitioning the Government for the immediate passing of a Coinage Act and the establishment of a mint in the Dominion. Those composing the committee are D. R. Wilkie, W. R. Brock, R. W. Elliott and G. B. Smith.

A. B. Lee, W. D. Matthews, R. Jaffray, W. Christie, D. R. Wilkie, H. N. Baird and W. H. McNaught are a committee to report to the council on the subject of municipal reform.

The president and secretary were instructed by the council to sign the petition as prepared by the Canadian Institute for the adoption of the 24 hour system of time, the petition to be presented to the Dominion and Local Houses.

MATURING WHISKEY.

A process for maturing whiskey has been patented which if successful on a large scale promises to yield a handsome fortune to the owner of the patent. Neither electricity nor chemicals are used, but the method suggested by the course of nature is followed.

On the theory that the action of the oxygen of the air on the liquor improves the whiskey by slowly maturing it, pure oxygen gas is introduced into the barrels containing the whiskey. By agitating the barrels every part of the liquid is brought in contact with oxygen gas. The whiskey is in addition slightly heated in order to make it more susceptible for the action of the oxygen gas.

We have seen samples of fresh whiskey which were said to have been subjected to this maturing process for ninety days. These samples tasted very much like whiskey three years old. About fifteen feet of oxygen gas had been used to mature forty-two gallons of whiskey. The apparatus consists of a cylindrical air-tight tank or vessel holding about twenty-one gallons, which is kept slowly revolving.—Wine and Spirit Gazette

H. S. HOWLAND, Sons & Co.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

ACME SKATES,

Wrenches and Repairs.



PROVINCE OF ONTARIO.

Aylmer—Hall & Ashbaugh, grocery, dissolved, F. A. Ashbaugh continues.

Forest—Sturritt, R., (estate of) general store, stock, etc., advertised to be sold by auction on the 21st inst.

Neustadt—Siegmán, Philip, general store, deceased.

Ottawa—Gratton, W. F., general store, sold out to G. A. Quesnel.

Parry Sound—Myers, A. D. & Co., (company) (estate of) general store and shingle mill, general store advertised to be sold by auction on 4th prox.

Petersburg—Doelle, Henry, general store, noted in sheet 2134 "succeeded by George Becker," in error.

Ridgetown—Cummings, Wm. G., (estate of) general store, stock, etc., advertised to be sold by auction on 18th inst.

St. Marys—Beattie, Jas., (estate of) grocery, stock sold.

Toronto—O'Brien, Thomas (estate of) stoves and tinware, stock, etc., advertised to be sold by auction on 17th inst.

MANITOBA AND NORTH-WEST TERRITORIES.

Foxwarren—Laycock, A., grocer, etc., admitted, Bolton, style, Laycock and Bolton.

Glenboro—Mawhinney & Butchart, hardware, dissolved partnership, each continues alone.

Winnipeg—Galt, G. F. & J., W., opening branch at Vancouver.

Wapella—Morrison, G. H. & Co., general store, sold out.

QUEBEC.

Amqui—Beaulieu, J. B., grocery and liquors, writ issued.

Montreal—Lafrance, J. & Co., grocery, etc., dissolved.

Richmond—Hudon & Caron, general store, dissolved, A. J. Hudon continues.

Sheffington—Neill, Robert, general store, stock, etc., advertised for sale by tender.

PROVINCE OF NOVA SCOTIA.

Amherst—Douglas & Co., hardware, admitted Harvey Pipe, under the same style.

Estmere—McDonald, John H., general store, bill of sale.

Halifax—Mott, J. P. & Co., manufacturers spices, etc., Jno. P. Mott deceased.

Liverpool—Hendry & McMillan, general store and fishing, dissolved.

PROVINCE OF NEW BRUNSWICK.

Black Brook—Loggie, A. & R., G. S & Lobsters, partially burnt out, insured.

NEWFOUNDLAND.

St. John's—Clift, Wood & Co., prod and com, Shannon N. Clift deceased.

Newspaper advertising may be compared to a vigilant and watchful salesman, who goes after business early and late, who accosts the lawyer in his office, the student in his study, the retired man of wealth at the family fireside, who can be in a thousand places at once and address a million people each day, saying only the right thing in the right place and at the right time.

SHEET STEEL

SHINGLES AND SIDING

PAINTED AND GALVANIZED,
FIRE AND STORM PROOF, DURABLE
AND CHEAP.

We have the Heaviest and Cheapest Shingles and Siding in Canada.

Prices and Circulars on Application.

THE METALLIC ROOFING COMPANY, Ltd.
SOLE MANUFACTURERS,
TORONTO AND WINNIPEG.

CHARTERED BANKS.

The following is a list of the banks in Canada acting under a Dominion Government Charter:

ONTARIO.

Bank of Toronto.
Can. Bank of Commerce.
Dominion Bank.
Ontario Bank.
Standard Bank.

Imp'l Bank of Canada.
Traders' do
Bank of Hamilton.
Bank of Ottawa.
Western Bank of Can.

QUEBEC.

Bank of Montreal.
Bank of B. N. America.
Banque du Peuple.
Banque Jacques Cartier.
Banque Ville Marie.
Banque d'Hochelega.
Molson's Bank.

Merchants Bank of Can.
Banque Nationale.
Quebec Bank.
Union Bank of Canada.
Banque de St. Jean.
Banq de St. Hyacinthe.
East. Townships Bank

NOVA SCOTIA.

Bank of Nova Scotia.
Mer. Bank of Halifax.
People's Bank do
Union Bank do

Halifax Banking Co.
Bank of Yarmouth.
Exch. B'k of Yarmouth.
Com'l B'k of Windsor.

NEW BRUNSWICK.

Bank of N. Brunswick. | People's Bank.
St. Stephen's Bank.

MANITOBA.

Commercial Bank of Manitoba.

BRITISH COLUMBIA.

Bank of British Columbia.

Have you tried the Cash System? It would add years to your physical life, as well as to your business life, to be able to buy and sell for cash

CAUTION.

Joseph Rodgers & Sons,
(LIMITED.)

Find it necessary to caution the public against imitations of their manufactures. None are genuine unless bearing the

TRADE
MARK.



GRANTED
1764.



Mr. Moncrief, Toronto, will erect oil distributing warerooms in Kingston.

The Kingston foundry is doing a fine business. A planer costing \$1,600 was placed in position last week.

Messrs. Patterson & Jolly, of Ridout st., London, Ont., made their second shipment of fifty wagons to the North-west on Saturday, per C. P. R.

Mr. R. J. Bradley has just completed loading two car-loads of machinery, drilling tools, etc., for Sidney, Australia, all manufactured in Petrolia.

Of the seven great 110-ton guns now in existence four are broken down, although they have never been subjected to the strain of half an hour's firing.

The capitalists who have been looking about Kingston in search of a site that would be suitable for the proposed steel works report favorably.

J. McComb, Peterboro, has been busy all winter notwithstanding the unseasonable weather. The Standard "Favorite" Range is his customers' favorite.

Messrs. Beatty & Sons have closed the Welland Iron Works for a few days on account of sickness of members of the firm who are down with la grippe.

R. C. Grant & Son, hardware merchants, St. Mary's, have disposed of their business to Mr. John Nasmith, of Lotus. Mr. Grant and family intend moving to Toronto.

Henry Findlay, a young Hamilton tin-smith, was sentenced to one month in jail by the police magistrate for attempted shop-breaking at the premises of Daniel Sullivan, grocer.

Mr. G. A. White, Trenton, is the busy hardware merchant of that town. He has a very large line of stoves and tinware, shelf hardware, farm tools, building paper, carpet felt, paints, oils, etc.

The by-law submitted to the people of Dundas asking for a grant of \$2,000 to Pennington & Baker on condition of their removing their factory to that town was defeated on Friday.

Cline & Co., of Wingham, like many other hardware merchants, have stopped general trade papers to take **HARDWARE**. They will all do it in time, ours is dictated directly to hardware men.

A fire at Wortman & Ward's, London, Ont., on Friday afternoon did about \$200 damages to the plant and other material, by smoke and water. The fire caught in the floor from some hot castings.

The Great Eastern Wire Works at Glasgow, Scotland, recently drew out a wire from

a piece of copper two inches long and one and one-half inches in diameter, to nearly three miles in length, the wire being .0017 inches in diameter.

Four hundred thousand miners in Great Britain have decided to adhere to their demand for an increase of 10 per cent. in their wages. It is probable the men will strike. Should they do so, the coal output will be decreased three quarters.

Charles Herbert, an employee of Wisner & Co., implement manufacturers, Brantford, got caught in a shaft Saturday morning whilst putting on a belt. His clothing had to be cut from him before he could be extricated. He was badly injured.

One night some malicious or very careless person fired a bullet, narrowly missing John Crow, hardware merchant, Welland, and breaking Busgar & Douglass' plate-glass window. As no report was heard it is supposed it was from a Flobert rifle.

The St. Catherines Star says:—"Mr. James Burns, of the firm of Stevens & Burns, of London, is in the city, the guest of Mr. W. S. Fletcher. Mr. Burns has proposed entering into partnership with Mr. Fletcher, and starting a branch of their brass goods manufactory."

Messrs. Bain & Colville, Hamilton, have lately made an addition to their machine shop, and yesterday entertained their employees and their friends at a house-warming. The place was tastefully decorated, and a capital supper was provided, so that everyone present had a good time.

The creditors of H. A. Collins, house furnisher, Yonge street, Toronto, met in Griffith, Sawle & Co's office and heard a statement showing liabilities of \$37,434.29, and assets of \$27,274.43, composed of stock \$37,361, and book debts \$9,912. Inspectors were appointed to examine the estate.

A new style of horseshoe has been patented. The shoe is made in sections, with elastic cushions between and rivets connecting the sections, making a shoe in which there will be a vertical yielding or spring, avoiding shocks or jar to the horse while travelling over hard pavements or roads.

Farley & McDonald, solicitors for James Kelly, son of John Kelly, St. Thomas, have entered an action against J. Heard & Co., proprietors of the St. Thomas Hub and Spoke Works, to recover \$2,000 damages for the loss of a hand. On October 18th last, while in the employ of Mr. Heard, young Kelly had his hand caught in a machine and it had to be amputated.

The gentlemen who regulate the prices of stoves, otherwise the Canadian Iron Founders' Association, held their annual session on the 13th and 14th at Hamilton. There was a good attendance, and the time was spent in discussing trade matters. Mr. Adam Laidlaw was elected president; Wm.

Burrows, vice-president, and Chas. Gurney, treasurer. The secretary will be appointed by the president.

On Saturday evening the employees of Evans & Sons, Toronto, tendered Mr. J. P. Shaw, who has been city traveler for the firm for some years, an oyster supper at Thomas' restaurant. A very pleasant evening was spent, and Mr. Shaw was presented with a handsome edition of Shakespeare's works, accompanied with the best wishes of the donors for his future success. Mr. Shaw will hereafter represent the Hemming Bros. Co.

The Brooks Manufacturing Company, Peterboro, have received their charter of incorporation. The company has a capital of \$250,000, and will manufacture carbons, electric light supplies, lamps and gas fixtures. Their factory, the old stove foundry, is nearly ready for occupation. Mr. Jas. Stevenson is president of the company; Mr. Thos. Brooks, vice-president; Mr. J. W. Taylor, superintendent; Mr. John Braden, secretary-treasurer. The above, with Messrs. Geo. A. Cox, of Toronto, and Geo. Stevenson form the board of directors.

Mr. I. P. Wilson, an Englishman, claims to be the inventor of the wire rope, and so far the claim stands undisputed. He says that he made, about 1832, a wire rope without any twist in the individual wires to the order of Mr. Sherratt, of the Salford Iron Works, Manchester, and maintains that no improvements have been made, either in the wire rope manufactured by him in 1832, or in the patent compound ropes or cables, or in his tandem machine, which is now universally adopted by all extensive wire rope manufacturers throughout the world.

The New South Wales government is understood to be desirous of promoting the establishment of a locomotive manufactory in the colony, to be properly equipped with all the modern improvements and capable of turning out first class work. There is a large demand in New South Wales for locomotives on the governments for renewals and additions to stock, and it is reported that the authorities are prepared to give an order for 100 locomotives, to be delivered in three years, the first one not later than July, 1891, on the understanding that the cost of getting them made in the colony is not greater than the price of securing them elsewhere.

Commercial travellers whose routes are in the South and South-west will appreciate the recent action of the St. Louis, Arkansas & Texas railroad in issuing extra baggage money-books. These are now being distributed. The fare value of the book is \$12.50, and they are sold to commercial travellers for \$10, a discount of twenty per cent. They entitle the holder to 150 pounds of baggage in connection with a regular ticket, and are limited to one year from date

TORONTO LEAD AND COLOR COMPANY'S VULCANIZED FLOOR PAINTS

SOMETHING ENTIRELY NEW.

Dry hard with a fine gloss in 12 hours.

READ OUR TESTIMONIALS.

We have been selling Toronto Lead & Color Co's pure paint about five years. think it the best mixed paint in the market.

WALLACEBURG, DEC. 14th, 1889.
It has given perfect satisfaction, and we

SHAW & WOOLIVER.

of sale. The purchaser must sign the Auditor's and General Passenger Agent's stubs, have name and address inserted, also the name of the firm with which he is connected, and sign the contract on the inside page of rear cover. The book contains 250 coupons of the denominations of twenty-five cents each, and not less than the latter sum will be received on any one lot of excess baggage; nor can the holder pay the excess of any other person's baggage out of the book.—Stoves and Hardware.

It is stated that Mr. Edwin Marsh, engineer and wood-cutting machinist, of Hull street, Green road. Leeds (Eng.), has taken out a patent for a new slow and fast combustion smoke-consumer and coal economizer for fires and furnaces of every description. The patentee claims for his invention a saving of 50 per cent. in coal. The poorest quality of fuel may be used, and no cinders remain—only dust. The smoke is thoroughly consumed, and the use of shovel, tongs or poker is entirely dispensed with; for the working of a set of angular fire-bars with a hand-lever removes all dust and cleans the fire. When once made up, the fire will last for 24 hours without replenishing; and by closing the angular fire-bars and dampers at night, the fire will remain alive, and the bars have only to be opened and the dampers drawn next morning to in-

stantly provide a good, bright fire. The invention is the result of several years' application on the part of the patentee, who claims that he has at last produced something which will meet a long-felt want.

It is easy to show that a 3-inch advertisement by the year will cost much less per thousand for its circulation than any method of distributing circulars. If a tradesman could get his circulars free, he could not get them before the public for twice the price that his advertisement costs him. Circulars have their use, and this is no argument against their value, but a simple comparison showing the extraordinary advantage which the newspaper affords the advertiser. —Rome Sentinel.

ANDREW C. DALLAS 
DEALER IN

PIG TIN, LEAD, COPPER, ANTIMONY, SPELTER, ETC.; COPPER AND BRASS SHEETS AND TUBING; GALVANIZED IRON & TIN PLATES; IRON BEAMS, CHANNELS, ANGLES, SHEETS, ETC.; SCOTCH AND AMERICAN PIG IRON; SCRAP IRON IN CAR LOTS, ETC.

TELEPHONE 1821.

38 YONGE ST. --- TORONTO.

DESKS

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FURNITURE.

JOHN M. BLACKBURN & CO.,
41 Colborne St. Toronto.

—: MONEY :—

Every business man should have a thorough knowledge of Book-keeping as a safeguard against failures, etc.

Private instruction given in all English Subjects. Shorthand and Book-keeping Specialties.

Address

Queen City Business College

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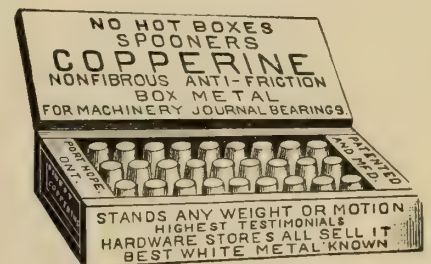
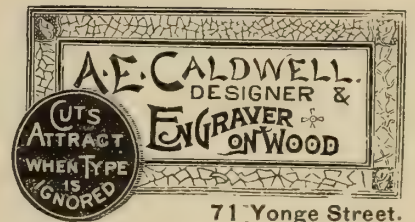
Shorthand University,

CORNER KING AND CHURCH.

P. J. WELLS, Prin.

BOECKH'S STANDARD BRUSHES

FOR SALE
BY ALL LEADING HOUSES.



How to Sell Goods

Send Ten Cents to the HARDWARE PUBLISHING CO. for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods."

HARDWARE PUBLISHING CO.,

6 Wellington St. W., Toronto.

Mr. F. McDonald, Port Lambton, has moved his store to Whitebread station.

J. A. Macdonald, inspector of weights and measures, visited Yarker last week, and found tin measures made in Kingston and sold without being inspected.

Fred and Harvey Dawdy, sons of J. W. Dawdy, of Dawdy & Adley, general merchants, Welland, had a narrow escape from drowning on Friday, breaking through the ice on the Welland river, but were rescued by other parties.

Mr. Mills, M.P., (Annapolis, N.S.) has charge of a bill to incorporate the National Construction Company, of Yarmouth, N.S. They ask for powers to carry on the business of miners, smelters, etc., with a capital of \$1,000,000.

A Pittsburg dispatch states that a firm of manufacturers of lamp chimneys in that city have just shipped "a large consignment of their wares to England," and that they were enabled to do so by the superior quality of their product. These exports have for some time past indicated a growing foreign demand.

A Canadian cable will soon be laid across the Atlantic from Ireland to a point in Quebec, on the north shore of the Gulf of St Lawrence, and through the straits of Belle Isle. The company has already made a contract with a London firm for the laying of it and supplying of material. This has been accomplished at a cost of \$250,000 less than the Mackay-Bennet cable cost.

Mr. R. B. Wisch, of McGregor, Man., writes in correction of a paragraph which appeared in a former number of this journal. We had said he had sold out, which was not quite correct. He did sell out, but only the Austin branch of his business. That was bought by Mr. H. Duncan. He continues to do business as heretofore at McGregor, having lately extended that business by the addition to it of Mr. Geo. Rogers' lumber stock, and the enlargement of his yard.

A new system of hanging electric wires over the streets is proposed by a Milwaukee electrician. A wrought iron arch will span the street between every pair of poles to keep them from curving or breaking, and to prevent the wires from sagging. The cross wires will be supported by two properly insulated wires suspended from the arch. Guard wires will be hung from the arches parallel with and above the traction wires, so that if a telegraph or telephone wire happens to break it will not fall on the heavily charged wire.

The Montreal Chambre de Commerce presents the record of its third year's labor in its report, just to hand, for 1889. Some important questions on which it has taken action during the past year are the extension of the wharfs, the improvement of the streets, the inspection of green hides under sanitary conditions, the South Bank Rail-

way, ferry service for the parishes across the river, the Sunday opening of the canals, licensing of a river police, peddling, underground electric lines, prison labor, overcharges in duty, the slaughter-houses, circulation of bank-bills, etc. The third annual meeting of the Chambre de Commerce was held on Wednesday.

Messrs. Wm. Young, Reeve of Rat Portage, J. W. Dobie, president of the Pine Portage Mining Company, and Messrs. Lyon, Conmee and Armstrong, M.P.P.'s, waited on the Attorney-General at the close of Wednesday's session of the Ontario Legislature, and asked assistance for the council of Rat Portage in paying a grant of \$10,000 made by them to the Lake of the Woods Milling and Lumber Company. Part of the work undertaken by the company is the reduction of gold and silver ores to bullion, and for this purpose they have erected works with equipment out of the ordinary run.

THE Dominion Wire Rope CO., Limited.,

MANUFACTURERS OF



(Works at Lachine).

FOR HOISTING, MINING, TRANSMISSION
OF POWER, TOWING, SHIPS' RIGGING,
AND GUYS, LANG'S PATENT WIRE
ROPE FOR TRANSMISSION AND
COLLIERY PURPOSES,
ETC., ETC.

JAMES COOPER, Agent,
MONTREAL.

ST. CATHARINES, ONT

McKINNON DASHES

CHEAPER
BETTER
STRONGER
THAN HAND MADE

If you get the S. F. Quality.

LEADING

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TORONTO,

In affiliation with

JNO. B. CLARKSON

Temple Buildings, - - - MONTREAL.

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention.

Blackley & Anderson,

TORONTO & HAMILTON
Accountants, Assignees, Receivers.

Toronto Office Hamilton Office
37 YONGE STREET, 24 JAMES ST. South,
Telephone No. 1716. Telephone No. 73.
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Henry Barber & Co.,

Successors to Clark, Barber & Co.,
Trustees, Receivers, Accountants and
Commissioners.

Correspondents in London, Leeds, Liverpool,
Glasgow, Winnipeg, Montreal, Hamilton and
Vancouver. TELEPHONE 2339.
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British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in
Canada. Experienced glaziers sent to set same
when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

CONDENSED MINCE MEAT

Put up in card board box. Packed in 1/4 and 1/2
gross cases.

SELLS AT ALL SEASONS.

Will not injure in warm weather. Ask your
wholesale grocer for it. Price \$13.50 per gross.
Patented in Canada.

J. H. WETHEY, ST. CATHARINES,
Sole Manufacturer in Canada.

Unlike daily papers and general periodicals, this paper places advertisements before the eyes of just that portion of the industries most calculated to avail themselves of the announcements therein, and, therefore is of more value to the Trade than any paper published in this or other worlds. Manufacturers and wholesalers please take

note of this, and then act accordingly. It is the only paper in Canada that reaches this trade direct.

Goods sold habitually below their cost are not likely to be paid for in full.

"No man has a right to hazard other men's property without fairly appraising his creditors of the nature and extent of the risk, and obtaining their consent to the measure."—Horace Greeley

Awarded Gold and Silver Medals 1887 and 1888, also Bronze Medal and Diploma 1889.

The London Brush Factory

61 AND 65 DUNDAS STREET.

MANUFACTURE BRUSHES OF EVERY DESCRIPTION.

MILL AND MACHINE BRUSHES MADE TO ORDER.

FULL STOCK CARPET SWEEPERS

THOS. BRYAN.

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,
MONTREAL.



TRADE MARK FOR
WM. ROGERS. ★
KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, etc.

A. J. WHIMBEY, Manager.

The BARNUM WIRE

(Limited.)

Lawn Fountains, Vases
Iron Fences
Roof Cresting
Iron Columns
Iron Beams
Builder's Iron Work.



AND IRON WORKS,

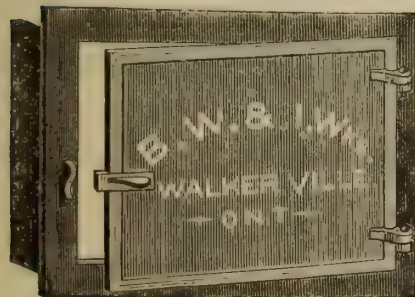
Walkerville, Ont.

Stable Fittings, Bank and Office
Railings, etc.,
Store Fittings,
Store Stools
Lamsen Cash Railway System.



MAIL BOXES.

Send for Catalogues and Prices



ASH PIT DOORS.



BRASS AND IRON BEDS.

MARKETS

TORONTO, FEB. 21, 1890.

If anything, there has been this week less activity than before in the general market. No life whatever appears manifest in the trade, and wholesale merchants do not speak in any too hopeful strain. The letters that city merchants are receiving from customers are all to the effect that business in the country is exceedingly dull, and there are very few country merchants who speak or write as if they anticipated a better state of affairs to rule for some little time to come. All the travellers are out, but they are successful only to a moderate degree and the tone of their communications to headquarters are of a rather depressing nature. It is generally believed that stocks in the hands of retailers are low, but despite this they do not appear willing to anticipate their wants, nor do they in many cases care to order even for immediate necessities. There is, it is true, some orders being placed for late spring and early summer deliveries, but these are only in such lines as have to be ordered ahead in order to get delivery, but neither wholesalers nor retailers have any inclination to do much in a speculative way. There is the ordinary demand from lumbermen for their staples, such as ropes, chains, etc., but even they seem to be cautious in placing orders, and if their business is placed as up to the average, it is as much as can be said. From Manitoba and the North-west conflicting reports come. Some sections of the country advise that a very fair business is doing, although from no part do we hear that money is plentiful. Trade in Southern Manitoba is not regarded as satisfactory, but in other parts the feeling is perhaps better.

Money continues to come in very slowly, and to judge from the remarks of wholesale merchants they are not at all satisfied with the manner in which retailers are meeting their liabilities. Yet considering the present condition of trade it might well be questioned if anything better could be done. In no lines of trade, are things satisfactory this year, and there are merchants engaged in other branches of business who are less able to meet their liabilities than retail hardware merchants. There is little disposition, however on the part of the wholesale trade to press customers; indeed, unusual leniency is being shown, and it is perhaps just as well, as severe dealing with dilatory customers at the present time would probably result disastrously all around.

Advices by cable indicate an improved tone to the speculative branch of the English market, and state that the depressing influence of the late failures in Glasgow has nearly all disappeared. Scotch warrants have advanced to 54s. and Middlesbrough to 55s. 4½d., or 3s. and 5s. respectively above the lowest point touched during the month. All manufactured iron is very firm on the other side, notwithstanding the late depression in warrants. Exports of pig iron from Great Britain to the United States during January were 9,000 tons, against 10,000 tons during the corresponding period last year. Of the market on the other side of the water, the London Economist says as follows: "The speculative position, however, is still unsound, as certain dealers are paying onerous rates for accommodation. Makers are beginning to cut prices substantially, for they

MARKETS—Continued

find no new business coming forward at the high prices lately quoted, and certain of them also find that the store iron is proving a strong competitor, owing to the great fall in warrants. The deliveries from Comal's yards continue on an unusually large scale. There is hardly any iron being shipped from Middlesbrough to Scotland, so that at present the consumption of Scotch iron in Scotland is heavier than it has been for a long series of years. Unfortunately for the trade, shipments are very light, and there are no orders on hand to indicate an early expansion in that direction. The fuel and the labor questions are giving cause for great concern. Coals are dear and far from abundant, because of the restricted quantities sent to bank by the colliers, and the latter are agitating for a $12\frac{1}{2}$ per cent. advance in wages. Makers maintain that at current warrant prices iron cannot be made, and they affirm that if in face of a lower market and declining demand the men proceed to extremities, there will be no other alternative left but to damp down furnaces."

The local market for minor metals has been entirely featureless. The English markets have been somewhat firmer, but this has not affected the market here, as there is not enough business doing locally to make any outside change felt here.

There has been more or less activity in lead this week, the English market fluctuating considerably. The market took a drop early but recovered somewhat yesterday (Thursday). The advance has been about 15s. over the price of Tuesday last.

There has also been an advance of £1 5s. in sheet zinc over last week's drop, but the market here has not been affected by this change.

The London copper market has been rather irregular lately. It advanced last Monday, but afterwards eased off, closing at £47 17s. 6d. spot, and £48 10s. futures. There are few speculative orders on the market at the present time.

Tin in London closed rather firmer at £91 12s. 6d. spot, and £92 5s. futures, although lately it has been depressed and weak, declining upon cessation of purchases for America, and going still lower under the influence of the "bear" party's effort to depress prices. The fall was assisted by the weakness of the iron market, and decline in prices of warrants.

For tin plates there has been little demand. American buyers refuse to pay the prices asked. Makers have held general meetings and several finally agreed to close their works during March, and to continue like stoppages at intervals, is necessary to reduce the output. Makers appear determined and put on a bold front, hoping to change the "bear" tactics of merchants. Several large firms, however, refuse to join in the movement. Exports to United States last month were 23,000 tons, against 28,000 tons in January, 1889. The stock of plates at shipping ports has further increased and amounts now to about 504,000 boxes, against 269,000 boxes on hand at the corresponding period last year.

Window glass in this market is very firm at the late advance. The advance in the price of American window glass that was made by manufacturers last week is the third advance that has been made this season, but the present list is still 5 to 10 per cent. below the prices current a year ago.

For paints and oils, prices have not changed this week, and the same as previously noted. A moderate business is doing on the whole, the demand being principally for prepared paints for spring delivery. Travellers report that they are doing quite an average trade in prepared paints, but that in all other lines business is exceedingly quiet. White lead is especially dull and is quite featureless, and the movement in linseed oil and turpentine is limited, at previous figures. English advices state that linseed oil continues in good request and prices are firm, while turpentine has been rather weak. Whiting has made a considerable advance, being now quoted at 95c. to \$1. This is an advance of about 30c. per 100 lbs.

NEW YORK MARKETS.

NEW YORK, FEB. 20, 1890.

There has been some increase in sales of American pig iron in this market the past few days; the first sales of Scotch pig of any importance for some time past are also recorded, and in ferro-manganese there have been quite extensive transactions; making altogether a contrast with the inaction that has been conspicuous previously since the middle of last month. Nothing in the nature of general improvement is visible, however, and the increased transactions referred to, except those in American pig, may be traced to special causes, the chief of which is comparatively low prices. The demand for steel rails has not increased, nor has the inquiry for steel in other forms; and no facts come to the surface showing any improvement in orders for the iron productions of rolling mills or foundries. In other words, the leading industries in which crude iron is largely used are securing fair orders to replace those that are being filled, and, whilst the general impression is that there will be a change in this particular before long, consumers adhere to a very conservative course at the present time. Values, therefore, show irregularity more or less in buyers' favor.

Low prices on stock formerly held by a suspended Glasgow firm have led to some business in Scotch pig iron. About 300 tons Eglington and Dalmellington have been purchased at \$21.50, \$22.50. There has been slightly more interest in the better brands also, which are now quoted at about \$26 for Coltness, and \$25.50 for Summerlee.

Apart from the 11,000 tons of 35-lb. section sold by the Illinois Steel Company to a Canadian railroad company, nothing in the way of recent important transactions in steel rails was spoken of in the trade. Small sales and small enquiries are about all that appear to be on the market, and \$35 for standard sections is undoubtedly the full rate at Eastern mills. The official report shows that there had been sold by the various manufacturers (the Alleghany excepted) for this year's delivery a total of 803,679 tons of 50-lb. and heavier section rails up to the 1st instant. The Alleghany Company's business and the sales of light sections, it is believed, will bring the grand total close up to 1,000,000 tons. Steel billets and slabs are quoted at \$35 and \$36, according to location of works, and wire rods at \$51, with a fair business in moderate sized lots. It is stated that one mill, whose wire product is largely exported and thereby receives a rebate of duty, is figuring on foreign billets. Otherwise little attention is given foreign steel. Rods cost about \$53 and \$54 laid down here.

TIN.

The spot supply of pig tin and the greater portion of that due to arrive within the next thirty days is said to be closely controlled by Cliff street merchants. Prices for the metal have therefore been run up to a higher point, quite independently of the course of prices in London and regardless of the efforts of the "bear" element here to play a game of their own with futures. Sales were made of good-sized lots at \$20.70 and \$20.75 spot, and \$20.65c. was said to have been offered for 100 tons. Since our last report about 150 tons for February, March and April delivery have changed hands outside of the Metal Exchange, terms private. On the Exchange there have been sales of 10 tons spot at \$20.70, and 10 tons at \$20.30 for April. The spot prices at the close were \$20.75 and \$20.80 for round lots, and \$20.85 and \$20.90 for jobbing quantities.

COPPER.

Copper has undergone no material change the past few days. There are buyers of Lake Superior ingot at $14\frac{1}{4}$ c., and sales of wire bars were reported at $14\frac{3}{8}$ and $14\frac{1}{4}$ c. Small operators are still endeavoring to make an impression by offering at $14\frac{1}{4}$ c. in Philadelphia, but the extent of their holdings appear to be about 50,000 lbs. The mining companies quote $14\frac{1}{2}$ c., and $14\frac{3}{8}$ is evidently a close trading price at the moment. Casting copper is quoted at $12\frac{3}{4}$ c. as to brand, with little doing.

LEAD.

Pig lead has remained very quiet, and the market is without sign of the slightest change

FRANKEL BROS.

WHOLESALE DEALERS IN

SCRAP IRON,

Rails, Metals, Cotton Waste, etc.

OFFICE AND YARD: }
82 to 88 GEORGE ST. } : Toronto.

Telephone Number 1204.

SCRAP IRON.

WE BUY AND SELL all kinds of Scrap Iron for the purpose of re-melting and rolling.

RAILS.

WE BUY AND SELL all kinds of Rails, either for scrap or relaying.

METALS.

WE BUY AND SELL Copper, Brass, Lead, Zinc, Rubber, etc., in any quantity.

COTTON WASTE.

WE SELL Cotton Waste (white and colored) for the purpose of cleaning and wiping machinery and packing car boxes.

OUR QUOTATIONS ARE ON A CASH BASIS.

TO THE PUBLIC.

We also make a specialty of buying OLD LOCOMOTIVES, OLD STEAMBOATS, BURNT SAW MILLS, BURNT GRIST MILLS, Etc.

NORTHEY & CO., - TORONTO, ONT.

MANUFACTURERS OF
SINGLE AND DUPLEX

Steam and Water-Power Pumps

FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP CONDENSERS

FOR ATTACHING TO

High Pressure Steam Engines,

MARINE AND STATIONERY.

GREAT ECONOMY

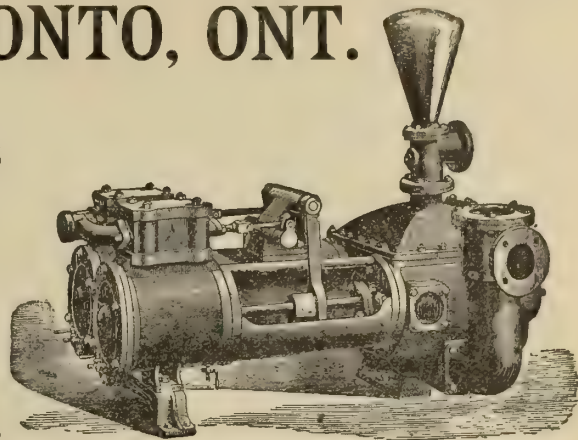
—IN—

FUEL AND POWER

GUARANTEED.

Prices and particulars on application.

OFFICE AND WORKS: Corner Front and Parliament Sts.



MARKETS—Continued

in any particular. There are sellers at \$3.80, deliveries running 30 days ahead, and \$3.75 appears to be the best offer on round lots.

SPELTER.

Spelter stands at about 5¼c. for ordinary brands of Western common. Late extensive purchases have supplied consumers' wants in a great measure, and the present demand is chiefly for single carload lots.

TIN PLATE.

Tin plate has been selling in somewhat more liberal quantities for both prompt and future delivery, and the market is decidedly firmer in tone.

MONTREAL

MONTREAL MARKETS.

FEBRUARY 20, 1890.

The general characteristics of trade that have been already noted have undergone no material modification, the various markets having retained former features. There has been a fair degree of activity on spot for this time of year and some show of greater interest on the part of buyers regarding their future requirements. Consumers and producers, however, are apart as to prices and the question to be settled is, which can hold out for the longest period.

IRON AND HARDWARE.

Trade has been fairly satisfactory, and although not active, about equals expectations. Pig iron has continued to manifest symptoms of weakness but, in view of light stocks, sellers profess not to be anxious. A block of about 200 tons Gartsherrie was reported

sold at \$25.50, which is a decline of \$1 per ton from the opening of the year. Summerlee is nominally at \$27. The finished iron market has been inclined to ease off. Canadian bars have sold off to \$2.40 for good sized lots, with nominal figures up to \$2.50. Foreign bars \$2.70, \$2.75. A few moderate orders for bars, hoops, sheets, bands, etc., have been placed on the other side for spring delivery here, but as makers claim to have a large home demand to satisfy comparatively little has been done for shipment to this side. Tin plates have remained about the same but transactions at below former quotations have been effected. I. C. charcoals have sold down to \$4.40, \$4.50, with cokes at \$4.25. Canada plates quiet at \$3.15. In metals there has been an unsettled feeling and prices have eased off to some extent. Ingot tin has been dealt in at 23c., 24c. Copper easy at 14¼c., 14½c. Zinc 6½c. and spelter 6¼c.

NAILS.

No change has taken place in nails. Business has continued very quiet and will likely remain so until freights are lower. Meantime manufacturers are stocking up for the spring trade, when many dealers will be filled as soon as freights are cheaper. Prices have remained steady on the basis of \$2.75. Horse nails quiet. Horseshoes in small request at \$3.65 per keg for round lots and \$3.75 for smaller quantities.

CUT NAILS.

2 dy @ 60 dy, hot cut, per keg	....	\$2 75
10 dy @ 9 dy, " " "	....	3 00
8 dy @ 7 dy, " " "	....	3 25
6 dy @ 5 dy, " " Am. pat	....	5 50
4 dy hot cut, per keg, " "	....	4 25
3 dy fine hot cut, per keg, Am. pat.	....	2 75
3 dy @ 5 dy, cold cut, per keg	....	3 25
4 dy, cold cut, per keg	....	3 75
3 dy, fine hot cut, Am. pat.	....	5 65

STEEL CUT NAILS.

10 dy @ 60 dy, per keg	.....	\$2 85
8 dy @ 9 dy, " " "	.....	3 10
6 dy @ 7 dy, " " "	.....	3 35
4 dy @ 5 dy, " " "	.....	3 60
3 dy, per keg	.....	4 35
3 dy, fine, per keg	.....	5 85

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 75
4 dy @ 5 dy, per keg	.....	4 00
6 dy @ 7 dy, " " "	.....	3 75
8 dy @ 9 dy, " " "	.....	3 50
10 dy @ 30 dy, " " "	.....	3 25
Cut spikes, " " "	.....	3 90

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	.....	\$5 15
1 " " "	.....	4 75
1 ½ " " "	.....	4 45

Finishing nails 75c. per keg over same size hot cut, viz., from \$6.60 for inch to \$2.65 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.60 for 1-inch to \$3.40 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$7.10 for 1-inch to \$3.90 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Ferns—M brand 50 per cent. discount, for small lots. P. B. & Co. brand 50 per cent. of list for small lots. Large lots 50 and 10 four months, with 5 per cent off for cash in 30 days.

CEMENT AND FIRE BRICK.

Spot business has been of moderate dimensions at steady prices. Considerable orders have been placed abroad by the big importers but consumers so far have shown little inclination to provide for future wants. Cement on spot may be quoted at \$2.60, \$3, as to quantity and quality. Fire bricks on spot have met with a fair demand at \$25, \$30 per 1000 as to brand.

GLASS.

Trade has been of small volume and quiet character and no change has occurred. Prices are firm, first break \$1.65, second \$1.80, third, in 100 feet cases, \$4.

FILES AND RASPS

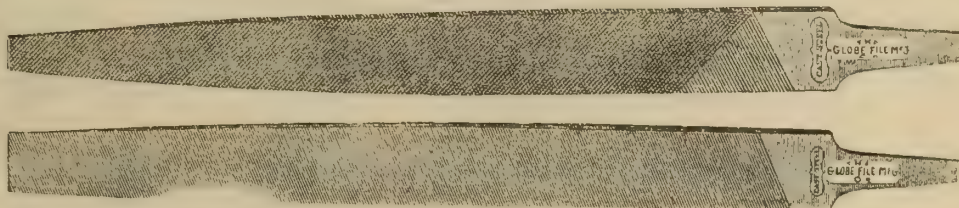
(Of every description)

Made from superior
quality cast steel

(TESTED AND WARRANTED)

GLOBE FILE MFG. CO.

Port Hope, Ont.



Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont.

MONTREAL Markets continued.

PAINTS AND OILS.

Paints have a firm tone with business fair for the season. Choice brands \$6.75, \$7, No. 1 \$5.50, No. 2 \$4.75, No. 3 \$4.50, dry white lead 6¼c., and red do. 4½c., 4¾c.

Turpentine has had the usual demand at 65c., 66c. Linseed oil has not improved. Jobbing prices may be quoted at 61c., 62c. for raw, and 64c, 65c. for boiled.

Messrs. James Sclater, Richard Horsman and George Tuck have registered a partnership as dealers in railway, mills, steamboat and engineers' supplies under the name of Wm. Sclater & Co.

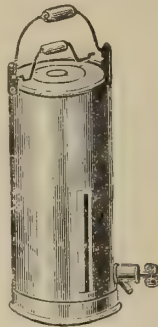
Mr. G. E. Drummond, of Drummond, McCall & Co., iron and steel merchants of this city, was married on Thursday to Miss L. F. Cockshutt, daughter of Mr. J. Cockshutt, Brantford. The ceremony was performed at the residence of the bride's father by Rev. Dean Carmichael of Montreal, in the presence of a large assembly of friends of the two families. The bride looked charming in a heavy corded cream silk. The happy couple left upon their honeymoon trip for Old Point Comfort, Virginia. We fling an odd slipper after them.

"It needs no long experience to convince any one that men engaged in active business need all the information they can get to manage their concerns with success."—Freedley.

Messrs. Fortye & Phalen, hardware merchants, are young men of the pushing stamp who have identified themselves with the business interests of Peterboro. Their store, one of the largest in the town, is located centrally, both for local and transient or farmers' trade, and consists of three flats and a basement. The first floor is very commodious and convenient for business, and contains a full line of shelf hardware from the finest brands of cutlery to the coarsest steel bar. The second floor con-

tains a full line of the best imported glass and glaziers' material. Their importations this year will be largely, if not wholly, of the Pilkington brand of the Toronto Plate glass Importing Co. The third floor contains bent goods of all descriptions, hubs, spokes, wheels, etc., for the carriage trade. In the rear are sheds or stalls for bar iron and steel of all lengths and sizes. Messrs. Fortye & Phalen speak of the dulness in trade consequent on the unseasonable weather this winter, but look for a brisk spring trade.

MILK CAN & CREAMERY TRIMMINGS AND BODY STOCK.



We are prepared to promptly supply these goods this season in any quantity--Flat or corrugated centre hoop.

We make and supply everything used by Stove and Tinware Dealers.

Write for Prices and Discounts



The McClary Manufacturing Co'y
LONDON, TORONTO, MONTREAL, WINNIPEG.

TABULAR STEEL BOW SOCKETS FORGINGS CARRIAGE AND DROP.

The undersigned is now manufacturing full lines of

CARRIAGE :- -: HARDWARE,

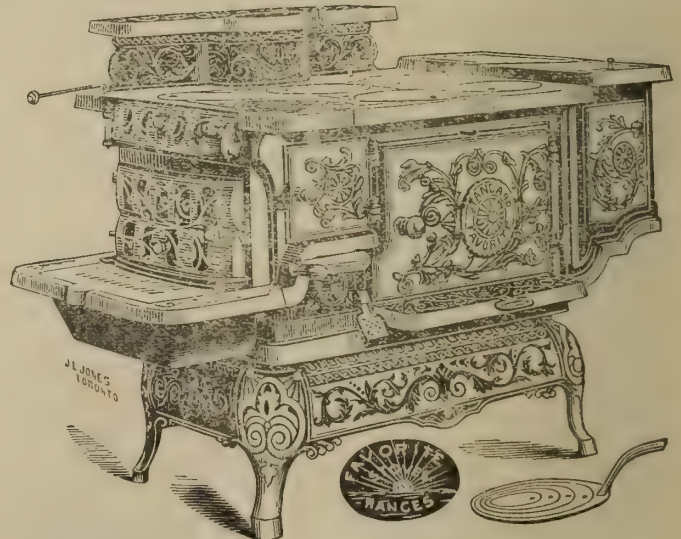
And in addition to these is prepared to MAKE ANY LINE OF FORGINGS.

Do not forget that STEEL TUBULAR BOW SOCKETS are now manufactured by me, and supplied promptly.

DIE MAKING A SPECIALTY.

GEO. GILLIES,
Gananoque, Ont.

The Standard Favorite



Is the Peer of Cooking Ranges.

600

Sold first season and every one giving unqualified satisfaction.

Live dealers everywhere are securing the exclusive sale in their various localities. Manufactured only by

CHOWN & CUNNINGHAM,
11 FRONT ST., TORONTO.



A SMART SALESMAN.

I got onto something the other day that makes me think it's hard to know when a fellow is square now days. We had a chap working for us we tried to treat kind of decent, but it seems he was on the make so much that it would have been better to have watched him a great deal closer than we did. There is an old saying that "Murder will out," and it's mostly always the case that a tricky chap will be found out sooner or later. The way we found this fellow out was queer. Along last fall we bought a nice heating stove for a sample, but concluded not to handle them, so we didn't try to sell it. As Christmas was coming on we gave all the chaps working for us a little Christmas present, and as we knew this chap wanted a new stove in his house, we asked him how he would like to have that one. It was just what he wanted for his house, he said, and he was mighty glad to get it, as the one he had was played out, so we made him a present of it. And it done us good to hear him brag every week or so how nice that stove was, until we began to think we made a mistake in not trying to sell some of them. Last Sunday Eliza Jane and me was invited to dinner to some folks that lived out on the edge of town, and one of the first things I see in that house was a stove just like the one we gave our man. So I thought some other dealer had been smarter than we was, and had sold them that stove. When I come to ask where they bought it, I was more surprised to be told that they had bought it at our store. I never let on but what it was all right until I got to the store next morning, when I opened up on that slick chap, and found out the whole business. He'd sold

that stove right out of our store after it was given to him, and got the money for it, and instead of having it taken to his own house he had it delivered at the other place. And by doing that he'd not only sold the stove we gave him for a present, but cheated us out of the sale of another stove, and perhaps we never would have found it out if we hadn't went visiting that day. It didn't take long to follow up some more of that fellow's tricks, and so we gave him our blessing and let him go.—The Travelling Tinker in Stoves and Hardware.

KITCHENS OF NOTABLE PEOPLE.

The stove, whether for heating or cooking, is an article of furniture seldom found in the residences of wealthy people. Stoves, to be sure, are a great improvement on the open fires and old-fashioned ovens, with which our forefathers were familiar, but they have been surpassed by still other means of heating and more elaborate apparatus for the equipment of kitchens. In the larger and more expensive class of buildings steam and hot water boilers are superseding the hot-air furnace, and what is known as the French range, in all its wonderful completeness, is used in place of the cook stove and ordinary set range. The great demand, comparatively speaking, for what may be roughly classed as stoves comes from the newer sections of the country, where wealth has not yet concentrated and where a less luxurious population is satisfied with simple heating and cooking appliances. It is in the large cities, especially where rich people congregate, that we find houses fitted with elaborate steam and hot water systems and kitchens where fixtures alone would cost as much as a modest country dwelling. In every big city there are a few residences containing every luxurious appliance that money can buy, still more that are completely furnished with moderately expensive appliances for heating and cooking, while the remaining dwelling houses, comprising by far the larger part of

the city's buildings, are fitted with the cook stove and furnace, the cook stove and heating stove or the cook stove alone. There is a like variation, though in less degree, in the furnishing of houses in the small towns and in the country districts. Stoves are designed primarily to meet the wants of the more primitive populations, and out in the wilderness we meet specimens of the simplest and plainest design. As we approach civilization again the stoves take on a little more pleasing construction, until finally in the centres of population we find these useful appliances beautified out of all resemblance to their crude but sturdy brethren of the frontier. Stovemakers recognize the fact that the wealthy require heating appliances that shall be at once efficient and pleasing to the eye, and by the skillful application of ornament and the introduction of artistic designs thus have created a demand for their products among those who otherwise would have adopted exclusively the more modern means for heating and cooking.

In order to show the world what is to be seen in the kitchens of some of the houses of well-known families of the metropolis, a representative of the press visited a number of them just prior to the holidays, made sketches of what he saw and gave his impressions to the reading public.

The most spacious private kitchen in New York is that of Cornelius Vanderbilt, at 1 West Fifty-seventh street.

The floor is laid in small squares of brown and white marble, the walls are of pressed brick and the whole of one side and end is filled with closets. Through the glass doors one can see upon the shelves every sort of utensil which the most exacting housekeeper could desire. This kitchen is beautifully lighted, as it is in the front part of the basement, on a level with the street, and has two very large stained glass windows. The chef is a pleasant young German, who is evidently proud of his position. The range employed is a large one and has a capacity for



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Milk Can Trimmings, Creamery Pail Trimmings.

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nearly 1,000 people. Ten servants attend to the preparation of the food while the chef does the cooking. The dishes used are of copper, and in reply to the query why this was so the chef said, as he lifted the cover from a large baking dish, "Because copper is cleaner than anything else, and it holds the heat better. You cannot brown meat in anything else as you can in copper. Now, this is for a roast. You see this cover fits closely. I prepare the roast—say it is a turkey or a little pig—and I put it inside this dish and shut it up tight. I do not open it again until it is done. I only turn the dish over about once in ten minutes. I can very easily tell when it is done. In the first place, I have my oven at exactly the right heat. You see, here is an indicator that tells me just how hot it is"—pointing to a tube just inside the oven door. "Then I weigh the roast, and allow just 15 minutes to a pound; at the end of that time it comes out crisp and brown, done to a turn, with all the flavor and all the juices retained. Not even the steam can escape. That is the only way to roast a Christmas turkey."

Everything about the kitchen is in proper order, while the great range, with its six broad fire-places and great copper roof, sinks, tables, floor and all are as clean as can be. Even the blonde chef's white linen suit is as spotless as snow.

Mrs. Cleveland's kitchen is a sunny place, and is favored with visits from its mistress oftener than most of the others which have been mentioned. The cookery is very simple and is done by a broad-shouldered Scotch woman.

"We will hae turkey and Christmas pudding on Christmas day," she said. "But nae company; th' master does nae like company on holidays."

The range and tinware in the kitchen shone like French mirrors.

The dining room has the quaint admonition carved over the great oaken fireplace:

"Some hae meat an' canna eat,
And some wad eat that want it;
But we hae meat an' we can eat,
An' sae: 'The Lord be thankit.'"

—Metal Worker.



HEATING AT RIDEAU HALL.

From a statement made before a committee of the House of Commons in Ottawa last week it appears that it requires fourteen hot-air furnaces, fifteen base-burning stoves, fifteen box stoves, twenty-three open grate stoves, thirty-eight fire-places, three cooking ranges, two bake ovens, altogether 110 heating apparatuses to keep Rideau Hall, the residence of the Governor General, warm in winter.

If such a statement had appeared outside of Parliamentary documents it would have been treated as a huge joke at the expense of those who have such matters under control, but when we find it is vouched for by Mr. Hutchinson, the man who has charge of this department of Rideau Hall management, we must accept it as true.

Is there any sane man in this country that would attempt to warm a private or public building in such a dangerous and expensive manner as this Government building is now heated?

Mr. Hutchinson in answer to an enquiry stated that the building was not very warm with all this array of heating apparatus. The engineer upon whose advice the Government

adopted this style of heating Rideau Hall should retire in favor of some one who understands the business.

The present system is needlessly wasteful in fuel. The attendance must be costly. There is no need for putting the country to the expense of keeping up 110 fires for the comfort of the Governor General and family when a better system can be put in, that will heat the building with less fuel and attendance and give more pleasure and comfort to the occupants than the antiquated plan now in use. The proper method of heating a building like Rideau Hall is with steam.

PORTABLE versus BRICK SET FURNACES.

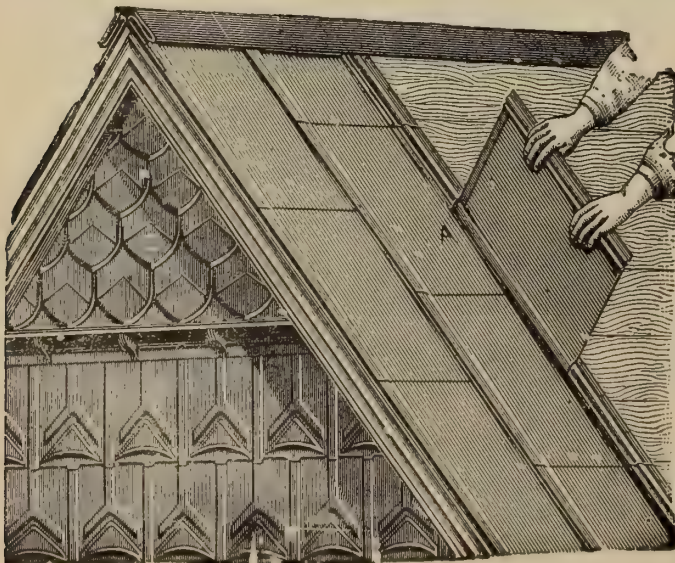
The opinions of furnace men differ as to the respective merits of the brick set or portable hot-air furnace. In this city the portable furnace is the rule and not one furnace in one thousand that is set up here is encased with brick. It is said by those who have been engaged in the trade in the city of Buffalo that more furnaces are there set in brick work than are set up encased with iron, or as they are called, portable. There must be some good reasons to advance on both sides of the question, or we would not find, in large cities like Toronto and Buffalo where there must be a number of furnaces,

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HARDWARE PARTNER WANTED—Active or silent, with \$5000 capital, in a well established and growing trade, consisting of housefurnishing hardware, dairy supplies, and utensils, stoves and furnaces, and a general jobbing and tinners' building trade. Location, one of the best towns in Canada. To a silent partner 10 per cent. annual dividend guaranteed. Apply, X. Y. Z. Hardware office. 42

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ANY ONE CAN PUT IT ON.

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The Canada Galvanizing and Steel Roofing Company
22 LATOUR STREET, MONTREAL.

men of large experience taking opposite views upon this question.

The portable hot-air furnace is a comparatively modern invention, and, so far as this part of the country is concerned, has only been generally used during the last few years. Previously brick set furnaces were used almost entirely. The advocates of portable furnaces give as reasons for adopting them, that they are cheaper to build, take less room in the cellar, are easily taken apart for repairs, can be removed a few feet if necessary without taking furnace to pieces, present a neater and more compact appearance, and when double cased as they should be with tin, do not radiate any heat in the cellar, and having a smooth bright interior casing, no resistance is offered to the free and easy flow of the warm air, thus ensuring a better working apparatus.

On the other hand the advocates of brick set furnaces claim that they present a more solid appearance, will last longer than furnaces encased with iron, that they do not radiate as much heat in the cellar as the portable, that they will give a larger volume of heat to the registers than a portable furnace of the same capacity.

Furnace men, like doctors, will differ in their opinions on this matter, but there is no getting over the fact that portable furnaces are doing good work and giving the utmost satisfaction, that is, they are warming the

same amount of space with the same consumption of fuel as the brick set furnace. They have been tried long enough to prove their durability, then when this is the case, and when it can be shown that they cost less money to construct and have the other desirable features mentioned to commend them, why should men still insist upon using the brick encased furnace? They may have good and sufficient reasons for doing so that we have not been informed of, but all information in our possession goes to show that the portable furnace has the advantage.

We have a very distinct recollection of some of the old style of hot air furnaces in use some twenty to thirty years ago, that might if described prove interesting to readers engaged in this line of trade.

One of these was constructed to burn wood, and consisted of a heavy box stove six feet long, and would weigh about seven to eight hundred pounds, this was built into a large brick chamber with the front flush with the end wall so that it could be fed easily. Smoke pipes seven inches diameter connected with the cellar on the top of stove were run forward to the front and then back several times, so as to retain the heat from the pipes as long as possible in the brick chamber; and it may be mentioned that this chamber was large enough to allow two men to walk around easily, and remove the pipes for repairs and cleaning. A large opening

in one side to draw air from the cellar was the only cold air inlet.

These furnaces seemed to give satisfaction in those days, perhaps because people did not know any better, but we doubt very much if satisfactory work could be got out of them these days. Truly the furnace trade has not stood still; what improvements may we expect in the next twenty years?

STEAM AND HOT WATER HEATING LITERATURE.

So little has been written upon heating by steam and hot water circulation, and, if we may say it without offense, so little comparatively speaking is known of the principles governing the generation of steam and the circulation in boilers and pipe systems of heated water, that all who are anxious to acquire knowledge in this field read every bit of steam and hot water literature that they can lay hands upon. The information acquired by such a desultory course of study is not always of much value, and the practice may in fact result in more harm than benefit, unless the reader has some knowledge of fundamental principles to render him critical. We make this statement advisedly, for we have too often met with the most absurd statements in treatises that should have been free from error. The catalogues and pamphlets issued by manufacturers to bring

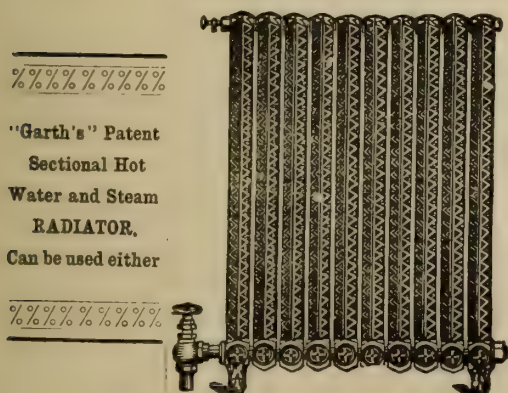
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Polished Copper, -	\$2 25	\$2 50	\$2 75	\$3 50
Polished, nickel-plated, -	3 00	3 25	3 75	4 50

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their heating apparatus to public notice usually contain more or less general information concerning steam and hot water, and in many instances these little books contain excellent treatises on one or the other system of heating. When compiled by intelligent men of practical experience, the result is a valuable and trustworthy book of reference, but when written by men whose only qualification for the work is a few years spent in the heating business or in pipe-fitting, the pamphlets, as might be expected, contain much unreliable instruction. It is particularly unfortunate when these publications are issued by reputable manufacturing concerns whose names carry a certain weight of authority, for the readers are less critical in such cases and may receive false notions that will require years of after study to obliterate.

THE OUTLOOK FOR THE PLUMBING TRADE.

It is not too early in the year to attempt an estimate of the plumbing trade that is to be done in the coming season. Already contracts are being taken, and tenders for large ones are being asked for. The discernible features of the prospect warrant the opinion that this will be a good year for the trade. First, there is a large amount of building to be done. Very much of the real estate which has lately changed hands in the city will be built upon before next December. Builders are beginning their season with long lists of contracts ahead of them. In the next place, fewer cheaply-constructed houses will be put up. The men who reared the majority of the frail houses that went up last year and the year before, are now out of the business. They were mostly speculating builders, who first bought the land and then put a house upon it. They aimed to make both land and house sources of profit. They therefore put up buildings generally of inferior construction. Sometimes, very often, they failed, having paid only a small amount on the land, and having got money to build, on the strength of their small equity in the land, from trust and loan societies. The latter advanced money on the prospect of the real estate going up. They found, however, in

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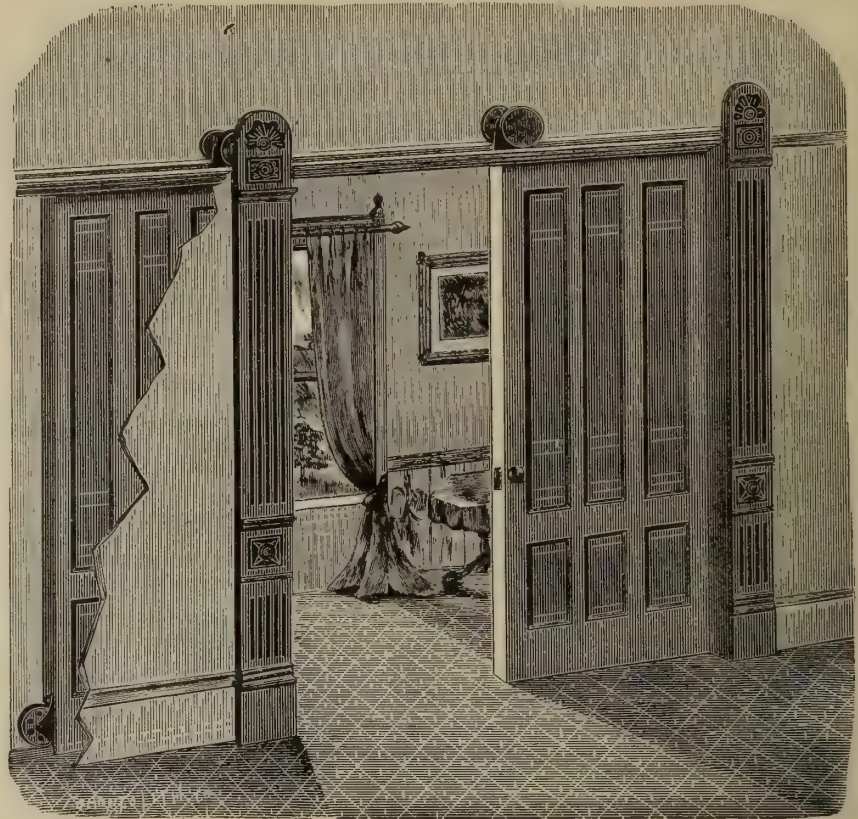
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Common Sense Sliding-Door Hangers.



Doors Equipped with this Hanger Are suspended at the upper front corner and supported or rest upon a single roller secured to the lower inside corner, perfectly balanced, moving easily.

Common Sense Hangers can be applied to doors that have been hung with any other hanger without removing the plastering, woodwork, or any of the sheathing of the pockets, or creating any muss whatever.

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many cases that the nature of the building put up depressed the value of the land under it. They now require a large paid-up interest in the land before they will advance money to build, and they require further a better class of work done in the building. The first of these conditions is a source of security to the plumber, and the second tends to supply him with a better and more paying class of work.

In the two circumstances—first, that there will be much building, and second, that the building will be of a better class—there is ground for expecting that plumbers will make some money this year. A third undetermined circumstance is how they purpose doing business. If under-contracting is to be the policy of as great a number as it was last year, then no matter how great the amount or how superior the character of the work, it will pay nobody. We imagine there were few Toronto plumbers made anything last year. There were too many among them over-eager for contracts. But if plumbers are determined to make their work pay, then this year they have a chance. There is plenty of work for all of them, and pay for doing it, if they agree to do it in a rational way.

Spring is the season when low bids for contracts are most numerous made. After a winter of comparative idleness there seems to be a notion that a contract can be taken cheaper than at any other time of year. It

is believed the work will come in to be done just the moment the frost is out, and therefore falls to be done at a time when there is little else to do. It can therefore be done cheaply, it is supposed, because it launches the plumbers fairly upon the season, and before the notice of all who are building. But the work comes to be done just when the other party to the contract wants it, which is usually in the midst of the busy season. Right in the harvest of the trade a man ought to be making money, but too often finds himself loaded up with cheap contracts. Let no man begin the evil this spring. Put a proper value on your job. If you cannot get what will pay you, you are better without the job.

PLUMBING AND HEATING.

Tenders are now being received for heating and plumbing the new Upper Canada College building at the head of Avenue Road in this city.

The Globe Publishing Co., of this city is now asking tenders for the overhauling of the plumbing in the building on the corner of Melinda and Yonge streets, which the company will shortly occupy. The job will be a large one.

Tenders are being sent in for the plumbing of a large block of new stores that is going up on College street, Toronto.

There are numerous homes in construction in the residential quarters of this city, for

which the plumbing and heating are now being looked after.

Mr. W. J. Guy, president of the Toronto Plumbers' Association has a good list of contracts already for the spring trade. Some of the chief ones are, an hotel on the corner of Strachan Ave. and King st., some large residences on Beverley st., three or four spacious buildings in Parkdale, and several good sized houses in Chester. Mr. Guy begins the season with the firm determination to get fair pay for his work, and to make the work deserving of good pay.

London Iron, in an article on the condition of business in England, says: "In nearly all departments there is as much work as can possibly be got through, and a large call from across the Atlantic, added to the present pressing requirements from home and from abroad, would lead to an utter disorganization of business. There have been times when immense shipments of English pig iron have been made to the United States. If we had a return of a shipping boom of that sort concurrently with the existing scarcity of English coke, how could we meet it? In fact, so far from England being likely to export steel-making pigs in any large quantity this year to America, there are not wanting authorities who state that they would not be surprised to witness a total reversal of the usual conditions of trade, and before long to see America actually sending large quantities of pig iron to England."

WHOLESALE HARDWARE STOCK

OF

Wm. Thomson & Co., 20 & 22 Front St. West.

Commencing Monday, 17th inst., we will offer the above stock to the trade and in lots to suit purchasers, till Friday, 28th inst. Intending buyers will please make their selections early, as removal after date named is necessary. Prices and terms satisfactory. Glass cases and fixtures for sale. Closed Saturdays.

M. & L. Samuel, Benjamin & Co.

30 FRONT ST. WEST.



The above Brand of Lead
Requires no Association Guarantee.
It is the STANDARD of the Dominion for
Purity, Fineness and Whiteness.
WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

Williamson and Lambe STORAGE.

54 & 56
Wellington St. E.,
TORONTO.

RUBBER STAMPS

ALL KINDS OF
Rubber and Metal Stamps
AT LOWEST PRICES. Write for Prices
The Hardware
Publishing Co.,
6 Wellington St. W., Toronto.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	24, 25c
Straits 100 lb ingots	24, 25
Strip	26, 27

Tin Plates—Charcoal Plates, Bright.

Bradley Grade—	Per box.
I.C., usual sizes	\$6 00 \$6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & Ynis Grade—	
I.C., usual sizes	5 25 5 50
I.X., "	6 25 6 50
I.X.X., "	7 25 7 50
L.XXX., "	8 25 8 50
D.C., 12½ x 17	4 75
D.X., usual sizes	5 75
D.X.X., "	6 50 6 65

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 50 4 55
I.C., special sizes	4 65 4 75
B.V. Grade, I.C., usual sizes	4 50 4 65

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 50 8 75

Charcoal Tin Boiler Plates.

Bradley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	6½c 7c
" 14x60, "	
" 14x65, "	

Iron and Steel.

Common Iron, per 100 lb	\$2 60
Refined " "	2 81 2 95
Horse Shoe " "	2 85 2 95
Band " "	3 25
Hoop " "	3 25
Swedish " "	4 00 4 50
Nova Scotia Bar iron	3 00
Sleigh Shoe Steel	2 75
Machinery, Tire Steel	3 25
Best Cast Steel, per lb.	0 13 0 14
Russian Sheet	0 11 0 12
Tank Plates	2 25 2 50
Boiler Rivets	4 75 5 00

Boiler Tubes.

2-inch	13c
3-inch	18½

Boiler Plate, ½ inch	\$3 50
" 5-16 "	3 35
" ¾ "	3 25
Sheet Iron, 1 to 20 gauge	3 25
" 22 to 24 "	3 50
" 24 to 26 "	3 50
Canada Plates, Blaina	3 50
" Boars Head	3 75
" Maple Leaf	3 50
All Bright	3 50
Galvanized Iron, Queen's Head—	
16 to 24 gauge, per lb	5, 5½c
26 gauge, "	5½, 5¾
28 " "	5¾, 6¼
Galvanized Iron, Gordon Crown—	
16 to 24 gauge, per lb	5½, 5¾
26 gauge, "	5¾, 6
28 " "	6, 6¼

Note—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, ½ inch, per lb	42c
" 7-16 inch	51
Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—Ingot.

Lake Superior, per lb	0 15½ 0 16
Baltimore	0 15 0 16
English B.S.	0 15½ 0 16

Bolt or Bar.

Cut lengths, round, ½ to ¾ in	\$0 28 \$0 31
" round & square	
1 to 2 in	0 26 0 28

Note—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,	
16 oz, 14x48 and 14x60	\$0 19 0 20
Untinned, 14 oz, and light,	
16 oz, irregular sizes	0 20 0 21

Note—Extra for tinning, 2½ cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x

48 and 14x60 0 30 0 32

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 24
" 35 to 45 "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned, per ss	0 26
Spun	0 30

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 26
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge	0 21 0 25
" 27 to 30 "	0 23 0 29
" 30 and up	0 26 0 29
Sheets, hand-rolled 2x4 ft.	0 22 0 24

Zinc Spelter.

Foreign, per lb	0 06 0 06½
Domestic	0 05½ 0 05¾

Zinc Sheet.

5 cwt casks	0 06½ 0 06¾
Part casks	0 06½ 0 07

Lead.

Imported Pig, per lb	0 04 0 04½
Domestic	0 04 0 04½
Bar, 1 pound	0 05 0 05½
Sheets, 2½ lbs, per square ft,	
by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft,	
by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 27½ p.c. discount.

Note—Cut lengths, net price; ton lots 27½ and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 20 0 22
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Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	\$0 21 \$0 22
Other makes	0 20 0 21

Pure White Lead, ground in oil,

Associat'n guarantee, per lb.	\$6 06½
No. 1 Do.	0 05½
No. 2 Do.	0 04½
No. 3 Do.	0 04½

Prepared Paints.

(In ½, 1 and 1 gallon tins.)

Pure, per gallon	\$1 20
2nd qualities	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 09
Golden Ochre	0 06
French	0 05
Marine Black	0 09
" Green	0 09
Chrome	0 08
French Imperial Green	0 14

Colors, Dry.

Yellow Ochre (J.C.) in bbls, per lb	0 01½
(J.F.L.S.)	0 01½
Venetian Red (R.C.2)	0 01½
(1343)	0 02
English Oxides	0 03½
American	0 02½
Paris Green, per lb	0 19
Burnt Sienna	0 08½
Burnt Umber	0 06
Drop Black	0 12
Chrome Yellows	0 12
" Greens	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 70
Brown Japan	0 70
No. 1 Carriage	1 50
Gold Size Japan	1 40
Pure Orange Shellac	2 20
Hard Oil Finish	1 50

Linseed Oil (in bbls).

Raw, per gal	\$0 64 0 65
Boiled	0 66 0 67

Turpentine (in bbls).

Selected Packages, per gal	0 67 0 68
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Toronto Lead and Color Co.'s Paints.

Pure Pr'd Paints, ½, 1 gal tins, p. gal, 1 10	
Elastic	0 90
Metallic paints, for barns, in bbls	0 75
Carriage	qts, 60c; nts, 45c
" Top Dressing	60c; " 45c

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	0 05½
" No. 2	0 04½
" No. 3	0 04½

A. G. Peuchen & Co.'s Prices.

Paint Oil, boiled	0 35
Peuchen's Pure English Paint in 1, ½ and ¼ gals.	per gal 1 12½
Peuchen's Prepared Paint	1 00
2nd Quality Mixed Paint	0 75
Carriage Colors, quarts	0 55
Pure Lead, a guarantee	0 06½
Best White Lead	0 05½
No. 1 Lead	0 04½
No. 2 Lead	0 04½
Yellow Ochre	0 01
Golden Ochre, French	0 02
Extra Golden	0 03
Paris Green, pure	0 18
One pound package, pure	0 20
Cockson's Venetian Red	1 50
Best Vermillion	0 15
2nd Quality Vermillion	0 10
3rd	0 07
No. 1 Furniture Varnish	0 65
Brown Japan	0 65
No. 1 Carriage	1 25
Elastic Oak	1 25
Orange Shellac	2 00
White Shellac	2 25

Acme Paints.

Neal's Carriage, discount 40 p. c.	
English Oxide, by the barrel	0 02
American Oxide	0 01½
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p. c.	
Granite Floor, in tins, 90c, 47½c	0 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	
" Wagon and Imperial, list 40 p. c.	
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz	1 25
Acme Carriage Top Dressing, \$1 75 per doz	4 00 8 00

IIARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, discount 45 per cent.	
Rim Fire Military, net list.	
Central Fire Pistol & Rifle, dis 18 p. c.	
Central Fire, Military and Sporting, net list. B.B. Caps, discount 45 p. c.	
Wads.	
Eley's, per 1,000	\$0 25 \$1 60

Anvils.

Per lb	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	0 65 1 59
Pegging, " "	0 65 1 25
Brad, " "	0 85 1 60
" handled	3 60 7 30
Saddlers', " "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, " "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	7 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Light Brass Nos. 3 to 10	1 80 14 50
" Nos. 2 to 10	1 00 9 00

Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50

Cow.

American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 pc.	

Farm.

American, each	2 00 5 00
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House.

American, per lb	0 35 0 40
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Bel lows.

Hand, per doz	3 95 4 75
Moulders'	7 50 10 00
Blacksmiths' discount 35, 40 per cent.	

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 per cent.	

Bench Stops.

Per doz	5 00 6 00
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Bits—Auger.

Gilmour's dis 55 to 60 p. c.	
Excelsior—Jennings, discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jennings' Gen, net list.	

Car.

Gilmour's, 47½ to 50 per cent.	
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Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb	0 11 0 15
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Bolts.

Carriage, dis, 60 and 5 per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis. 40 to 45 p. c.	
Elevator, dis. 35 to 40 p. c.	
Machine, dis. 60 to 60 and 5 p. c.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 65	
Vegetable, per doz	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	500 40 23
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Butts—Brass.

Wrought Brass dis. 60, 60 and 5 per cent.	
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Cast Iron.

Loose Pin, dis. 60 to 60 and 10 per cent.	
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Wrought Steel.

Fast Joint, dis. 60, 60 & 5pc.	
Loose Pins, " 60, 60 & 5pc.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz	3 75 4 50

Card.

Horse, per doz	0 70 0 95
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Carpet Stretchers.

American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz	22 50
World	21 75
Daisy,	24 00
Star,	18 00

Crown Jewel, per doz	29 00
Grand Rapids,	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50pc.	
Plate	dis. 50pc.

Cattle Leaders.

No 31 and 32, per gross	8 50 11 25
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Cement.

Portland, car load lots	3 2
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.

White, lump, per lb	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz	0 85 4 00

Churns.

Amer., dis. 50 p. c. to 60 p. c.	
Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clamps.

Axle, dis. 65 p. c.	
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Clips.

Axle, dis. 65 p. c.	
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Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprize, No. 0	1 35
" No. 2	2 70

Compasses, Dividers, etc.

American, discount 65 p. c.	
Canadian, discount 25 p. c.	

Cradles, Grain.

Canadian, discount 25 p. c.	
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Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English,	2 00 4 00

Draw Knives.

American, dis. 70, 70 & 5 p. c.	
Canadian, dis 25 to 35 p. c.	

Drills and Drill Stock—Breast.

Millar Falls, per doz	16 00 51 50
P. S. & W., dis. 40 per cent	

Twist.

Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.

Dis. 17½ to 22½ p. c.	
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Fawcetts.

Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star,	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10	
Barton Smith, dis 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis., Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25pc.	
Horse Rasps, Kearney & Foote's dis Am list, 50 pc.	
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33½ p. c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc., dis. 40 per cent.	
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Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis, 50, 50 & 10 p. c.	

Fruit Presses.

Henis' per doz	4 00
Enterprise, discount 10p. c.	

Fry Pans.

Acme, discount 50, p. c.	
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Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p. c.	
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Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 40
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Glass.

4th quality Star, 1st break	1 65
" 2nd "	1 75
" 3rd "	3 90
" 4th "	4 20
" 5th "	4 50

Window Glass.

Pilkington's ordinary.	
1st break	\$1 06
2nd "	4 32
3rd "	5 08
4th "	5 51
5th "	5 94
6th "	6 60
7th "	7 32

Picture Glass.

Pilkington's ordinary.	
1st break	4 80
2nd "	5 25
3rd "	6 00
4th "	6 60
5th "	7 20
6th "	7 65
7th "	8 58

Glue.

American, per lb	0 09½ 0 10½
Canadian	0 09 0 10
French Medal	0 13½ 0 15
White	0 16 0 20

Glue Pots.

Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list, Can. discount, 25 to 27½ p. c.	
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Tack.

Magnetic, per doz	1 10 1 50
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Sledge.

Canadian, per lb	0 12½ 0 15
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Ball Pean.

English and Can., per lb.	0 25 0 37½
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Handles.

Axe per doz	1 00 3 50
Store door	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 30 p. c.	
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Hoe.

C. & B., discount 30 p. c.	
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Hooks—Cast Iron.		Picture Nails.		Scale Beams.		Cigar Box Nails, dis. 35 p.c.	
Bird Cage, per doz	0 50 1 10	Porcelain Head, p. gross	1 65 3 00	Canadian, B. S. & M. dis. 40 per cent.		Shoe Finders' Tacks & Nails, dis. 25 p.c.	
Clothes Line, "	0 27 0 63	Brass Head, "	40 1 00	Scrapers.		Tape Lines.	
Harness, "	0 72 0 88	Planes.		Box, per doz	2 10 4 50	English, per doz	\$2 75 \$9 50
Hat and Coat, per gross	1 00 3 00	Wood, bench, Canadian, or American	dis. 50.	Foot, "	40 3 50	Chesterman's, each	0 90 2 85
Chandelier, per doz	0 50 1 13	Wood, fancy Canadian, or American	dis. 35, 37½ per cent.	Screens.		steel, each	0 80 8 00
Wrought Iron.		Bailey's (Stan R. & L. Co.) dis. 35, 37½	per cent.	Screw Drivers.		Thermometers.	
Wrought Hooks and Staples, Can.	dis. 17½, 20 p.c.	Miscellaneous, dis. 15 per cent.		Sargent's, per doz	65 4 00	Tin case & dairy, dis. 75 p.c.	
Wrought Hooks and Staples, Amer.	dis. 75 to 75 and 5 per cent.	Bailey's Victor, dis. 15 per cent.		Screws.		Ties.	
Wire.		Plane Irons.		Wood, flat head iron, dis. 47½ per cent.		Cow, per doz	1 25 2
Hat and Coat, dis. 35, 40 p.c.		English, per doz	2 00 5 00	Wood, round head iron, dis. 42½ per cent.		Tinner's Shears and Snips.	
Belt, per 1,000	0 60 2 70	Pliers and Nippers.		Wood, flat and round head, brass, dis. 25 p.c.		P. S. & W., 10 p.c. advance on American list.	
Screw, bright, Eng., dis. 40, 5, 45 per cent.		Button's Genuine, per doz. prs. dis. 37½, 40 p.c.		Bench, wood, per doz	3 25 4 00	Tinware.	
Horse Nails.		Button's Imitation, per doz.	7 40 10 25	Bench iron per doz	4 25 5 75	Stamped, dis. Assn list, 70, and 12½ per cent.	
Canadian, dis. 50, 50 and 10.		German, per doz	60 2 60	Scythes.		Japanned, dis. 35, 50 p.c.	
Ice Picks.		Plumbs and Levels.		Discount 40 per cent.		Pieced, dis. 40, 50 p.c.	
Star, per doz	3 00 3 25	R. S. & L. Co., dis. 65 p.c.		Scythe Snaths.		Transom Lifters.	
Kettles.		Poppers.		Canadian, dis. 35, 37½ p.c.		Payson's, dis. 25 per cent.	
Brass spun per lb	0 28 0 30	Corn, square, per doz	1 35 2 00	Shears.		Traps.	
Copper, "	0 40 0 45	Pruning Shears.		B. & W., japanned, dis. 75 per cent.		Game, Newhouse, dis. 17½, 20 per cent.	
Enamelled Can. 50 p.c.		Per doz	4 00 5 50	B. & W. N. P., dis. 65 p.c.		Game, H. & N., or P. S. & W., discount 57½ to 62½ p.c.	
American, 50 and 10, 60 and 5 per cent		Pulleys.		Seymour's dis. 60 p.c.		Mouse, per doz	0 35 1 50
Keys.		Hothouse, per doz	55 1 00	Etna, dis. 75 @ to 75 and 10 per cent.		Rat	2 00 4 50
Lock, Can. dis. 50 p.c.		Axle	22 33	Sheaves.		Trowels.	
Cabinet, Trunk, and Padlock, Am. per gross	1 60 4 75	Screw	27 1 00	Sliding Door, per set	77 1 40	Disston's, discount 10 p.c.	
Knobs.		Awning	35 2 50	Canadian, dis. 7½ per c.		German, per doz	4 75 9 00
Door, japanned, and N.P., Can. list dis. 50 p.c.		Pumps.		Shovels and Spades.		Brade's	7 00 10 50
Bronze, Berlin, per doz	2 75 3 25	Rumsey, Cistern & Pitcher Spout, 55, 60 per c.		Wood Rim, black, p. doz	1 15 1 35	S. & D., discount 35 p.c.	
Bronze, Gem, "	6 00 9 00	Punches.		" tinned, "	1 35 1 60	Triers.	
Lava, "	8 75 10 00	Saddlers, per doz	1 00 1 85	Tin Rim, "	2 30 2 45	Butter, per doz	6 25 9 00
Shutter, porcelain, F. & L. screw, per gross	\$1 30 4 00	Conductors, "	9 00 15 00	" black, "	1 80 2 25	Trucks.	
Ladles.		Tinner's solid, per set	72	Snap.		Warehouse, each	2 25 6 50
Melting, per doz	1 70 4 50	" hollow, per inch	1 00	Harness, German, p. gro.	2 00 5 50	Twines.	
Lemon Squeezers.		Putty.		Acme, "	3 00 5 00	Bag, per lb	0 12½ 0 20
Porcelain lined, per doz	2 20 5 60	Bladder, per 100 lbs	2 00 2 25	Lock, Andrew's	4 50 11 50	Wrappg. mottld. pr. pack.	0 50 0 60
Galvanized, "	1 87 3 85	Tins, lbs	2 50 2 75	Soldering Irons.		cotton, per lb	0 18 0 20
King, wood, "	2 75 2 90	Rail.		Per lb	0 30 0 32	Mattress, per lb	0 33 0 45
" glass, "	4 00 4 50	Barn Door, per foot	3 3½	Wrought Spikes.		Staging	0 27 0 35
All glass, "	1 20 1 30	Sliding Door, "	3½ 3½	Discount, net list.		Broom	0 30 0 55
Lines.		Rakes.		Spoke Shaves.		Binding, flax, per lb	
Fish, per gross	1 05 2 50	Cast Steel and Malleable, Canadian list dis. 40 per cent.		Wood, English	1 80 5 00	" jute	
Chalk, "	1 90 7 40	Razors.		Iron, American	1 35 2 35	Vises.	
Locks—Door.		Boker's, per doz	7 50 11 00	Spoons and Forks.		Hand, per doz	4 00 6 00
Canadian, dis. per cent.	50	Wade & Butcher's	3 60 10 00	T. S. P. Co., dis. 40 & 10 p.c.		Bench, parallel, each	2 00 4 50
Russell & Erwin, per doz	2 90 7 50	Razor Stropps.		Hutton's, per doz	50 2 50	Coach, each	6 00 7 00
Cabinet.		Currier's, per doz	1 25 3 60	Nevada, "	60 2 50	Peter Wright's, per lb	0 12 0 13½
Eagle, dis. per cent	33½ 35	Rivets and Burrs.		D. & A., "	1 70 4 50	Pipe, each	5 50 9 00
Padlock.		Copper Rivets, dis. 40 to 40 and 5 p.c.		Basting, Amer'n, per doz	50 1 15	Saw, per doz	6 50 13 00
English and Am. per doz	50 6 00	Iron	40 per cent.	Tea and Table, tinned iron, per gross	70 3 00	Washer Cutters.	
Scandinavian, "	1 00 2 40	Burrs, Iron, 30, 35½ per c.		Squares.		Per doz	4 00 8 50
Eagle, dis. per cent	15 1 17½	Rivet Sets.		Fence, galvanized, per lb	5 5½	Well Wheels.	
Mallets.		Canadian, dis. 30, 35 per c.		Wrought Iron, dis. 75, 75 and 10 per cent.		Amer., per doz. 8, 10 & 12 in.	3 38 6 00
Tinsmith's, per doz	1 25 1 50	Rope.		Staples.		Wire.	
Carp'trs, Hickory	1 25 3 75	Sisal, per lb	12 12½	Try and bevel, dis. 50, 55 per cent.		Market, bright and annealed, Nos. 1 to 16 10 to 15 p. cent. advance on list from stock.	
Lignum Vite,	3 85 5 00	Manilla, " No. 1.	14½ 15	Fence, galvanized, per lb	5 5½	Market, coppered, galv., 10 to 15 p. c. advance.	
Caulking, each	1 60 2 00	" No. 2.	13½	Wrought Iron, dis. 75, 75 and 10 per cent.		Market, tinned, per lb	0 04½ 0 08
Mattocks.		Cotton, "	22 25	Stocks and Dies, Amer. dis. 25 per cent.		Galvanized Fence, 10 to 15 per ct. advance on list.	
Canadian, per doz	8 50 10 00	Deep Sea, "	15 16	Stone.		Tinned Broom, from 19 to 22 gauge, per lb	0 06 0 06½
Meat Cutter.		Rules.		Washita, per lb	0 15 50	Malin's Wire on spools, dis. 30 to 45 per cent	
Enterprise, dis. per cent	20 25	Boxwood, dis. 75 & 10 & 5 80 percent.		Hindustan, per lb	0 06	Clothes Line, galv., p. 100 ft	0 25 0 55
Dixon's, each	1 60 2 00	Ivory, dis. 40, 40 & 5 per cent.		" Slips, per lb	9	Barbed Wire.	
Woodruff's	1 10 1 70	Sad Irons.		Labrador, per lb	0 13	Galv. steel barb fencing	
Hale's, "	1 05 1 50	Mrs. Potts, N. P., per set	1 15	Turkey " "	0 15	" Lock Barb, " 4 point	0 5½ 0 06
Hume, "	13 00 16 00	" N. P., per set	1 50	Arkansas " "	0 50	Ditto Glidden 2 point	0 05½ 0 06
Mining Knives.		Sand and Emery Paper.		Water-of-Ayr " "	0 10	Galv. Ste 1, plain twist	0 04½ 0 05
American, per doz	42 2 35	Emery, per quire	55 90	Scythe, per gross	3 50 5 00	Terms, 60 days or 2 per cent off for cash—10 days.	
Molasses Gates.		Sash Cord.		Grind, per ton	15 00 18 00	Wire Cloth.	
Stebbin's Patent, dis. per cent, 65 to 70 per cent.		Sash Locks.		Stove Polish.		Ordinary, discount 25 p.c.	
Nails.		Triumph and Morris, dis 37½, 40 per cent.		Per gross	1 88 7 50	Painted Screen, p. 100 sq ft	2 25 2 35
Cut, 3 inch and upwards		Kempshell's dis. 40, 62½ per cent.		M. L. S., per gross	2 50	Wrenches.	
per keg	2 80	Canadian, dis. 45, 50 p.c.		Jacoby	5 00	Agricultural, dis. 70, 70 & 10 per cent	
55 per cent. Brads & Moulting Nails, discount 55 per cent.		Sash Weights.		Mirror Black Lead, per gr.	2 00	Standard, dis. 60, 60 & 10 p.c.	
Wire Nails, 60 per cent. dis.		Sectional, per lb	2½ 3 00	Jos. Dixon's, bulk, per lb.	0 07	Coe's Gen'l, dis. 40, 45 p.c.	
Nail Pullers.		Sausage Stuffers.		Dixon's Plumb.	0 15	Diamond, dis. 33½, 35 p.c.	
German & American	1 85 3 50	Each	1 00 3 00	M. L. S. Paste, per gross	9 00	Tower's Engineer, each	2 00 3 00
Nail Sets.		Saws.		Nicholson's, per doz	1 00 1 25	" S., per doz	5 80 7 50
Square, round and octagon		Hand, Disston's, dis. 10, 15 per cent.		Tacks, Brads, etc.		G. & K.'s Pipe	6 00
Diamond	12 00 15 00	S. & D., dis. 35 per cent.		Cut, Carpet, gimp, blue, dis. 35 p.c.		Burrell's " each	3 40
Oilers.		Cross-Cut, Disston's, per ft. 35, 47.		tinned, dis. 45 p.c.		Pocket, per doz	1 25 2 00
McClarey's Galvan. Iron		S. & D., dis. 25 per cent.		Swedes' iron, blue or tinned, dis. 42½ p.c.		Wringers.	
Oil Can, with Pump, per doz	19 50	Hack, complete, each	1 75 2 75	Upholsterers' dis. 42½ p.c.		Each	3 50 5 00
Zinc and Tin, dis. 50, 50 and 10.		" frames only	75	Copper Tacks and Nails, dis. 45 p.c.			
Copper, per doz	1 25 3 50	Saw Sets.		Trunk and Clout Nails, " 45 p.c.			
Brass, "	1 50 3 50	Per doz	1 65 9 00	Patent Brads, dis. 40 p.c.			
Malleable, dis. 25 per ct.		Scales.		Finishing Nails, dis. 42½ p.c.			
Pails.		Canadian List, dis. 40 p.c.					
Galvanized, per doz	2 00 3 50						
Pencils.							
Dixon's, per gross	1 00 4 25						
" Carpenter	2 25 3 60						
Picks.							
per doz	6 00 9 00						

HARDWARE.

ECONOMY CUSHING WEATHER STRIP

—(o)—(o)—

Cheapest and most effective strip made. Will more than save its cost in fuel. The strips are made in lengths of fifty feet. No waste. The most compact in form. 1,000 feet occupy space a foot square. Full directions on each package. This strip will give perfect service longer than any single-edge strip made.

Circulars and show cards furnished for distribution. Address your jobber.

Ingersoll Novelty Works
INGERSOLL, ONTARIO.

PORTLAND CEMENT

IN MONTREAL AND TORONTO.

FIRE BRICKS

Square and Shaped.

DRAIN PIPES

English and Scotch (all sizes).

CAST IRON PIPES

For Water and Gas Works.

CONTRACTORS' SUPPLIES

Of every description.

WM. McNALLY & CO.,

Offices, 50 & 52 McGill Street

Yards: McGill, Wellington, Grey Nun and Youville Sts.

MONTREAL.

**THE
A. G. PEUCHEN CO. LIMITED**

Manufacturers of
VARNISHES

AND

Japan & Oil Boilers,

Are Now Manufacturing 100 Tons

Pure Paris Green

CORRESPONDENCE SOLICITED REGARD-
ING PRICES AND TERMS.

Put up in Bulk, 100 pound and 50 pound pails,
one and two pound packages.

Enamel paints in 100 shades,
Pure Mixed Paints.

TORONTO, ONT.

J. S. HOSSACK, PRES.

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HAMILTON BRASS MANUF'G CO'Y, Limited.

MANUFACTURERS OF

Engineers' and Plumbers' Brass Goods, and all kinds of Brass Castings.

Patent Boiler Purger, Vacuum Lubricators, Flue Cleaners and Portable Lawn
Fountains, Window Fixtures and Bank Rails.



No. 3.



No. 2.



No. 1.



PATENTED MAY 15, 77.

Size.							
Hose Ties, best wire	per gross.	\$3 00	\$4 00	\$4 00	\$6 00	\$8 00	\$12 00
No. 1. Fountain with spike, nickel plated	doz.						7 00
No. 2. Magic Branch, spray or straight	"						12 00
No. 3. Now	"						10 00
Branches nickel plated, extra	"						50

WRITE FOR CATALOGUE AND
DISCOUNTS.

173 & 175 JAMES ST. NORTH, HAMILTON, ONT.

HARDWARE.

Genuine Copper Babbitt.

PRICES.

Anchor	per lb. 8c.
(For Shafting, etc.)	
Star	per lb. 12c.
(General Purpose.)	
Star and Crescent	per lb. 16c.
(Heavy Machinery.)	
Diamond	per lb. 25c.
(Extra High Speed.)	

H. R. IVES & CO., Montreal,
MANUFACTURERS OF
Stoves, Hardware, Iron Railing, etc.

MONTREAL SMELTING WORKS

HAVING been large users of Antifriction Metals for many years, and suffered from being imposed upon by inferior compositions under various high sounding names, we are now offering under the above trade name a more reliable kind of Antifriction Metal, which by merit alone we expect will make its way in the market. It is put up in boxes of 50, 100 and 200 lbs. each. For large quantities in bulk or casks a reduction in price will be made. Prices subject to change without notice. Sample orders solicited. Terms: 60 days or 2 per cent. off for cash.

Toronto Plate Glass Importing Co.

Highest Award, Toronto, '87



For Mirrors and other Glasses

TELEPHONE 1599.
CABLE ADDRESS, "PLATE."

GLASS IMPORTERS,
Bevellers and Mirror Manufacturers.

Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

55 Victoria Street, - - - Toronto, Ont.

THE NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

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—APPLY TO—

THE MILLS, Campbellford, Ont.

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FEB. 28, 1890

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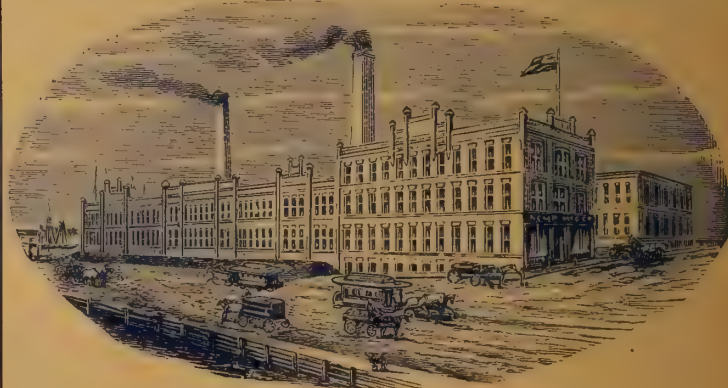
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TORONTO OFFICE: 6 Wellington Street West.

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Vol. 2.

TORONTO AND MONTREAL, FEBRUARY 28, 1890

No. 9

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. Hugh C. McLean, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

CAUSES OF BAD PLUMBING.

Landlords and tenants often complain of the inefficiency or inferiority of plumbing done in houses they own or occupy. Writing upon the question of immigration, Professor Goldwin Smith had some time ago ventured the statement, that there was room in this city for a few conscientious plumbers. A correspondent took him to task in the Mail for making this statement, and declared there was neither room nor need for imported plumbers. In his reply, also sent to the Mail, Professor Goldwin Smith gives his reason for stating that in his opinion there was work here for conscientious plumbers. He had built a house some time ago, and not long after it was occupied he had to have the plumbing overhauled and readjusted. His tenant found the building scarcely habitable on account of the bad work done by the plumber, and, concern for the health of his family led him to appeal to his landlord, who, rather than lose a good tenant, immediately had the plumbing put in a condition to render sanitary service. This was an expense upon the landlord for which the faulty work of the original plumber was chargeable.

Professor Smith's is not the only case of bad plumbing done in Toronto. There are very many cases where the landlord is not so considerate, and where the work is left undisturbed to menace health and to arraign the conscience or the skill of the whole plumbing trade in this city. It is not to be wondered at that a public writer feels warranted in making the statement, that plumbers who have a conscience can find employment in Toronto.

There are skilled men, and we think a sufficiency of them in this city to do all the plumbing that is to be done. The want is, and it has been pointed to time and again in these columns, the establishment of

an agreement among plumbers not to take any contract below a paying figure. Underbidding has brought about its own reform, we trust, for the experience of wholesalers has led them to resolve not to supply material on the strength of a low contract. Low contracting for the past ten years has made the list of master-plumbers a shorter one for 1890, and, we hope, a more conservative one.

It is better on all hands that plumbers should contract, not with the man who has undertaken to build the house, but with the owner of it. The owner is unwise to commit the whole job to the builder, who will sub-let the plumbing at the lowest figure, and will accept inferior work in return for low pay. The conscience at fault in our opinion, is that of the building trade, whose members aim to get all the money for the mere construction, and who make out in the end to give very little else for the money. True, the work is inspected, when the officials can reach it in time to inspect it, but even when officially approved there are details not insisted on by the municipal laws which an interested person would make sure to have put in.

There is a very large amount of plumbing covered up which was done under contract to a builder. Very much of the plumbing done, perhaps the most of it, is sub-let. This is to the disadvantage of the landlord and tenant, and in too many cases the work cries out against the workman. In the interests of all three, the plumbing should be given out by the owner of the house, who, unless he is building for immediate sale, will be apt to look out for a good job. The builder, having to concern himself neither with getting a tenant nor the discomfort of being a tenant, simply aiming to have the job taken off his hands, knows he can never be looked to after it is accepted, for redress.

THE SLEIGH TRADE.

This has been a bad winter for sleigh and cutter manufacturers. There has been little need for these articles. Of the two classes of makers—those who build solely upon an order trade, and those who make up for a

prospective demand—the position of the former has been the safer. The man who made cutters and sleighs in the early fall for a speculative market, has now the most of his stock on hand. Work for the winter trade usually begins early in September. Those who do an exclusively order trade often get contracts before that month, and no matter how the winter behaves they are sure of a sale for what they make.

The public, however, were not so forward with their orders last autumn as is their wont. They were warned by the experience of the last winter. Many had ordered early and paid for vehicles that came little into use until the end of February. They naturally reasoned that it was useless to be so far ahead of the need for a sleigh, and therefore held back this year. The event has justified their caution, and their caution has greatly checked operations in the workshops of the order factories. But these shops got some work to do, for not everybody played a waiting game. The order-trade, however, was low.

But the trade of the manufacturers who made up a stock to sell from the store-room, has been decidedly unsatisfactory. If those who contemplated buying upon order, held off until the season was pronounced in its weather, much more would those hold off who proposed picking out of stock what they wanted. Their delay would be favored by the fact that since they would buy ready-built sleighs, they could get them the minute they wanted to use them, no time being taken up by the making of an order.

Few of our manufacturers can aspire to more than a local trade. It is true we have had no snow in the settled parts of Ontario, but there has been snow in all the other provinces. Most of these, however, are very well furnished with manufacturers, and our makers have found little trade in these more snowy regions.

Taking all in all, trade in ready-made stocks is precarious. All dealers agree that sliding stock is not nearly so desirable to be left in the warehouse as is rolling stock. Fashions quickly change, and what is made for one winter may not suit the next. They

all want to have their sliding vehicles sold before the New Year. After that it depreciates in value, and customers talk as if they knew this when they propose to buy.

WORMS THAT EAT STEEL RAILS.

The German Government has been inquiring into the life history of one of the most remarkable worms in the known world. The gluttonous appetite of this peculiar and wonderful creature is only satisfied by feeding on common steel. For some time preceding the publication of the facts of the case the greatest consternation existed among the engineers employed on the railway at Hagen, on account of the accidents which always occurred at the same place, proving that some terrible defect must exist either in the material or the construction of the rails. The Government became interested and sent a commission to the spot for the purpose of maintaining a constant watch on the spot where the accidents—one of them attended with loss of life—had occurred. It was not, however, until after six months had elapsed that the surface of the rails appeared to be corroded, as if by acid, to the extent of over one hundred yards. The rail was taken up and broken, whereupon it was found to be literally honeycombed by a thin, thread-like gray worm. The worm is said to be of about the bigness of a common knitting needle. It is of a light gray color, and on the head he carries two little sacs or glands, filled with a most powerful corrosive secretion, which is ejected every ten minutes when the little demon is lying undisturbed. This liquid when squirted upon iron renders that metal soft and spongy, and of the color of rust, when it is easily and greedily devoured by the little insect. "There is no exaggeration," says the official report, "in the assertion that the creature is one of the most voracious, for it has devoured thirty-six kilograms of rails in a fortnight."—London Free Press.

COLLECTIONS.

It has been stated that one of the causes for the failure of a city merchant which occurred lately, was carelessness in collecting accounts. Customers of this delinquent merchant say that they have repeatedly asked for statements of their accounts and could not get them, it being his custom to allow them to stand on the books for two and three years before rendering them; then when the bills came to hand it was found impossible to check them, owing to the length of time since the goods were purchased.

What does this method of doing business denote? Either laziness or dishonesty. If a man has plenty of capital and can afford to give his customers two or three years' time in which to pay accounts, and can meet his own bills promptly, he alone is the sufferer, but it is not business-like. If he has to buy

on credit and cannot meet his bills owing to the large amount of long standing accounts on his books, he is acting dishonestly towards his creditors, because it is inevitable that such gross neglect will ultimately lead to failure, and failure means loss to the creditors of the merchant.

The merchant who collects promptly is the one who will most likely succeed. Large amounts are lost yearly by allowing bills to stand upon the books when a little pushing would have brought in the cash.

It is a well known fact that accounts sent out promptly at the first of each month are much easier collected than if rendered quarterly or half-yearly. And when it is known that a merchant collects promptly and insists upon settlement, the debtor takes pretty good care that these bills are paid, knowing full well that the collector will be around in a day or two for the amount of that little bill, so he makes a point of settling it at the earliest possible moment and is then ready for a fresh start.

Another point to be considered is the loss of trade caused by this loose system. The man or woman having an account of long standing in a store, avoid making purchases there so long as the bill stands unpaid. They hold aloof and will pay cash somewhere else rather than go near the man that is carrying their account on his books.

An illustration of this is the case of a merchant who had a customer that was in the habit of running up a bill of twenty to twenty-five dollars, and then stop buying. Repeated duns could not avail to loosen the purse strings, so the account was placed in the Division Court for collection, and was promptly paid. Then the same thing was repeated, and collection again made through the Division Court, but when the account reached the amount stated the merchant's customer always transferred his custom somewhere else, and returned after the old score was wiped out with the aid of the Division Court clerk. This illustrates the working of a system that is wrong. It shows that the man who does not send in his accounts promptly, under the impression that he may lose his customers' trade by prompt collections, in many cases loses the bulk of their trade because of his leniency, and very often loses the unpaid account on the books.

Bills should be sent out monthly, and if not paid during the first half of the month a collector's call in many cases would bring forth the cash, then follow up the balance until collected or know what kind of payers they are, and if bad, their trade is not desirable, and the sooner this is found out the better it will be for the trader.

The trader who collects promptly, meets his bills with the wholesaler promptly, and so on it goes making the machinery of business run smoothly.

STEEL CARS AND OTHER THINGS.

The steel car is no longer an experiment. It has passed into a permanent creation. It is fire-proof and as nearly indestructible as any human structure can be. It can be twisted and battered in collisions, but its powers of resistance are understood to be superior to any undue momentum of the rest of the train. At present it is not claimed to be perfect, but that it will soon be better than it is now is a foregone conclusion.

The principle of true car construction has been developed in it, and on that principal the inventor and the intelligent mechanic can proceed to gradually improve it.

Just now there is a mild controversy touching its proper construction, hinged on the question whether the car should be entirely built of wrought iron or steel, or whether cast iron and wood will serve for its less important parts. The answer will, it is likely, result in the formation of two classes of cars—one all steel and iron, and another of steel or wrought iron and wood. The former will be of the first class, the other rating as a good second.

To a close observer the tendency to substitute steel for all other material in public and private conveyances—in steamships, railway cars, carriages, bicycles, etc.—is a remarkable development of mechanical progress. Under it the weak is giving place to the strong, the slender to the massive, the common to the comely, and the comely to the elegant; and the close observer may also indulge in a laudable curiosity to know where it is all going to end and its effect upon the destinies of the race.

MAKING THE SUN WORK.

One of the most notable inventions displayed at the Paris Exhibition was an apparatus for transforming the heat of the sun into motive power for pumping water and other mechanical uses, says the *Goldsboro News*. It is the device of a French inventor named Charles Tellier. The apparatus is of great interest as foreshadowing the time when solar heat, in combination with electric transmission of force, will be made to furnish motive power for all engines and take the place of coal and steam, a change which will vastly cheapen manufactures and travel and greatly enhance human comfort the world over. The heat which comes to the earth in the sun's beams is, as has long been known, the equivalent of from one to five or more horse-power for every square yard of the earth's surface, according to the latitude and season of the year.

A convention of retail merchants of Manitoba and the North-west will be held in Winnipeg next month. The credit system and other important questions of trade will come up for discussion.

THE ESTATE OF H. A. COLLINS

The offer of Mr. Henry A. Collins, the Toronto hardware merchant who made an assignment early in this month, has not been accepted or rejected by his creditors. That offer was twenty-five cents in the dollar, which is to be considered at a final meeting on Monday next of those who have claims against his estate. The total liabilities are \$37,433.29, of which \$1,584.72 are preferred. The assets that are unquestionable amount to \$27,274.43. This leaves Mr. Collins' estate \$10,158.86 below solvency. The following list includes all the creditors who separately hold claims for sums not less than \$100:

CANADIAN.

Toronto—Maria Adelaide Collins, \$7,750.00; James Robertson & Co., \$831.80; M. & L. Samuel, Benjamin & Co., \$497.07; James Morrison, \$325.00; Keith & Fitzsimmons, \$245.57; John Macdonald & Co., \$650; Empire Oil Co., \$600; Kemp Manufacturing Co., \$189.71; Canadian Rubber Co., 103.35; Northern Assurance Co., \$500; Mail Printing Co., \$242; Empire Printing Co., \$100; Globe Printing Co., \$473.33; Booth & Son, \$185; L. Bolster, \$1,500; American Rattan Co., \$350; N. L. Piper & Son, \$100; Hugh Scott, \$150. Hamilton—The D. Moore Co., \$1,160; the estate of D. Moore & Co., \$4,400; The Meriden Britannia Co., \$1,309.14; Meakins & Sons, \$160. Montreal—H. R. Ives & Co., \$2,000; Crathern & Caverhill, \$597.54; Caverhill, Learmont & Co., \$1,247.62; Geo. R. Prowse, \$1,100; Watson & Pelton, \$180. Gananoque—O. D. Cowan, \$298.32. London—Dominion Baby Carriage Co., \$700. Peterboro—W. G. Bain & Co., \$352.94.

AMERICAN.

Bollardville, Mass.—Craighead & Kentz Manufacturing Co., \$101.78. Meriden, Conn.—Edward Miller & Co., \$191.45; Bradley & Hubbard, \$100; Manning & Bowman, \$110.23. New York—Eschwege & Goldschmidt, \$1,000; G. M. Thurnamer & Co., \$242.05; Ravenswood Art Glass Co., \$112.25; Central Stamping Co., \$119.17; Manhattan Brass Co., \$900; W. T. Mersereau & Co., \$145.35; Duparguet, Hust & Co., \$100; McKee & Harrington, \$171.55.

FOREIGN.

Sheffield, Eng.—Joseph Fenton & Sons, \$575. Birmingham, Eng.—J. & J. Taunton, \$220. Geneva, Switzerland—James H. Frazer, \$1,500.

In addition to the foregoing claims there are those of one foreign, twelve American and thirty-seven Canadian creditors for sums less than \$100. The first claim on the list, for the largest amount, is made by the wife of the assigner.

PRESENTATION.

Mr. John Willis, business manager in the office of Messrs. Joseph McCausland & Sons, manufacturers of stained glass in this

city, received on Saturday a very handsome tribute of the esteem in which he is held by all the employes of that firm. The following address, signed by all the heads of departments, was presented to Mr. Willis, along with a Crown Derby dinner set and an English china tea service, both costly works of art:

"We, the employes of the firm of Messrs. Joseph McCausland & Son, desire to express our satisfaction at your recent decision to remain with us, and in testimony of our heartfelt good wishes for your future prosperity, as well as our high esteem and respect for your courtesy to us generally in the past, we beg your acceptance of the accompanying present. Hoping that a gracious providence may continue to bless yourself, Mrs. Willis and children."

The presentation took place in the studio of Mr. Robert McCausland, who made some happy and appropriate references. Mr. Willis, in responding to the address, received an ovation. Replying in feeling terms to such an unexpected surprise, he expressed himself as being unaware of any deserts on his part to merit such a handsome recognition at the hands of his fellow-workers, but hoped to continue to enjoy the good opinions embodied in it.

The occasion was, not the withdrawal of Mr. Willis from the position he has long creditably filled, but the withdrawal of his resignation. Mr. Willis had made up his mind to go into some other business, but upon a reconsideration of the matter, he cancelled the arrangements he had made to quit the service of Messrs. Jos. McCausland & Son. This satisfied everybody associated with him in his present duties, and they signified their pleasure in the graceful manner described.

PLATE GLASS.

There were heavy contracts made by Canadian buyers in January, for plate glass that could not be bought now short of 15 per cent. of an advance. Agents for English houses will book no orders for future delivery. Along with sheet and window glass, plates are high and are making for a point that is supposed to be a good way beyond what has been reached. The movement has a leaven in it that will not be worked out before the summer is well started, for the price of coal as dependant upon the rate of wages is not likely to be more than locally settled for. But if a belief in still higher prices is warranted by conditions in the production of glass, it is further strengthened by a survey of the demand. The proportions of the present demand dwarf those of a few years ago. Plate glass has passed from an optional building adjunct for the largest shops, into an essential article of building material, of which the front wall of the first floor in every shop is now constructed. The increase in the use of plate glass has been

step by step with the growth and improvement of commerce. As we get farther from the wooden buildings which were the shrines of trade forty years ago, so we get farther from patched windows. The evolution of business has reached the æsthetic in every civilized country, and that is why plate glass is so much more than ever used.

The demand for English glass is increasing in the face of a reduction in the area over which that demand was formerly scattered. Year by year the United States glass-makers are becoming more nearly equal to the task of supplying their country's needs. That country may now be said to be independent of European makers. Three new factories are going up in American cities, two of which will be in operation this year. One large English factory has already withdrawn its agent from the American market.

But while the limits of the demand, of which the Canadian trade is a part, are contracting, the vigor of it is increasing. England's colonial trade is now great enough to keep all her furnaces very busy, and as she is cultivating that trade, along with the trade of foreign countries, it is apt soon to tax the possibilities of her furnaces to their utmost. The demand is active enough within its more restricted scope, to keep prices high independently of the increasing cost of production.

IN THE POLSON WORKSHOPS

The Polson Iron Works Co. are shipping from their Toronto works the largest triple expansion engine ever built in Canada. It is to be put in a lumber barge they are building at Owen Sound for the Parry Sound Lumber Co. The first cylinder is 17 in., the second is 28 in. and the third is 46 in. in diameter, with a 30 in. stroke. The crank-shaft is all steel, not forged solid. Each crank can be taken off separately.

They are also building two pair of double compound engines for the Toronto High Level Pumping Station on Avenue Road. The first cylinder in each is 14 inches, and the second is 28 inches, with a thirty-inch stroke. To stand the strain of the pumping work the crank is made of finished wrought iron. Often when the steam is not acting the fly-wheel has to take the strain, and that comes directly on the crank. They are Brown engines all through, except the pump-work. The main shaft is 8 inches in diameter.

TRADE SALE.

The general stock of A. D. Meyers & Co., Parry Sound, will be sold on Tuesday, the 4th of March, at the warerooms of Suckling, Cassidy & Co., in this city. It comprises dry goods, boots and shoes, groceries, crockery, fancy goods, hardware, etc., up to near the value of \$7,000. One-third of the purchase money is to be paid at once, the rest is to be on secured notes for four months, with interest at 7 per cent.

THE FUTURE OF NICKEL STEEL.

Some most remarkable statements, of great interest to the steel trade, were recently made by Mr. S. J. Ritchie, the well-known head of large American copper and iron interests in Canada. We cannot do better than reproduce them, substantially, as given:

Within the last year nickel has come to assume a very important place in metallurgy as an alloy with steel. These results have been obtained in Great Britain, in France and in Germany. In France the cartridge shells are made of an alloy of equal parts of nickel and copper. In Great Britain large guns for the navy are being made of an alloy of nickel and steel. This has also been done in an experimental way in Germany, but heretofore and before the discovery of the nickel deposits in Canada, the supply of nickel was so small and the price so high it would have been impossible to supply any considerable want, even had its utility been known. The Iron and Steel Institute of Great Britain is composed of the most prominent manufacturers of steel both in Great Britain and upon the Continent, and it has at its meetings many American manufacturers. The discussion at its annual meetings represent the best talent and skill in everything pertaining to iron and steel that is to be had in the world, and its conclusions are the highest authority to which we can appeal. About one year ago this institute appointed one of its most competent members, a manager of the Steel Co. of Scotland, to make an extensive series of experiments with this alloy. This he did, and reported the results of his efforts to the meeting of the institute, held in London, May 8, 1889. This report has attracted the attention of steel manufacturers all over the world. No results approaching the high elastic limits and breaking strain of those reported from this alloy had ever before been seen. I myself saw a piece of this steel, made by the house of William Jessop & Sons, of Sheffield, which contained about six per cent. of nickel, and which was one inch square, that sustained a weight of 108 tons, and also showed a high elastic limit. These results were so wonderful that parties in Europe, who manufacture guns and armor plates for the three principal governments, have offered to contract for our companies' entire production for a period of ten years. The proportions of copper and nickel in the ores belonging to our companies are just about those used by the French Government in the manufacture of cartridge shells. The proportions of iron and nickel are about what are used in nickel-steel which it is proposed to use in the manufacture of guns and armor plate.

It is understood that Mr. Ritchie last summer visited the principal iron and steel works of Great Britain and the Continent,

and that the above statements are based upon actual investigations. Certainly his statements indicate early and most important developments in the steel industry.

ELEVATOR ACCIDENTS.

A decision recently rendered by the Supreme Court of California defining the responsibility of elevator owners, covers some important points which should be borne in mind by both manufacturers as well as users and owners of those indispensable devices. The case grew out of an action brought for damages on account of injuries sustained by a passenger who was riding in an elevator which fell in the defendant's building. The court gave a decision in favor of plaintiff, and the Supreme Court sustained this decision, holding that defendants, in operating their elevator, were carriers of passengers, and the same responsibilities as to care and diligence rested on them as on carriers of passengers by stage coach or railway; that the manufacturer of elevator was defendant's agent or servant in its construction, and that they were responsible for any want of care of the maker or builder; and that, like common carriers of passengers, they must keep pace with science, art, and modern improvements in supplying safe, obtainable vehicles, machinery and appliances for their use, and must use every precaution which human skill and foresight can suggest. It will be seen that while the decision in effect relieves the manufacturer from direct responsibility, it emphasizes the necessity for good and efficient workmanship on his part in the construction of his specialties, for the adoption of all the known appliances and improvements, and in fact of every precautionary measure to insure a minimum of risk in the operation of his elevator, since the individual who intends to place one in his store or building, fortified by the knowledge that he is responsible for dangers arising through mishaps caused by inferior workmanship or antiquated and unsafe auxiliary appliances, will, for his own protection, if for no other reason, seek out the manufacturer whose work bears this scrutiny, and patronize him rather than the maker of absolute traps whose every ascension may carry a specter in the shape of a disastrous law-suit.—American Artisan.

It is easy to show that a 3-inch advertisement by the year will cost much less per thousand for its circulation than any method of distributing circulars. If a tradesman could get his circulars free, he could not get them before the public for twice the price that his advertisement costs him. Circulars have their use, and this is no argument against their value, but a simple comparison showing the extraordinary advantage which the newspaper affords the advertiser.—Rome Sentinel.

MINERS AND MINEOWNERS IN CONFERENCE.

On the 24th January of the present year it was decided at a conference of delegates, held at Birmingham, in connection with the newly-formed Miners' Federation of Great Britain, to claim from the coalowners an advance of 10 per cent. on the current rate of wages.

The colliery owners of South Yorkshire held a meeting on Monday afternoon at the Royal Victoria Hotel, Sheffield, to consider the question of wages. There was a large attendance, most of the principal collieries in the district being represented. Mr. J. D. Ellis presided. The meeting was private, and at its conclusion a number of delegates appointed by the Yorkshire Miners' Association to attend were invited into the room. The deputation consisted of Messrs. B. Pickard, M. P., W. Parrott, E. Cowey, J. Wadsworth, J. Murray, A. Hawkins, W. Annables, A. Earnshaw, J. Hopton, J. Crowther. The result of the discussion which took place was that the owners informed the delegates that if an answer was given that day it must of necessity be a refusal to grant the advance. It was stated that the prices obtained for coal did not justify another increase of wages. The men were further given to understand that the coal owners of Yorkshire were pledged to act in uniformity with those of the other districts, and that a meeting of mine owners was to take place in London on Tuesday, when a formal answer would be given.

The delegates subsequently consulted together, and it was eventually decided to convene a special meeting of the council of the Yorkshire Miners' Association for yesterday at Barnsley, to consider the attitude to be taken by the men if the employers still refuse the demand made upon them.

It is understood that on Saturday last coal owners of Lancashire met and decided not to grant an increase of wages, and that the employers of south and west Yorkshire have practically followed suit. The tone of Monday's meeting was decidedly against the advance being conceded. Should the coal owners decide to refuse the advance, it is highly probable that the miners in all the districts covered by the operations of the Federation will send in their notices next Tuesday. No less than 350,000 men are concerned in this agitation; and if wise councils are not allowed to prevail, the strike, which is already threatened, will be the greatest of the present century.—Iron Trade Circular (Ryland's).

On Wednesday Mr. Jas. McAndrew, plumber, was badly pinched between the side of the elevator and the edge of the floor in Hall, Innes & Co.'s store, Peterborough, and sustained severe internal injuries.

H. S. HOWLAND, Sons & Co.

WHOLESALE HARDWARE,

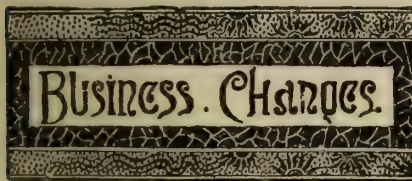
37 Front Street West, - - - Toronto.

Black Diamond Files

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Sixty Per Cent. off American Standard List.



PROVINCE OF ONTARIO.

Aylmer — Hemstreet & Price, general store, dissolved, R. H. Hemstreet continues.

Brown Hill—Owen, Jas. S., general store, sold out to W. E. Clark.

Dunnville—Moblo, Jno., grocer, etc., sold out to Robert Rolston; Rolston, Jas., (Jas. and Robert Rolston proprietors), hardware and coal, dissolved, Jas. Rolston continues.

Gravenhurst—Kilmer, W. J., (estate of), general store, stock, etc. advertised to be sold by auction on 26th inst.

Hamilton—Berney, W. H., general store deceased.

Lancaster—McCrimmon, D. M., general store, stock advertised to be sold by auction on 28th inst.

L'Orignal—Miller, Jno., general store, deceased.

Orillia—Vernon, J. H., (estate of) general store, stock, etc. advertised to be sold by auction on 26th inst.

Ridgetown—Cummings, Wm. G., (estate of) general store, stock sold.

Toronto—Bailey, Wallace, grocer, sold out to Neilson & Co.; Whatmough, I. A., (estate of) house furnishings, stock, etc. advertised to be sold by auction on 3rd prox.

West Toronto Junction—Heale & Graham, grocers, dissolved, H. Jas. Heale continues.

MANITOBA AND NORTH-WEST TERRITORIES.

Boissevain — McEown, A. C., general store, asking extension.

Neepawa—Mercer, A., flour and feed, sold out to Wake & Son.

Wapella—Morrison, G. H. & Co., general store, stock sold.

QUEBEC.

Compton — Knowlton, M. M., general store, selling out by auction.

Montreal—Chanteloup, E., brass founder, deceased; Day, Deblois & Co., foundry, dissolved; Tiffin Bros., wholesale grocers, dissolved, liquidating.

Sherbrooke—Thompson, Miss F., fruits, etc., selling out by auction.

St. Alphonse de Shefford—Durandean, A., general store, stock, etc. advertised to be sold by auction on 27th inst.

St. Therese de Blainville—Labonte & Freres, general store, stock, etc. advertised to be sold by auction on 25th inst.

St. Thomas de Pierreville—Turcotte, Z., general store, stock, etc. advertised to be sold by auction on 27th inst.

Waterville—McIntosh, J. & A., provisions, etc., selling out by auction.

PROVINCE OF NOVA SCOTIA.

Middleton—Gullivan, Jno., general store, deceased.

Parrsboro—Price Bros., general store, co-partnership registered, Oliver L. Price & Havelock, H. Price for two years.

Port Hastings — McKay & Campbell, agricultural implements, co-partnership registered, Donald E. McKay and Daniel A. Campbell.

PROVINCE OF NEW BRUNSWICK.

Bayfield — McLeod, Jas., general store, bill of sale.

Studholm (middle River)—Folkins, Chas. R., grocer, bill of sale.

PROVINCE OF BRITISH COLUMBIA.

Langley — Blackett & White, general store, sold out to Hudson's Bay Co.

Vancouver—Diplock & Osburn, grocers, dissolved, Diplock continues alone.

William's Lake—Eagle, Chas., general store, deceased.

Sheriff McConkey, of Simcoe county, died on Saturday at the age of 75. In his young manhood he open a general store in Barrie. His business career was successful and several years ago he retired. He was elected a member of the first town council of Barrie, where he rendered good service. He was reeve of the town for nine years. In 1860 he was elected warden of Simcoe county. In 1861 he unsuccessfully contested North Simcoe, in the Reform interest, with the late Angus Morrison. He again opposed Morrison in 1863, when he was elected a member of the old Canadian Parliament. He supported Confederation and at the general election of 1867 he was elected for the first House of Commons of the Dominion of Canada. In 1875 he was defeated in the contest for West Simcoe. For nearly twenty years, up to his appointment in 1875 to the shrievalty of Simcoe, he was a justice of the peace.

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Find it necessary to caution the public against imitations of their manufactures. None are genuine unless bearing the

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GRANTED
1764.



Mr. Alex. Connel, blacksmith at Bury Green, has been confined to his house, and his shop has been closed for two weeks.

A silver dollar of 1795, almost as bright as the day it was coined, was found buried in a boat yard at Yardly, Pa., a few days ago.

John J. Gartshore, of 49 Front street west, has lately made a large consignment of light steel rails to British Columbia for a logging line.

Mr. Redpath has started up the foundry again in Omemee, and has an efficient staff of workmen. The foundry is fitted out with fine machinery for manufacturing and general repairs.

The style of the firm heretofore known as Chown & Cunningham, stove manufacturers in Kingston and Toronto, will shortly be changed to "The Chown & Cunningham Co., (Limited)." Application has been made for a charter to legalize the new style.

Evidently the merchants in the west expect to see some buildings going up this year. One traveller showed HARDWARE orders for four car loads of nails for a small town. Other travellers have taken some nice orders and report trade very favorable.

Last Thursday evening the residence of Mr. and Mrs. McAllister, McNab street north, Hamilton, was the scene of a very happy event, being the marriage of their daughter, Annie S., to A. B. Greer, of the firm of Nash & Greer, carriage makers, London, Ont.

One of Montreal's best known wealthy and energetic business men in the person of Mr. Ernest Chanteloup died the other day. Mr. Chanteloup arrived in Montreal from France in 1838, and, although a poor man, he became one of the most extensive brass founders in Canada, and employed at the time of his death 500 men. It is said that deceased was a millionaire.

Mr. T. G. Watson, Paris, Ont., dealer in hardware, stoves, paints, etc., greets the public in a very pretty and ingeniously fashioned spring circular. It is an extension wrapper in the form of a portfolio, and when it is opened out it at once leaves the impression that the sender is a man of taste. The frontispiece is a mill on a woodland stream, in a valley flanked by rugged hills. The letter-press is daintily printed in blue and red.

Messrs. McKelvy & Birch, plumbers, gas-fitters and hardware merchants, Kingston, have just completed their contract for removing all the old plumbing, fittings and fixtures in the Protestant Orphan Home, London, Ont., and refitting with the most mod-

ern appliances for the perfect sanitary condition of the institution. This firm are gaining a wide reputation for their perfect knowledge of sanitary plumbing, and are awarded contracts in many private and public houses throughout the Province.

Mr. Frank C. Wheeler, the well known Dundas street merchant, London, Ont., and Mr. George McLean, for many years the buyer for the Hobb's Hardware Company, have formed a partnership, the firm to be known by the name of Wheeler & McLean. They have purchased the hardware stock of W. H. & C. R. Smith, and purpose moving into the store recently occupied by that firm as soon as it is refitted. Messrs. Wheeler & McLean will undoubtedly have the largest and best equipped retail and jobbing hardware establishment in the west when they get into their new premises.

The Shuniah Weachu mines, near Port Arthur, have just shipped a car of ten tons of ore, valued at \$4,000. This is the present average monthly shipment. The mine looks most promising, the amount of ore blocked out and in sight being valued at \$80,000, chiefly high grade shipping ore worth \$400 per ton; besides \$70,000 roughly estimated, partly blocked, of the same grade. The dump contains 2,500 tons of mill rock, averaged at \$15. The stock of the mine owned by the Liverpool company has recently risen from six to eleven shillings per share. The company is capitalized at £100,000 sterling.

A leading Pittsburg steel rail manufacturer says the United States railroads will need a million tons of steel rails this year. This material delivered will cost about \$35,000,000. The fish bars, frogs, switches, ties, etc., needed will also cost a large sum. The Pennsylvania company's lines will need about 30,000 tons of rails. Other roads, including the Baltimore and Ohio, Lake Erie and Pittsburg and Western, will need fifty thousand or sixty thousand more. Add to that the amounts needed by other eastern roads, the Vanderbilt system, Gould's lines, southern and western roads, and you have the million tons. The Lake Shore between Buffalo and Chicago, will use twenty thousand tons. Every road will this year increase its trackage facilities.

A blast furnace for the reduction of Canadian iron ore is another prospective increment to the boom in Walkerville. It will call for the investment of \$200,000, and employ 100 hands. Hiram Walker will probably build it. In connection with the maleable iron concern now building in the town, the blast furnace will make Walkerville the seat of important iron industry. When Mr. Walker started to construct what eventually became the Lake Erie, Essex & Detroit River Railway, his intention was to build about twelve miles through his farms for the speedier transportation of farm products

to the growing town of Walkerville. Now the railway is 34 miles long, with a regular time card to its various country stations, and the end of construction is not yet, since the road is still heading toward St. Thomas, and may end up in Buffalo. Work, according to reports, will begin in the furnaces early in the spring.

Mr. Lindenroth desires to establish Portland cement works in Kingston. The capital required to establish the works is \$25,000 and to run it about \$25,000. It is proposed to submit the figures to the consideration of business men in the city. The enterprise may under favorable circumstances take up the manufacture of fire brick and grow into a very profitable industry, converting the raw material of rocks, clay beds and marl beds of inland lakes into materials of great value. Within a few miles of Kingston sandstone equal to any from which ganister brick is made can be obtained; dolomite, from which magnesian brick is made; plumbago, for lining furnaces and making crucibles, in fact all kinds of refractory materials except fire clay proper, and that is now considered to be a substance which can be excelled in its properties by a combination of elements within reach.

A special meeting of the council of the Toronto Board of Trade was held on Monday afternoon, at which there was a pretty full attendance. The first business transacted was the passing of a motion to the following effect: "The council having been informed that an amendment has been introduced to the new Bills and Notes Bill, obliging banks to keep open on Saturday up to 3 p. m., is of the opinion that such regulation is entirely unnecessary. No inconvenience is suffered by the custom, which has been so long in force, of closing at 1 p. m., and the proposed change is, in the opinion of this council, undesirable; and that a copy of this resolution be forwarded to the Minister of Justice." The council was also of the opinion that agents from outside firms doing business in the city should have a tax imposed on them. At the present time they dispose of hundreds of thousands of dollars' worth of goods, or warehouse the property, or sell it to wholesale and retail merchants, but pay no taxes, unless some trifle on income. Regarding the question of municipal taxation the council also expressed an opinion and here is what it wants taxed: every place of worship and lands connected therewith, churchyards and burying grounds, buildings and grounds attached to educational institutions, public school houses and court houses, property belonging to municipalities, public libraries and institutes, personal property and the income derived from personal earnings, provided the same exceeds \$700, ministers' incomes and personal property equal to just debts. A copy of this latter resolution will be at once forwarded to the Provincial Secretary.

TORONTO LEAD AND COLOR COMPANY'S VULCANIZED FLOOR PAINTS

SOMETHING ENTIRELY NEW.

Dry hard with a fine gloss in 12 hours.

READ OUR TESTIMONIALS.

We have been selling Toronto Lead & Color Co's pure paint about five years. think it the best mixed paint in the market.

WALLACEBURG, DEC. 14th, 1889.
It has given perfect satisfaction, and we

SHAW & WOOLIVER.

Mr. J. Bawden, of Kingston, writes the following letter to the Mail on the "Drift of Education in Ontario":

SIR,—The chair of the President of the Ontario School of Practical Science is—what? Ethnology. Would it not relieve this heterogeneous conjunction of atavistic science with practical subjects of its unpicturesque character if the Government only would institute a chair of æsthetics, for example, that the people may have an opportunity to learn how "to live up to their blue china"? The manufacture of sulphuric acid, steel and paper are supposed to indicate the highest plane of practical intelligence. There are no pulp mills in this country operating on the waste products of our sawmills, as there should be, and if it is answered that the processes in use have not reached that point, the answer is ready that a school of practical science should be so equipped and conducted that the few practical difficulties in the way of solving this problem may be overcome by experiment. In the manufacture of steel nothing is done in the province. There are no smelting furnaces. An effort to establish some in days gone by failed, clearly, as their history shows, because the proprietors did not know their business. In the United States many grants to railways have been subject to the condition that their rails should be of iron of American manufacture. Nothing of the kind has ever been stipulated for here. This is a country of raw commodities, whose people manufacture as little as possible for export and raise a revenue by taxing the manufactures of other countries to as great an extent as the people will readily pay. Stay. Did not cheese-making fill an enthusiastic note in the last address of the Provincial Governor? Why should not some effort be made to teach our people how to make iron from native ore with native fuel? Then we could have another enthusiastic note in the address to the Provincial Assembly. It is said the Dakota School of Mines has solved the difficulties in the reduction of the tin ores of that State which had rendered the mines of little value.

The great iron and steel industry of Bel-

gium is largely indebted for its skill to Mr. Cockerill, an Englishman, who was invited by the king to settle near Liege. "A large sum of money by way of loan was made to him for the extension of his works, on the condition that the iron-masters of Liege and Namurs should have the liberty to learn the true principles and the latest improvements in their art."

I would not underrate ethnology. But the knowledge of the sizes of old bones of various races will not contribute a loaf to the food requirements of Ontario in a thousand years. A great poet, recently deceased, said, "Leave now to dogs and apes." Rather let

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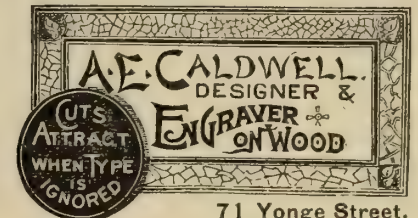
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P. J. WELLS, Prin.

us leave old bones to dogs and apes, and set about the manufacture of the materials a bountiful Providence has placed in our reach that we may be able to get ahead of the subject of ethnology, and take our place among the people who do not dream over the dead and buried past, but whose activities make the life of the glorious, living present.

Yours, etc.,

J. BAWDEN.

Kingston, Feb. 24, 1890.

THE McCLARY MANUFACTURING CO. BENEFIT SOCIETY.

The annual meeting of the benefit society in connection with the McClary Manufacturing Company was held at the works in London, Ont., on Saturday evening last, the President of the society in the chair. The report for the year was presented and comments made on the heavy demands made on the funds of the society owing to the prevalent ailment, commonly called grippe, which affected most of its members, besides being mainly instrumental in causing indirectly at least three deaths. Reference was made to the demise of W. Wonnacott, W. Foote, J. McDougall, Geo. Hall and S. Merritt, who died during the year. The foresight of the committee in keeping on hand a substantial reserve fund was apparent, as owing to heavy calls nearly all the reserve fund was used. This is a striking contrast to some similar societies, who have had to suspend payment or make increased assessments on their members. The choice of a physician was deferred to a postponed meeting to be held on Friday evening next. The following committee were elected for the ensuing year:—Thos. Vallier, Jas. Bailey, J. Pirie, M. Flitton, J. Barned, J. Wannacott, W. Ball, W. Howard, D. McGill, W. Gorman, D. McPherson, Geo. Wright, J. McGowan, Misses Doty, Fenn and Cotter.

The financial statement of the Benefit Society up to 4th Feb. 1890, is thus—

RECEIPTS.

To cash in bank	\$ 180 57
Weekly assessment	1,021 44
Special deposit	\$165 20
Interest	6 64
Drawn from special deposit	96 84
Balance of special deposit	68 36
	\$1,277 01

DISBURSEMENTS.

Medical expenses	\$ 250 00
Nurse	27 00
Death rate	75 00
Sick benefits	768 75
Secretary's salary	25 00
Voted George Hall	10 00
Voted J. Packham	25 00
Balance, cr.	96 26
	\$1,277 01

Special deposit	\$75 00
Current	21 26

Feb. 4th, 1890, to balance in bank \$96 26

Mr. James Hay, the well-known blacksmith of Delaware, and formerly a resident of London, having sold his business and property to Mr. W. W. Shields, from the vicinity of Hamilton, was waited upon on Tuesday evening by a number of intimate friends desirous of expressing their regard for himself and family, and to make a farewell call and give them a suitable send-off. They were the recipients of two addresses and presentations, and their son Jimmy was also honored. Mr. and Mrs. Hay gave their friendly callers every attention, and all spent a pleasant evening.

George Fischel, an employe in the Bar num Wire and Iron Works at Walkerville, had a hole bored through his leg by the polishing machine in that establishment on Tuesday. The wound is a frightful one, and it is thought that the leg will have to be amputated. He was taken to Harper Hospital.

Newspaper advertising may be compared to a vigilant and watchful salesman, who goes after business early and late, who accosts the lawyer in his office, the student in his study, the retired man of wealth at the family fireside, who can be in a thousand places at once and address a million people each day, saying only the right thing in the right place and at the right time.

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Send Ten Cents to the HARDWARE PUBLISHING CO. for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods."

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FOR HOISTING, MINING, TRANSMISSION
OF POWER, TOWING, SHIPS' RIGGING,
AND GUYS, LANG'S PATENT WIRE
ROPE FOR TRANSMISSION AND
COLLIERY PURPOSES,
ETC., ETC.

JAMES COOPER, Agent,
MONTREAL.

The promoters of the proposed smelting works in Walkerville have made an offer of \$45,000 for Montreme's wine house and the old saw mill property adjoining.

Messrs. Wyeth & McCully, an American firm, are in communication with the mayor of Hamilton asking what inducement will be offered them if they locate in Hamilton and establish an industry there.

Messrs. Hill & Phillip, of Toronto, and Messrs. Bowen & Masson, of Montreal accompanied by Messrs. Cockburn and Curran, M. P's, interviewed Hon. Mr. Bowell the other day and urged that the duty on bevelled glass be reduced.

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OUR QUOTATIONS ARE ON A CASH BASIS.

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MILLS, BURNED GRIST MILLS, Etc.

MARKETS

TORONTO, FEB. 28, 1890.

A canvass of the wholesale trade this week fails to reveal that there has been any greater degree of activity manifest in the general metal and hardware, although indeed, the volume of business has not shown any falling off from the previous week. Still a general quietness prevails in almost every branch of the trade, and indications are wanting to warrant the belief that any greater amount of business may be expected in the near future. From now till the opening of navigation it may pretty confidently be anticipated that the features at present ruling in the market will continue. Then an improvement in general trade may be looked for, but hardly previous to that date, although it is not improbable that there will be an early opening of navigation this year.

The orders coming in now are principally for lines of shelf goods and builders' hardware for future delivery. Orders are also being booked to a moderate extent for harvest tools to be delivered in June. The lumbermen, too, are also purchasing such lines as ropes, chains and general lumbering material, but it is likely that their business will fall below the average this season. Apart from these no activity is visible in the market, an exception being made in the case of lead solely, the latter article showing some little movement.

The course of prices is unchanged. The general iron and steel markets here have not responded to the weakness on the other side, except in a speculative way. If there was a little more business doing there would probably be some further advances in these lines, but in the present state of the trade higher figures are not immediately to be counted on.

Money is coming in from the country still very slowly, but this is not unexpected by merchants, who do not count upon prompt payment at this time.

Advices by cable show continued irregularity in the speculative markets, with a natural unfavorable bearing of the same upon legitimate business. Still, the two do not appear to move on exactly the same line, and there are as yet no symptoms of a change that would have any decided bearing upon the trade on this side of the Atlantic. In the Glasgow market, Scotch warrants sold down to as low as 51s. 6d., and up again to 51s. 10d., while Middlesbrough improved from 51s. 8d. to 52s. 4½d.

English mail advices say regarding the pig iron market: The course of quotations has been very erratic, and it seems probable that prices will be subject to sharp fluctuations for some time to come, as any recovery is likely to be checked periodically on account of there being still considerable quantities of warrants bought at high prices of which delivery has to be taken. When the delivery of these falls due, it is likely, after a drop of nearly 15s. a ton from the highest point, that forced sales will have to be made, and the price will suffer in consequence. It has been noticeable, however, that warrants have been passing into stronger hands lately, and it would certainly not be surprising to see a much firmer market and higher prices during the second quarter of the year. Two more furnaces have been blown in, raising the number in

MARKETS—Continued

operation to ninety, against eighty at the same time last year. Iron, at the rate of about 1,000 tons a day, continues to be taken out of Connal's store, where there are now 889,000 tons, comparing with 1,034,000 tons at the same date in 1889. Shipments do not show much improvement, and are 8,000 tons short of the corresponding period last year. The manufactured iron and steel makers continue busy on old contracts, but are booking very few fresh orders, as they will not concede the reductions which are looked for on the part of buyers in consequence of the drop in pigs. At Middlesbrough business has been very restricted, as buyers of iron would not give within 6d. of the prices quoted. Shipments show a falling-off of about 30,000 tons compared with 1889, mainly on account of the small quantity going to Scotland. There is not likely to be any alteration in this respect so long as it is cheaper to use local brands in Scotland than to import Cleveland. The manufactured iron makers have had to reduce their prices 5s. to 10s. a ton in order to secure fresh business, but nominally there is not much change in quotations. In Staffordshire makers are much firmer than in the northern districts, but there is comparatively little new business doing, as consumers and shippers alike seem determined to limit buying to their most urgent requirements so long as there is the least chance of being able to purchase on better terms later on."

Regarding copper London cables quote merchant bars at £47 to £47 2s. 6d. spot and £47 15s. futures. Copper has been in more active demand the past few days there for speculation and consumption. Stocks are steadily decreasing, only 560 tons were received from America during the first half of the month, and finance material is becoming scarce. The French holders of matte have about 23,600 tons on hand, and surprise is expressed that they do not realize in preference to selling bars. A large portion of the warrants placed upon the market by French bankers ten days ago is now being absorbed by consumers, but in view of the sharp fall caused by the large quantity offered a short time ago they act with caution in purchasing for future delivery.

The demand for pig tin has been stronger in London, and prices are showing more firmness. The latest cable places the quotation at £90 spot and £90 15s. fixtures. The question of increased production has unsettled confidence to some extent, but it is believed that prospective supplies have been over-estimated.

Actual business in tin plate has been moderate, but enquiries are more numerous and the tone of the market is better. The movement in the direction of a general shortening of work at the mills has made no progress, and the scheme to reduce production seems to be dead.

Orders for steel rails have fallen off somewhat, but makers hold firmly for previous prices. Heavy sections quoted at £7 5s. and light sections £7 15s. to £8 f.o.b. at N. W. England shipping point.

Cables state that there has been a decided improvement in spelter, and prices are higher with ordinary Silesian quoted at £21 15s. Lead also is steadier, with soft Spanish quoted at £12 17s 6d.

In paints and colors there is this week to be reported a better business doing all round, although at easier prices. Prepared paints are most in request at the present time, and for these orders are coming in pretty freely. The competition for the trade

in prepared paints is keener at the present time than perhaps ever before, but Toronto manufacturers appear to be capturing the business, and, as a consequence, it is reported that some eastern houses have withdrawn several of their travellers from the road. The excessive competition has resulted in severe cutting in prices, and this week we reduce prices on pure prepared paints to \$1.10. This quotation, however, is to a great extent nominal, as there is no doubt but that large quantities are selling below these figures. Linseed oil is also beginning to move more freely, but at lower figures. Supplies on hand are fairly large, but not too much so for the trade doing. Raw is quoted at 62½ to 63c. and boiled at 65½ to 66c. Turpentine has again declined, selling at 65 to 67c. There is a fair inquiry for it. Stocks of turpentine have been reduced lately, but can still not be called small. The demand for glues is active. Toronto has of late become the central market for glues and at the present time there is an active movement in them. Prices for Paris green bid fair to be somewhat lower this year than last. Foreign is being quoted at 15½ to 16½c. in 100 lb. drums. It is moving freely now, owing to the idea on the part of some that the application to Parliament for an increase in duty may be favorably received. There are others, however, who do not think that the duty will be increased.

NEW YORK MARKETS.

NEW YORK, FEB. 27, 1890.

The general situation in the iron and allied trades is, to all accounts, practically the same as noted last week. At all events evidence is wanting of any change in which either buyer or seller can claim any decided advantage. New orders for either finished products or crude materials are nowise numerous nor of extensive size, yet a little business is put through from day to day, the various industries using iron and steel are well employed and mills and furnaces are kept busy turning out what is necessary to meet deliveries on orders in hand. As this fact would imply there is no accumulation to speak of, the productions of mills and furnaces, and values, therefore, remain very steady despite the continued absence of "snap" in the current demand.

Scotch pig iron has very limited sale, the cost being yet too high for consumers who have become accustomed to American softeners. About \$21.50 is quoted for Eglinton, \$22@22.25 for Dalmellington, \$25@25.50 for Summerlee and \$25.50@26 for Coltness.

Old iron rails are without decided change, \$25.50 seeming to be the best offer, while \$26.50 upwards is asked. The demand is moderate. Two trunk line railroads have recently disposed of 9,000 tons to Pittsburgh buyers at \$25.50 f.o.b. at Buffalo, and the said buyers are said to have also taken 3,000 tons of old steel rails. Wrought scrap iron is quoted at about \$23@24 for No. 1, as to location of stock, and finds slow sale.

Few and only small orders for steel rails have been secured by local agents of eastern mills, and the moderate business effected was chiefly at \$35 f.o.b. at works. There have been some very fair new enquiries, including one for 12,000 tons and another for 10,000, but the \$35 rate was above the enquirers' views. Carnegie, Phipps & Co., Pittsburgh, it is stated, booked 16,000 tons last week, and the head of the concern as-

serts that \$35 was bottom rate. Steel in the form of billets, slabs and rods has only moderate sale, but manufacturers yield very little from previous prices, quoting \$35@36 for billets and slabs, as to location of works, and about \$51 at mill for wire rods.

TIN.

Speculation in pig tin has been moderate, apart from the closing up of old deals, including some "under the rule" on the metal exchange. London advices have been of a character calculated to restrain rather than enliven speculation here, reflecting, as they do, substantial evidence that the chief manipulators can turn the market about as they please. Spot stock is still held at an artificially high point, and consumers or dealers in immediate need of supplies have to pay 20¾ and 20.80 for round lots, and 20.90 and 21c. for jobbing quantities. Those who have enough to last them over the balance of the next two or three weeks buy March contracts in preference, securing tin in that way at about 20.10 and 20.15. Transactions on the Metal Exchange the past few days include 50 tons March delivery at 20.10 and 20½c.; 160 tons April at 10.95 and 20.05, and 30 tons May at 20 02½ and 20.05c.

COPPER.

Copper has undergone no change whatever. The small operators are again around with their 25,000 pounds of Lake ingot for sale at \$14.35 for delivery this month or next, and \$14.25 for delivery further ahead. The mining companies offer indifferently, however, and quote 14½c. with 14¾ apparently a strictly inside rate. Casting copper is quoted at 12¾c. and 13c., according to brand, but the sales of this material, as well as of Lake copper, have been light.

LEAD.

Pig lead has advanced to \$3.65 in St. Louis, and the rise there has had the effect of improving prices to \$3.85 and 3¾c. in the local market. A good business is said to have been done in the West, but nothing of special importance has transpired at this point.

SPELTER.

Spelter is fairly steady at 5¼c. for ordinary brands of western common, but business in the metal is slow at present, and the demand rather light.

TIN PLATE.

Tin plate has undergone no change in value the past few days, and operations have been of routine character.

MONTREAL

MONTREAL MARKETS.

FEBRUARY 27, 1890.

There can be nothing new said of trade in general since our last report. Business continues to improve, and a healthier feeling prevails.

IRON AND HARDWARE.

Trade has been a shade quieter the past week in iron and hardware. Pig iron warrants in Glasgow are quoted at 51s. 10d. The market for Summerlee is firmer this week at \$27. Finished iron is also firmer. Advices from abroad state that makers are experiencing a good home demand and that they are indifferent as to orders from here, and full prices are mentioned, therefore im-

NORTHEY & CO., - TORONTO, ONT.

MANUFACTURERS OF
SINGLE AND DUPLEX

Steam and Water-Power Pumps

FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP
CONDENSERS

FOR ATTACHING TO

High Pressure Steam Engines,

MARINE AND STATIONARY.

GREAT ECONOMY

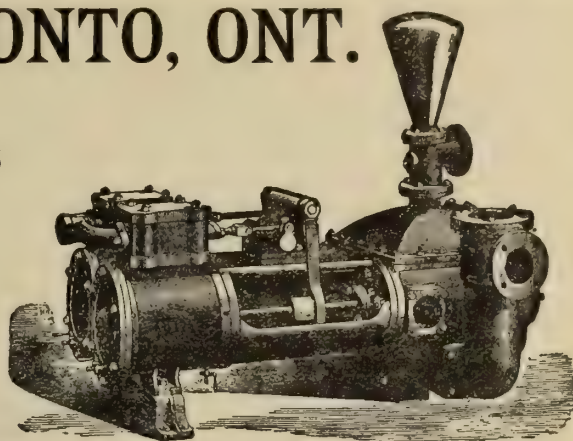
—IN—

FUEL AND POWER

GUARANTEED.

Prices and particulars on application.

OFFICE AND WORKS: Corner Front and Parliament Sts.



porters so far have only placed a few orders and these are not of an extensive character. There has been a fair trade in Canadian bars at \$2.40 to \$2.50, with best foreign up to \$2.75. There will be no change in bars, hoops, sheets, hands, etc. till the opening of navigation. Tin sheets and galvanized iron continue firm. Tin plates unchanged. Charcoals very scarce and dealers short \$4.50 to \$4.75; cokes \$4.25. Canada plates quiet at \$3.12. There is still an uneasy feeling in metals. Ingot tin 23c. to 24c. Copper is very firm at advanced prices, being quoted at 15c. Zinc easier at 6½c. and spelter 6¼c.

NAILS.

There is no change in nails. Owing to high freights dealers will not buy, making trade quiet. Manufacturers are stocking up for the spring trade in the meantime. Prices remain unchanged. Horse nails quiet. Horseshoes in small request at \$3.65 per keg for round lots and \$3.75 for smaller quantities.

IRON CUT NAILS.

10 dy @ 60 dy, hot cut, per keg	2 75
8 dy @ 9 dy, " " "	3 00
6 dy @ 7 dy, " " "	3 25
4 dy @ 5 dy, Am. pat	3 50
3 dy, " " "	4 25
3 dy fine hot cut, " " "	5 75
4 dy @ 5 dy, cold cut, Am. pat.	3 25
3 dy, cold cut, " " "	3 75
2 dy, hot cut, nails " " "	5 95

STEEL CUT NAILS.

10 dy @ 60 dy, " " "	\$2 85
8 dy @ 9 dy, " " "	3 10
6 dy @ 7 dy, " " "	3 35
4 dy @ 5 dy, " " "	3 60
3 dy, " " "	4 35
3 dy, " " "	5 85

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	\$4 75
4 dy @ 5 dy, per keg	4 00
6 dy @ 7 dy, " " "	3 75
8 dy @ 9 dy, " " "	3 50
10 dy @ 30 dy, " " "	3 25
Cut spikes, " " "	3 90

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	\$5 15
1 " " "	4 75
1 ½ " " "	4 45

Finishing nails 75c. per keg over same size hot cut, viz., from \$6.60 for inch to \$2.65 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.60 for 1-inch to \$3.40 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$7.10 for 1-inch to \$3.90 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand 50 per cent. discount, for small lots. P. B. & Co. brand 50 per cent. of list for small lots. Large lots 50 and 10 four months, with 5 per cent off for cash in 30 days.

CEMENT AND FIRE BRICK.

There is no change since our report of last week, except that advices from the other side state lower prices may be looked for as the manufacturers are not busy and labor will be cheaper. Several Canadian companies have been formed for the manufacture of cement whose goods will, when put on the market, reduce the price of imported. Prices are: Cement \$2.60 to \$3. Fire bricks \$25 to \$30 per 1000 as to brand.

GLASS.

Trade continues very firm at unchanged prices and great scarcity. Prices first break \$1.65; second \$1.80; third in 100 feet cases \$4.

PAINTS AND OILS.

Trade has been quite brisk in paints and oils the past week. Pig lead unchanged. Ground white lead, association guaranteed 6¼ to 6½; genuine white lead \$6.25 to \$6.50; No. \$5.80. Dry white lead 6c. red 5c.

The scarcity of linseed oil has again advanced the price being now quoted at 70c.

Turpentine has also advanced, 69c. is now being asked.

MONTREAL NOTES.

Mr. G. A. Muntz, manufacturers' agent, finding his office on McGill street too small to meet his increasing wants has removed to more commodious premises at 1738 Notre Dame street. He is sole agent for the national cash register, crown office files and supplies, Crandall type writer and the Chicago check perforator.

Mr. James Wilson, of the old established iron and hardware firm of Thos. Robertson & Co., sailed from New York on Wednesday last for Liverpool.

In steel rails, 11,000 tons have been sold by the Illinois Steel Company to a Canadian Railway Company.

Mr. C. J. Chisholm, the well known iron and hardware broker has returned from a seven weeks' stay in Great Britain, where he reports great activity on the part of manufacturers of iron and steel, many of whom were full of orders and booked four or five months ahead. Large orders were also being filled for foreign railways.

There is a probability that before many days are over the special committee of the Board of Trade will report to the Council of that body that they have made arrangements for the purchase of a site for the long projected new building. The committee has been holding almost daily meetings for a fortnight back, and members of it report that they now feel within a reasonable distance of the accomplishment of their primary object, that of securing a reasonable site.

A few weeks ago we referred to the immense and increasing business in Portland

FILES AND RASPS

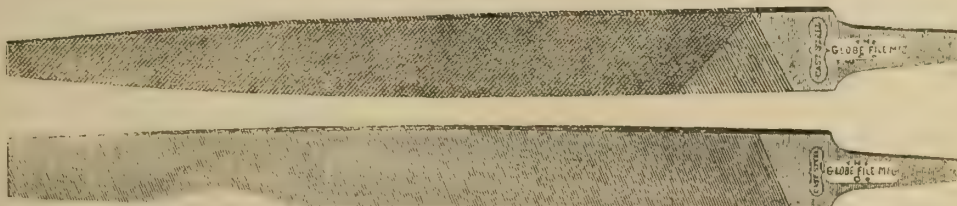
(Of every description)

Made from superior
quality cast steel

TESTED AND WARRANTED)

GLOBE FILE MFG. CO.

Port Hope, Ont.



Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont.

cement in Canada, and the probability of important works being started during the coming spring or summer at Pointe Claire for the purpose of manufacturing this article. Since then we learn that still more important works are about to be started at Hochelaga, with the object of turning out Portland cement, as it has been demonstrated by chemical tests and actual experiments that Montreal has the materials right at her very door for turning out equally as good cement as that imported from London and Newcastle. The concern at Hochelaga it is understood has any amount of capital at its back, the principal promoters being Messrs. James and Thomas Morgan of this city, the latter gentleman being an expert chemist. A well known dealer in cement says that he is sanguine of the successful outcome of this new enterprise, as the soil around Montreal is abundantly supplied with the two chief ingredients of Portland Cement, namely, limestone and clay. This new enterprise will it is believed be a significant adjunct to our home industries, the demand for cement showing a large expansion every year. It is said that the intention of the manufacturers is to supply the wholesale trade only, and not interfere with the retail distribution.—Trade Bulletin.

The annual meeting of the Chambre de Commerce was held in Mr. G. W. Parent's

office last Wednesday evening, Ald. Dufresne in the chair. Mr. Cote read the annual report for 1890, after which the election of officers was made for the ensuing year as follows: Mr. Damase Parizeau, President, and Mr. L. J. Boivin, Vice-President.

Members of Council—Messrs. J. X. Perrault, D. C. Brosseau, Emile Laporte, L. D. Shallow, Thos. Gauthier, J. R. Savignac, G. Desmarteau, Gustave Piche, Guillaume Boivin, J. M. Dufresne, H. Parent, L. E. Morin, H. Laporte, U. Garand, Jeremie Perrault, J.

Contant, J.-B. A. Lanctot, C. L. Bosse, J. M. Fortier, M. Parent, C. S. Delorme and E. St. Louis.

Arbitrators of Commerce—J. Grenier, A. Leclair, E. A. Genereux, J. D. Rolland, L. Tourville, C. Lacaille, J. Barsalou, J. O. Gravel, L. E. Morin, sr., H. C. Cadieux, A. Racine, L. W. Tellemosse.

Are you insured? If so, read your policy, and don't fail to keep your premiums paid up.

A clean store and tastefully arranged goods will invite trade.

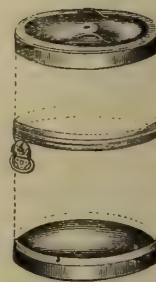
MILK CAN & CREAMERY TRIMMINGS AND BODY STOCK.



We are prepared to promptly supply these goods this season in any quantity—Flat or corrugated centre hoop.

We make and supply everything used by Stove and Tinware Dealers.

Write for Prices and Discounts



The McClary Manufacturing Co'y

LONDON, TORONTO, MONTREAL, WINNIPEG.

TABULAR STEEL BOW SOCKETS

FORGINGS CARRIAGE AND DROP.

The undersigned is now manufacturing full lines of

CARRIAGE :—
—: HARDWARE,

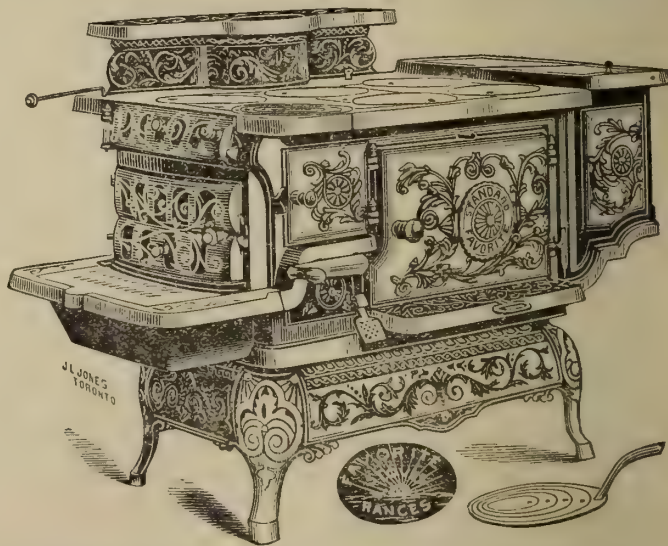
And in addition to these is prepared to MAKE ANY LINE OF FORGINGS.

Do not forget that STEEL TUBULAR BOW SOCKETS are now manufactured by me, and supplied promptly.

DIE MAKING A SPECIALTY.

GEO. GILLIES,
Gananoque, Ont.

The Standard Favorite



Is the Peer of Cooking Ranges.

600

Sold first season and every one giving unqualified satisfaction.

Live dealers everywhere are securing the exclusive sale in their various localities. Manufactured only by

CHOWN & CUNNINGHAM,
11 FRONT ST., TORONTO.



POCKET STOVES.

"Why, how warm your hand is!" exclaimed young Noodles, upon clasping hands with his friend Timpkins on F street, one day during the recent cold snap.

Timpkins grinned.

"You haven't your gloves on, either; and yet while my gloved hands are like icicles, yours are as warm as toast. Do you carry around stoves in your overcoat pockets?"

"That is precisely what I do," replied Timpkins, laughing. "Your random guess struck the fact squarely. I carry a stove in each side pocket of my top coat in this sort of weather, and I find them very comfortable, I assure you, though there hasn't been occasion to use them before during this winter. Here is one of them."

With this, Timpkins drew forth and exhibited to view a curious little tin box about six inches long by four in width and one inch in thickness. It was slightly curved in shape and appeared to be covered with some stuff like glazed calico. When the top was slid off the inside was seen to be made of tin perforated with a great many holes. It contained nothing but a round stick of some queer-looking substance, which was burning at the end with a bright redness, but without any flame or particle of smoke.

"What do you call it?" demanded Noodles, wondering.

"It is a Japanese stove—a device that has been used in Japan very commonly for many centuries. You see, it is simply a tin can box with holes in it, covered on the outside with this calico stuff to help retain the heat. It is really quite hot, you observe, and it will remain so for five hours with the burning of a single fire stick. You can't imagine how

agreeable it is to have a couple of such stoves in your pockets to keep your hands warm. No frozen fingers for me when I can carry my fire around with me. They are so small and so flat that they don't even make one's pockets bulge."

"But why is the contrivance made with a curve?"

"Because it accommodates itself more readily to the hand, for one thing. The chief reason, however, is that it is better adapted in this shape to other uses. Warming the hands is but one of the services the Japanese stove is made to perform. It is applied, also, to any other part of the body that needs heating. I know a man who wore always in cold weather two of the stoves on his chest beneath his shirt. They fit admirably and keep him warm and comfortable for many hours at a stretch. He told me that he wouldn't be without them for anything. I have understood that in Japan they are put over the kidneys, or the stomach, or any other part where heat is desirable. Rheumatic sufferers find their use most beneficial."

"I should think they would be good for 'Grip'."

"I have no doubt. Indeed, for any sort of colds once contracted or as a preventative against them Japanese stoves ought to be excellent. I should think that delicate persons would find great comfort in cold weather in half a dozen or so scattered over the vital parts of the body. There is no reason why ladies should not carry them in their muffs, the equivalent is done in Japan."

"Are these stoves very expensive?"

"Very. They cost thirty-five cents apiece, and with each one are thrown in two packages of the fuel sticks for burning in them. The fuel sticks are just made the length of the little tin box, and they come in packages very much put up like fire-crackers. They are made of very finely powdered charcoal, and curiously enough, the burning doesn't give off any perceptible smoke. If you want a great deal of heat you light both ends of

a stick—only one is used at a time—and you get double the warmth for two hours and a half. An extra amount of caloric could, of course, be obtained by putting in two or three sticks at once lighted, but that would make the stove too hot for ordinary purposes. It is easy enough to carry three or four sticks in your pocket if you are going to be out all day in the cold, and as soon as one is used up to light another and renew the supply of fuel. You can get as many fuel sticks as you want at the Chinese and Japanese shops where they sell the stoves."

—Washington Star.

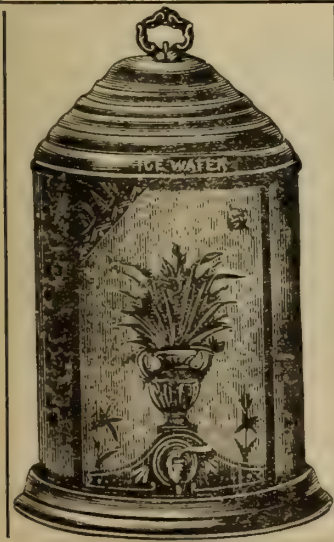
ADVANCE IN PRICE OF STOVES.

Owing to the increase in the cost of iron the stove manufactories (as we predicted some time ago) have advanced the price of stoves ten per cent. This advance has not been unexpected, dealers have been looking forward to some change in the price and have probably arranged accordingly.

This is the best time of the year to make changes of this kind. Some five or six months will elapse before the big demand for stoves will again be upon us and by that time prices will be well established, and the public prepared to pay the advanced prices.

AMERICAN TIN.

There is scarcely room to doubt that, with an adequate duty on tin plates, it will not be long until the tin mines of the Black Hills country are able to supply our mills with all the tin which may be needed for the manufacture of tin plates. Several companies have already been formed, and prospecting and experimenting have been carried on with the most encouraging results. The ores of Dakota and Colorado are much more abundant and prolific than is generally supposed, and difficulties in the way of extracting the tin from the ore are being gradually overcome. It is asserted that there are deposits of ores in two or three counties alone which



SCREEN WIRE CLOTH, FLY TRAPS,
Lightning Ice Cream Freezers,
Pressed & Japan Ware, House Furnishing Hardware.

WATER-COOLERS

Milk Can Trimmings, Creamery Pail Trimmings.

SEND FOR CATALOGUE.

Thos. Davidson & Co., - - - - - Montreal.

are more than sufficient to supply the entire home demand for an indefinite period. Making all due allowances for exaggerations and over-sanguine anticipations, it may be accepted as true that whenever duty on foreign plates shall be so high as to prevent their importation, our manufacturers will be at no loss for an adequate supply of block tin. If they cannot obtain it in the Territories in sufficient quantities, they will find it in Mexico or in Europe. The threat that English producers of block tin will refuse to sell to this country by way of retaliation, is idle. If foreign tin is needed it can be had. The only obstacle in the way of starting up the tin plate industry is the existing low duty. When that is changed there will be the beginning of a prosperous era in both the mining of tin and the production of plates.—Pittsburg Commercial Gazette.

English stove manufacturers construct the bottom grates of their fires so as to be adjustable, and thus they can make a fire shallow or deep, or may spread a thin vertical fire against a front grate.

A Montreal Judge has condemned a collector to pay \$1.00 damages for having forced his way into a stove factory with a view of collecting a debt from an employe. The court ruled that a man's residence is the proper place at which to demand a debt that is owing, and added that under the Dominion law to dun a man on the street for money constitutes an assault.

The police arrested and a St. Louis Judge convicted a man last week for stealing a wash-boiler and a bar of soap. This thing of sending a man to the workhouse because he didn't take the stove also is expecting too much trade movement for a single individual. The prisoner was washing himself in the confiscated boiler when run in, and thus the law was wrested to the suppression

of the virtue of cleanliness. The stove trade is not so active at this season as to justify jailing a man for merely lifting a boiler.

A Binghamton (N.Y.) stove store recently tried a novel experiment in advertising, which caught popular approval at once. The advertisement read: "Our customers were not quite so numerous as last month, when we sold 132 stoves. This month we sold only one hundred. To show that the sales were genuine we give the names." Then followed a list of names of purchasers. The following week other firms imitated the style, and the first store came in with an ad. showing a large increase in number of stoves sold and some testimonials from purchasers, who apparently longed to see their names in print.

In his admirable address delivered at the Stove Manufacturers' meeting in Chicago, last week, President Barbour took occasion to pay a well-merited compliment to commercial travellers as a class, and to laud those sent out in behalf of the stove trade as ranking with the best of them in respect to fidelity to the interests of their employers. It is fitting that this latter trait should be emphasized, for it so happens that the popular idea is to the effect that the relation of the travelling salesman to his house places him under no obligation to consider its interest in the matter of economy, and that his sole duty is to get orders, regardless of expense, if need be. This view is well illustrated by a story told in a recent issue of the Merchant Traveller, which runs to this effect: A travelling man recently hired a team to transact some business at a distance, found occasion on his return to complain of the extortionate demands of the livery keeper. "Why, said the latter, what difference does it make to you? your firm pays for it, you don't." The traveller replied with truth: "I do pay for it, and if I did

not I would have you know that I am doing this work in an endeavor to make a dollar for my firm." A most admirable and effective reply. Those who have dealings with traveling men should know that the good salesman, whether at home or on the road, is careful of the interests of his employers and strives to make as good use of the funds entrusted to him as he would of his own money. Those who act otherwise are the exceptions; and they are not good salesmen.

The Standard --BELT LACE--

The Strongest and Most Durable Lace on the Market.

For Sale by all First-Class Dealers.

**Gibson & Turner,
GANANOQUE, ONT.**

Correspondence solicited with the trade.

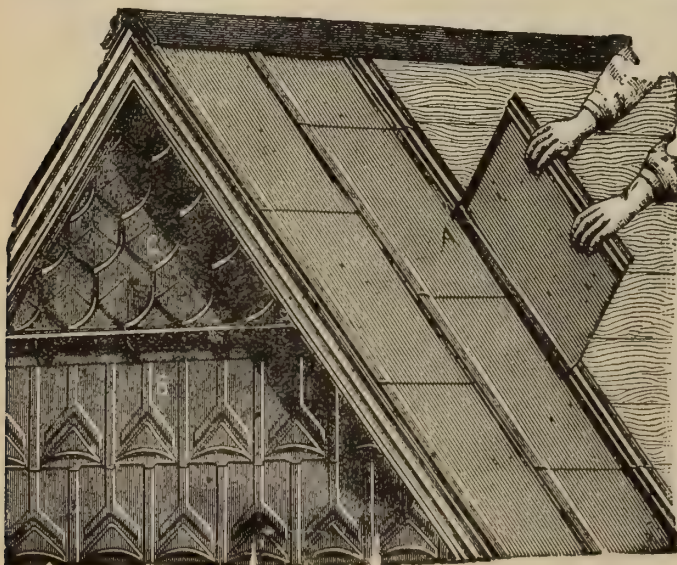
**SHEET STEEL
SHINGLES AND SIDING**
PAINTED AND GALVANIZED,
FIRE AND STORM PROOF, DURABLE
AND CHEAP.

We have the Heaviest AND CHEAPEST Shingles
and Siding in Canada.

Prices and Circulars on Application.

THE METALLIC ROOFING COMPANY, Ltd.
SOLE MANUFACTURERS,
TORONTO AND WINNIPEG.

Broad Rib Sheet Steel Roofing.



The Cheapest and Best Metal Roofing and Siding in the Market. Can be Laid as Cheap as a Shingle Roof. Specially Designed for FACTORIES, MILLS, ELEVATORS, Etc,

ANY ONE CAN PUT IT ON.

We have recently perfected machinery for manufacturing PLAIN SHEET METAL ROOFING under the Walter's Patent. This Patent possesses advantages of construction not found in any other Metal Roofing. IT DOES AWAY WITH THE NECESSITY OF TONGUING UP EDGES, DOUBLE-SEAMING, COPING OF RIBS, RIVETING RIBS, EXPOSED FASTENINGS AND CLEATS. No expense will be spared to make this ROOFING in quality of metal and perfection in fitting, the very best in America. For prices apply to the Sole Manufacturers in Canada:

The Canada Galvanizing and Steel Roofing Company.
22 LATOUR STREET, MONTREAL.



EDITOR HARDWARE.

Trade in the Furnace heating line being at a low ebb just now, time hangs heavy on my hands and gives me time to think over what might have been and what might be done to make the furnace trade somewhat better. We furnace men have many things to contend with that might very easily be obviated if our architects and builders would only take our advice, but I find that architects know more about our business than we do? and the builders, well, they don't care; so long as they can get the building off their hands, they don't care whether the heating arrangements are satisfactory or not.

Now what we have to complain about is this: We are asked, and have to give guarantees that the furnace we put in shall heat all the rooms and halls to 70 degrees when the outside temperature is 10 degrees below zero, and some people are unreasonable enough to ask us to do all this with the smallest possible consumption of coal. They want a house with ten or twelve rooms kept up to the temperature mentioned, with a fire big enough for a cooking range. But this has

nothing to do with the architects. I have been digressing. They lay out the plans generally without any reference whatever to the needs or necessities required for the heating arrangements. They will fix the cellar so that the furnace must stand in one corner of the house, when it should be in the centre; they will ask us to run our hot air pipes so that they won't take up any room. Then they make the partition walls so thin that the small pipes we have to put in these walls won't convey heat enough to warm the rooms in the upper flats. Sometimes they require the registers placed where they won't be in the way of some of the furniture or in a part of the room that cannot be reached with a hot air pipe, and at the same time we are expected to give guarantees as mentioned. We are generally fools enough to do it, and have to do our best to carry out our agreements.

Now we would like architects and all men who build, to consider the requirements of the furnace men. Would it not be better to consult them? They know what is necessary for the efficient heating of a building, and could give pointers that are very valuable, and that would save a good deal of trouble and give better satisfaction all around.

Furnace heat is the very best system that can be employed to warm buildings and when a good furnace is used and put in as it should be, with furnace, pipes, and registers of the proper dimensions and a good system

of ventilation in connection with it, it can't be beat. It is the only system of heating in use in this city to-day that can, and does properly ventilate. Hot-water and steam, as they are done, do not ventilate, but people like to pay a big price for a fancy article and they get hot-water and steam at fancy prices, but no ventilation.

Having relieved myself of a few of the many troubles that confront us, I may, if trade remains quiet, return to the subject and relieve myself of a few more.

A PRACTICAL FURNACE MAN.

WATER DRAWN FROM LEAD PIPES.

Some three or four years ago the people of Dessau, Germany, suffered severely from lead poisoning, and during a period of five months in the fall of the year, 92 persons were attacked by symptoms of this trouble. For some time the cause of the prevailing sickness was not known, but even after it was ascertained large numbers continued to suffer from the introduction of lead into their systems. A very thorough investigation was made of the trouble, and the results are both interesting and instructive. Analysis showed that the water was entirely free from lead previous to distribution, and that therefore the poison must have been absorbed in its passage through the pipes. There were several ways in which the lead could be dis-

DOMINION METAL WORKS

MANUFACTURES

Plumbers', Steam and Hot Water Fitters', Cotton, Woollen Mill, Brewery, Laundry, Tobacco Factory and Railroad Supplies.

CREAM SEPARATORS AND DAIRY UTENSILS.

ALSO MANUFACTURES

Garth's Patent
Sectional Hot
Water and Steam
RADIATOR.
Can be used either

for High or Low
Pressure,
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Pipe System
of Steam Heating

GARTH & CO.

536 to 542 Craig Street, Montreal.

SEND FOR CATALOGUE AND PR LIST.

COPPER TEA KETTLES

WITH BOOTH'S PATENT TUBULAR HANDLE.

ALWAYS COOL TO THE HAND

The Best, Strongest & Handsomest in the Market



Patented June 1, 1887.

	7 in.	8 in.	9 in.	10 in.
Polished Copper, -	\$2 25	\$2 50	\$2 75	\$3 50
Polished, nickel-plated, -	3 00	3 25	3 75	4 50

Guaranteed as Represented.

BOOTH & SON, TORONTO

solved, but it was then discovered that the solvent action of the water was due to the presence of free carbonic acid. Incidentally, however, the experiments showed that when metallic tin was introduced into a lead pipe the lead was dissolved with greater rapidity, and the deduction drawn from this was that tin-lined pipes are dangerous, because wherever the protecting lining is perforated the water takes up the lead with great avidity.

The authorities having satisfied themselves that it was the carbonic acid in the water which was responsible for the lead poisoning, immediately took measures to avoid the danger in the future. By removing the carbonic acid and so doubling the hardness of the water, which was easily done by agitating it with finely powdered limestone, it no longer dissolved the lead. The investigation showed that the salts of lime present in a sample of water have no influence upon its capacity of dissolving lead, provided that it was free from carbonic acid gas. In order to eliminate the carbonic acid gas from the city supply, powdered limestone was added to the water by hand at the rate of about $6\frac{1}{2}$ pounds every ten minutes. This, it was found, practically destroyed the solvent power of the water upon the lead. An apparatus was therefore arranged to add the requisite quantity of limestone automatically and mix it with the water. This apparatus was started in the spring of 1888 and has, we understand, been giving complete satisfaction ever since. Before adopting this idea, however, experiments were made with a view to protecting the interior surface of the pipe by forming insoluble salts upon it. One experiment was made with a 10 per cent. solution of sulphide of sodium, which produced a beneficial effect, but it was found that the protection was not lasting.

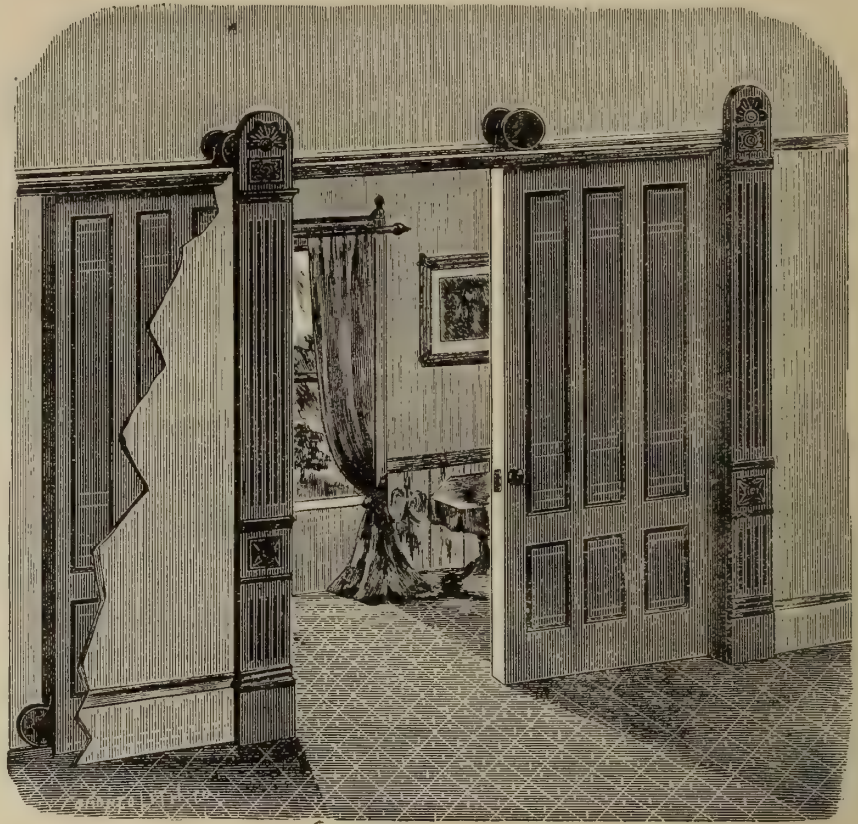
OLD-FASHIONED PLUMBING.

At an old-fashioned residence in Winfield, L. I., in fact the oldest residence in the town, can be seen some antique plumbing which would set the old Romans wild with envy. In one portion of the house stands a sink, which, as seen by our correspondent, bears the date stamped upon it of when it was first placed. The year is 1806.

The sink is constructed out of brown stone with a strainer cut into the centre, made also of stone, perforated. The waste-pipe from sink is made of copper.

An old-fashioned bath tube graces another portion of the cottage. It is the real antique material, and as it is now the style to have everything in our best families of the old-fashioned quality, we would recommend the immediate removal of this bath into someone's parlor. It is a plain wooden box lined with sheet lead, and although nearly a hundred years' old, is still in a magnificent state of preservation. — Plumbers' Trade Journal.

Common Sense Sliding-Door Hangers.

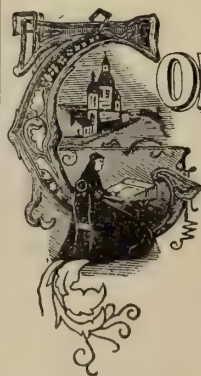


Doors Equipped with this Hanger Are suspended at the upper front corner and supported or rest upon a single roller secured to the lower inside corner, perfectly balanced, moving easily.

Common Sense Hangers can be applied to doors that have been hung with any other hanger without removing the plastering, woodwork, or any of the sheathing of the pockets, or creating any muss whatever.

MANUFACTURED BY

THE PETERBOROUGH LOCK MANUFACTURING COMPANY,
PETERBOROUGH, ONT.



TORONTO BUSINESS COLLEGE

Corner Yonge and Shuter Streets, Toronto, Canada.

The Largest, most Complete and Practical Business College, Shorthand Institute, Telegraph School and General English Training Academy in the Dominion.

Individual Instruction given by men of Practical Business ability. Handsome prospectus and circulars mailed by addressing
J. M. CROWLY, Manager. NOTE ADDRESS.

PUSH ON THE HANDLE AND THE SCREW GOES IN.



Will last a lifetime. Two Sizes.

Sold by CAVERHILL, LEARMONT & Co., Montreal, & all other dealers

GREEN HOUSE HEATING.

A correspondent writing to the American Engineer says:—

"We are heating four greenhouses, each 75x21 feet, and one potting shed 50x20 feet, also one propagating house 50 feet long, using the "over-head and return under bed" system of piping. We use two 2½ inch steam flow pipes in each house, overhead, and seven one inch return pipes.

The boiler is a No. 7 Furman's, brick set, and it heats all our houses on from one-quarter to one pound of steam. The entire heating arrangement works like a charm. The boiler extracts about all the heat from the coal whether run on a small or brisk fire. It makes steam on a run, and the effect is instantly felt in the houses. We consider it a complete success, and far superior to hot-water, by which we warm some of our other houses.

BRICK THE BEST BUILDING MATERIAL.

The growing conviction among builders that brick is the best building material, says the Clay Worker, has been made a certainty which must be universally admitted by the developments of the last Boston fire. This demonstrated that among all durable materials, granite has the least fire resistance.

But there is nothing but a graphite crucible that will withstand fire as well as brick.

The smoothness with which columns, pilasters and walls can be given in brick, as the present perfection of the art admits, together with the ornamental capacity of the material itself, and the cheapness with which parts may be reproduced, will lead to a much more extensive use of brick. We do not mean that stone as a building material will ever be entirely abandoned; in large, isolated public buildings it will be preserved, but that its use for general building purposes will be subordinated to the effects of its contrasts of color, and the peculiar development of its ornamentation, leaving brick to form the main structure. The mistake of discarding brick in favor of stone is largely due to the prevailing ignorance of the artistic capacity of the modern clay worker. This want of knowledge is in part due to the very recent development of terra cotta art, and to a want of practical examples well distributed throughout American towns, and even cities. But the confessed inadequacy of stone to resist heat and in some degree its greater cost, is fixing public attention to a more extended use of brick, and the ingenuity of necessity may be relied on to give it all the forms of artistic expression demanded.

"No man has a right to hazard other men's property without fairly appraising his creditors of the nature and extent of the risk, and obtaining their consent to the measure."—Horace Greeley

Unlike daily papers and general periodicals, this paper places advertisements before the eyes of just that portion of the industries most calculated to avail themselves of the announcements therein, and, therefore is of more value to the Trade than any paper published in this or other worlds. Manufacturers and wholesalers please take note of this, and then act accordingly. It is the only paper in Canada that reaches this trade direct.

BUSINESS CHANCES.

MALLEABLE IRON FOUNDRY IN GUELPH.
Complete Machinery, Stock and Premises.
A good opening. A. S. SMITH, Mail Building, Toronto.

JOHN J. CARTSHORE,

Telephone 616. 49 Front St. W., Toronto.

Railway & Tramway Equipment

STEEL IRON RAILS NEW OR SECOND HAND **All Sections**

Cast and Wrought SCRAP IRON in Car lots.

Charcoal Pig Iron

Zebra Spiral Steel Fencing Wire. Australian Fence Wire Strainers. Send for Prices.

WHOLESALE HARDWARE STOCK

OF

Wm. Thomson & Co., 20 & 22 Front St. West.

Commencing Monday, 17th inst., we will offer the above stock to the trade and in lots to suit purchasers, till Friday, March 7th. Intending buyers will please make their selections early, as removal after date named is necessary. Prices and terms satisfactory. Glass cases and fixtures for sale. Closed Saturdays.

M. & L. Samuel, Benjamin & Co.

30 FRONT ST. WEST.



The above Brand of Lead
Requires no Association Guarantee.
It is the STANDARD of the Dominion for
Purity, Fineness and Whiteness.
WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

Williamson and Lambe STORAGE.

54 & 56
Wellington St. E.,
TORONTO.

RUBBER STAMPS

ALL KINDS OF
Rubber and Metal Stamps
AT LOWEST PRICES. Write for Prices.
The Hardware
Publishing Co.,
6 Wellington St. W., Toronto.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb.	24, 25c
Straits 100 lb ingots.	24, 25
Strip	26, 27

Tin Plates—Charcoal Plates, Bright.

Bradley Grade—	Per box.	
I.C., usual sizes	\$6 25	\$6 50
I.X.,	7 50	7 75
I.X.X.,	8 75	9 00
Raven & Ynis Grade—		
I.C., usual sizes	5 25	5 50
I.X.,	6 25	6 50
I.X.X.,	7 25	7 50
L.X.X.,	8 25	8 50
D.C., 12½ x 17	4 75	
D.X., usual sizes	5 75	
D.X.X.,	6 50	6 65

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 50 4 55
I.C., special sizes	4 65 4 75
B.V. Grade, I.C., usual sizes	4 50 4 65

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 50 8 75

Charcoal Tin Boiler Plates.

Bradley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Iron and Steel.

Common Iron, per 100 lb	\$2 60
Refined " "	2 81 2 95
Horse Shoe " "	2 85 2 95
Band " "	3 25
Hoop " "	3 25
Swedish " "	4 00 4 50
Nova Scotia Bar iron	3 00
Sleigh Shoe Steel	2 75
Machinery Tire Steel	3 25
Best Cast Steel, per lb.	0 13 0 14
Russian Sheet " "	0 11 0 12
Tank Plates	2 25 2 50
Boiler Rivets	4 75 5 00

Boiler Tubes.

2-inch	13c
3-inch	18½

Boiler Plate, ½ inch	\$3 50
" 5-16 "	3 85
Sheet Iron, 1 to 20 gauge	3 50
" 22 to 24 "	3 75
" 24 to 26 "	4 00
Canada Plates, Blaina	3 50
" Boars Head	3 75
" Maple Leaf	3 50
All Bright	3 50
Galvanized Iron, Queen's Head—	
16 to 24 gauge, per lb	5½, 6c
26 gauge, "	6, 6½
28 " "	6½, 6¾
Galvanized Iron, Gordon Crown—	
16 to 24 gauge, per lb	5½, 6
26 gauge, "	6, 6½
28 " "	6½, 6¾

Note—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, ½ inch, per lb.	4½c
" 7-16 inch	5½
Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—Ingot.

Lake Superior, per lb	0 15½ 0 16
Baltimore " "	0 15 0 16
English B.S. " "	0 15½ 0 16

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	\$0 28 \$0 31
" round & square	
1 to 2 in	0 26 0 28
Note—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.	

Sheet.

Untinned, 14 oz. and light,	
16 oz, 14x48 and 14x60	\$0 19 0 20
Untinned, 14 oz. and light,	
16 oz, irregular sizes	0 20 0 21
Note—Extra for tinning, 3½ cents per pound, and tinning and half planishing 5 cents per pound.	
Planished and tinned, 14x	
48 and 14x60	0 30 0 32

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb.	0 20 0 24
" 35 to 45 " "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned, per ss.	0 26
Spun " "	0 30

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21 0 25
" 27 to 30 " "	0 23 0 29
" 30 and up " "	0 26 0 29
Sheets, hand-rolled 2x4 ft.	0 23 0 25

Zinc Spelter.

Foreign, per lb.	0 06 0 06½
Domestic " "	0 05½ 0 05¾

Zinc Sheet.

5 cwt casks.	0 06½ 0 06¾
Part casks	0 06¾ 0 07

Lead.

Imported Pig, per lb.	0 04 0 04½
Domestic " "	0 04 0 04½
Bar, 1 pound	0 05 0 05½
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00
Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 27½ p.c. discount.	
Note—Cut lengths, net price; ton lots 27½ and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.	

Solder.

Half-and-half (guar.) per lb	0 20 0 22
Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.	

Antimony.

Cookson's, per lb.	\$0 21 \$0 22
Other makes " "	0 20 0 21

Pure White Lead, ground in oil,

Associat'n guarantee, per lb.	\$6 06½
No. 1 Do.	0 05½
No. 2 Do.	0 04½
No. 3 Do.	0 04½

Prepared Paints.

(In ½, 1 and 1 gallon tins.)

Pure, per gallon	\$1 10
2nd qualities " "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb.	0 05
Chrome Yellow " "	0 09
Golden Ochre " "	0 06
French " "	0 05
Marine Black " "	0 09
" Green " "	0 09
Chrome " "	0 08
French Imperial Green " "	0 14

Colors, Dry.

Yellow Ochre (J.C.) in bbls, per lb	0 01½
" (J.F.L.S.) " "	0 01½
Venetian Red (R.C.2) " "	0 01½
" (1343) " "	0 02
English Oxides " "	0 03½
American " "	0 02½
Paris Green, per lb.	0 19
Burnt Sienna " "	0 08½
Burnt Umber " "	0 06
Drop Black " "	0 12
Chrome Yellows " "	0 12
" Greens " "	0 12
Golden Ochre " "	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal.	0 70
Brown Japan " "	0 70
No. 1 Carriage " "	1 50
Gold Size Japan " "	1 40
Pure Orange Shellac " "	2 20
Hard Oil Finish " "	1 50

Linseed Oil (in bbls).

Raw, per gal.	\$0 62½ 0 63
Boiled " "	0 65½ 0 66

Turpentine (in bbls).

Selected Packages, per gal.	0 65 0 67
Toronto Lead and Color Co.'s Paints.	
Pure Pr'd Paints, 1½ gal tins, p.gal	1 10
Elastic " "	0 90
Metallic paints, for barns, in bbls	0 75
Carriage " qts, 60c; nts, 45c	
Top Dressing " 60c; " 45c	

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	0 05½
" No. 2	0 04½
" No. 3	0 04½

A. G. Peuchen & Co.'s Prices.

Paint Oil, boiled	0 35
Peuchen's Pure English Paint in 1, ½ and ¼ gals. per gal	1 12½
Peuchen's Prepared Paint	1 00
2nd Quality Mixed Paint	0 75
Carriage Colors, quarts	0 55
Pure Lead, a guarantee	0 06½
Best White Lead	0 05½
No. 1 Lead	0 04½
No. 2 Lead	0 04½
Yellow Ochre	0 01
Golden Ochre, French	0 02
Extra Golden	0 03
Paris Green, pure	0 18
One pound package, pure	0 20
Cookson's Venetian Red	1 50
Best Vermilion	0 15
2nd Quality Vermilion	0 10
3rd	0 07
No. 1 Furniture Varnish	0 65
Brown Japan	0 65
No. 1 Carriage	1 25
Elastic Oak	1 25
Orange Shellac	2 00
White Shellac	2 25

Acme Paints.

Neal's Carriage, discount 40 p. c.	0 02
English Oxide, by the barrel	0 01½
American Oxide	0 01½
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p. c.	0 25
Granite Floor, in tins, 90c, 4½ p. c.	1 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	
" Wagon and Imperial, dis 40 p. c.	
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots.	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz.	1 25
Acme Carriage Top Dressing, \$1 75 per doz	4 00 8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, discount 45 per cent.	
Rim Fire Military, net list.	
Central Fire Pistol & Rifle, dis 18 p. c.	
Central Fire, Military and Sporting, net list.	
B.B. Caps, discount 45 p. c.	
Eley's, per 1,000	\$0 25 \$1 60

Anvils.

Per lb.	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz.	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each.	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	0 65 1 59
Pegging, " "	0 65 1 25
Brad, " "	0 85 1 60
" handled	3 60 7 30
Saddlers', " "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, " "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	7 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Light Brass Nos. 3 to 10.	Per doz. 1 80 14 50
" Nos. 2 to 10.	1 00 9 00

Door.	
Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50
Cow.	
American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 p. c.	

Farm.

American, each	2 00 5 00
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House.

American, per lb.	0 35 0 40
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Bellows.

Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount	35, 40 per cent.

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 per cent.	

Bench Stops.

Per doz.	5 00 6 00
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Bits—Auger.

Gilmour's dis 55 to 60 p. c.	
Excelsior—Jennings', discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jennings' Gen, net list.	

Car.

Gilmour's, 47½ to 50 per cent.	
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Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb.	0 11 0 15
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Bolts.

Carriage, dis, 60 and 5 per cent.	
Tire, dis, 50 to 50 and 10 per cent.	
Stove, dis, 40 to 45 p. c.	
Elevator, dis, 35 to 40 p. c.	
Machine, dis, 60 to 60 and 5 p. c.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 65.	
Vegetable, per doz	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	500 40 23
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Butts—Brass.

Wrought Brass dis. 60, 60 and 5 per cent.	
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Cast Iron.

Loose Pin, dis. 60 to 60 and 10 per cent.	
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Wrought Steel.

Fast Joint, dis. 60, 60 & 5 p. c.	
Loose Pins, " 60, 60 & 5 p. c.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.

Horse, per doz	0 70 0 95
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Carpet Stretchers.

American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz	22 50
World	21 75
Daisy,	24 00
Star,	18 00

Crown Jewel, per doz	29 00
Grand Rapids,	32 40

Cartridges—See Ammunition**Castors.**

Bed, new list, dis. 50 p. c.	
Plate " dis. 50 p. c.	

Cattle Leaders.

No 31 and 32, per gross.	8 50 11 25
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Cement.

Portland, car load lots	3 2
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.

White, lump, per lb.	0 01½ 0 01½
Red	0 05 0 05
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz.	0 85 4 00

Churns.

Amer., dis. 50 p. c. to 60 p. c.	
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Clamps.

Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clips.

Axle, dis. 65 p. c.	
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Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0.	1 35
" No. 2.	2 70

Compasses, Dividers, etc.

American, discount 65 p. c.	
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Cradles, Grain.

Canadian, discount 25 p. c.	
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Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English, "	2 00 4 00

Draw Knives.

American, dis. 70, 70 & 5 p. c.	
Canadian, dis 25 to 35 p. c.	

Drills and Drill Stock—Brest.

Millar Falls, per doz.	16 00 51 50
P. S. & W., dis. 40 per cent	

Twist.

Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.

Dis. 17½ to 22½ p. c.	
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Fawcets.

Cork Lined, per doz.	0 30 0 60
Wine, per doz.	1 30 2 25
Star,	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10	
Barton Smith, dis 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis., Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25 p. c.	
Horse Rasps, Kearney & Foote's dis Am list, 50 p. c.	
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33½ p. c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc., dis. 40 per cent.	
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Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis, 50, 50 & 10 p. c.	

Fruit Presses.

Henis' per doz	4 00
Enterprise, discount 10 p. c.	

Fry Pans.

Acme, discount 50, p. c.	
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Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p. c.	
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Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 40
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Glass.

4th quality Star, 1st break	1 65
" 2nd "	1 75
" 3rd "	3 90
" 4th "	4 20
" 5th "	4 50

Window Glass.

Pilkington's ordinary.	
1st break	\$1 06
2nd	4 32
3rd	5 08
4th	5 51
5th	5 94
6th	6 60
7th	7 32

Picture Glass.

Pilkington's ordinary.	
1st break	4 80
2nd	5 25
3rd	6 00
4th	6 60
5th	7 20
6th	7 65
7th	8 58

Glue.

American, per lb	0 09½ 0 10½
Canadian	0 09 0 10
French Medal	0 13½ 0 15
White	0 16 0 20

Glue Pots.

Tinned, each	0 30 0 90
Enamelled	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nad.

Maydole's net list, Can. discount, 25 to 27½ p. c.	
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Tack.

Magnetic, per doz	1 10 1 50
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Sledge.

Canadian, per lb.	0 12½ 0 16
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Ball Pean.

English and Can., per lb.	0 25 0 37½
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Handles.

Axe per doz	1 00 3 50
Store door	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 30 p. c.	
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Hoe.

C. & B., discount 30 p. c.	
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Saw.

Hooks—Cast Iron.			Picture Nails.			Scale Beams.			Cigar Box Nails, dis. 35 p.c.		
Bird Cage, per doz	0 50	1 10	Porcelain Head, p. gross	1 65	3 00	Canadian, B. S. & M. dis. 40 per cent.			Shoe Finders' Tacks & Nails, dis. 25 p.c.		
Clothes Line, " "	0 27	0 63	Brass Head, " "	40	1 00	Scrapers.			Tape Lines.		
Harness, " "	0 72	0 88	Planes.			Box, per doz	2 10	4 50	English, per doz	\$2 75	\$9 50
Hat and Coat, per gross	1 00	3 00	Wood, bench, Canadian, or American	dis. 50.		Foot, " "	40	3 50	Chesterman's, each	0 90	2 85
Chandelier, per doz	0 50	1 13	Wood, fancy Canadian, or American	dis. 35, 37½ per cent.		Screens.			" steel, each.	0 80	8 00
Wrought Iron.			Bailey's (Stan R. & L. Co.) dis. 35, 37½ per cent.			Window, patent, per doz	6 00	7 50	Thermometers.		
Wrought Hooks and Staples, Can. dis. 17½, 20 p.c.			Miscellaneous, dis. 15 per cent.			Screw Drivers.			Tin case & dairy, dis. 75 p.c.		
Wrought Hooks and Staples, Amer. dis. 75 to 75 and 5 per cent.			Bailey's Victor, dis. 15 per cent.			Sargent's, per doz	65	4 00	Ties.		
Wire.			Plane Irons.			Screws.			Cow, per doz	1 25	2
Hat and Coat, dis. 35, 40 p.c.			English, per doz	2 00	5 00	Wood, flat head iron, dis. 47½ per cent.			Tinner's Shears and Snips.		
Belt, per 1,000	0 60	2 70	Pliers and Nippers.			Wood, round head iron, dis. 42½ per cent.			P.S. & W., 10 p.c. advance on American list.		
Screw, bright, Eng., dis. 40, 5, 45 per cent.			Button's Genuine, per doz. prs. dis. 37½, 40 p.c.			Wood, flat and round head, brass, dis. 25 p.c.			Tinware.		
Horse Nails.			Button's Imitation, per doz.	7 40	10 25	Bench, wood, per doz	3 25	4 00	Stamped, dis. Assn list, 70, and 12½ per cent.		
Canadian, dis. 50, 50 and 10.			German, per doz	60	2 60	Bench iron per doz	4 25	5 75	Japanned, dis. 35, 50 p.c.		
Ice Picks.			Plumbs and Levels.			Scythes.			Pieced, dis. 40, 50 p.c.		
Star, per doz	3 00	3 25	R. S. & L. Co., dis. 65 p.c.			Scythe Snaths.			Transom Lifters.		
Kettles.			Poppers.			Canadian, dis. 35, 37½ p.c.			Traps.		
Brass spun per lb	0 25	0 30	Corn, square, per doz	1 35	2 00	Shears.			Game, Newhouse, dis. 17½, 20 per cent.		
Copper, " "	0 40	0 45	Pruning Shears.			B. & W., japanned, dis. 75 per cent.			Game, H. & N., or P.S. & W., discount 57½ to 62½ p.c.		
Enamelled Can. 50 p.c.			Per doz	4 00	5 50	Seymour's, dis. 60 p.c.			Mouse, per doz	0 35	1 50
American, 50 and 10, 60 and 5 per cent			Pulleys.			Ætna, dis. 75 @ to 75 and 10 per cent.			Rat " "	2 00	4 50
Keys.			Hothouse, per doz	55	1 00	Sheaves.			Trowels.		
Lock, Can, dis. 50 p.c.			Axle, " "	22	33	Sliding Door, per set	77	1 40	Disston's, discount 10 p.c.		
Cabinet, Trunk, and Padlock, Am. per gross	1 60	4 75	Screw " "	27	1 00	Canadian, dis. 7½ per c.			German, per doz	4 75	9 00
Knobs.			Awning " "	35	2 50	Shovels and Spades.			Brade's " "	7 00	10 50
Door, japanned, and N.P., Can. list dis. 50 p.c.			Pumps.			Canadian, dis. 37½ p.c.			S. & D., discount 35 p.c.		
Bronze, Berlin, per doz	2 75	3 25	Rumsey, Cistern & Pitcher Spout, 55, 60 per c.			Sieves.			Triers.		
Bronze, Gem, " "	6 00	9 00	Punches.			Wood Rim, black, p. doz	1 15	1 35	Butter, per doz	6 25	9 00
Lava " "	8 75	10 00	Saddler's, per doz	1 00	1 85	" tinned, " "	1 35	1 60	Trucks		
Shutter, porcelain, F. & L. screw, per gross	\$1 30	4 00	Conductors' " "	9 00	15 00	Tin Rim, " "	2 30	2 45	Warehouse, each	2 25	6 50
Ladles.			Tinner's solid, per set	72		" black, " "	1 80	2 25	Twines.		
Melting, per doz	1 70	4 50	" hollow, per inch	1 00		Snap.			Bag, per lb	0 12½	0 20
Lemon Squeezers.			Putty.			Harness, German, p. gro.	2 0	5 50	Wrapp'g, mott'd, pr. pack.	0 50	0 60
Porcelain lined, per doz	2 20	5 60	Bladder, per 100 lbs	2 00	2 25	Acme, " "	3 00	5 00	" cotton, per lb	0 18	0 20
Galvanized, " "	1 87	3 85	Tins, lbs	2 50	2 75	Lock, Andrew's " "	4 50	11 50	Mattress, per lb	0 33	0 45
King, wood, " "	2 75	2 90	Rail.			Soldering Irons.			Staging " "	0 27	0 35
" glass, " "	4 00	4 50	Barn Door, per foot	3	3½	Per lb	0 30	0 32	Broom " "	0 30	0 55
All glass, " "	1 20	1 30	Sliding Door, " "	3½	3¾	Wrought Spikes.			Binding, flax, per lb		
Lines.			Rakes.			Discount, net list.			" jute " "		
Fish, per gross	1 05	2 50	Cast Steel and Malleable, Canadian list dis. 40 per cent.			Spoke Shaves.			Vises.		
Chalk, " "	1 90	7 40	Razors.			Wood, English	1 80	5 00	Hand, per doz	4 00	6 00
Locks—Door.			Boker's, per doz	7 50	11 00	Iron, American	1 35	2 35	Beach, parallel, each	2 00	4 50
Canadian, dis. per cent.		50	Wade & Butcher's " "	3 60	10 00	Spoons and Forks.			Coach, each	6 00	7 00
Russell & Erwin, per doz	2 90	7 50	Razor Stropps.			T.S.P. Co., dis. 40 & 10 p.c.			Peter Wright's, per lb	0 12	0 13½
Cabinet.			Currier's, per doz	1 25	3 60	Nevada, " "	60	2 50	Pipe, each	5 50	9 00
Eagle, dis. per cent	33½	35	Rivets and Burrs.			D. & A., " "	1 70	4 50	Saw, per doz	6 50	13 00
Padlock.			Copper Rivets, dis. 40 to 40 and 5 p.c.			Basting, Amer'n, per doz	50	1 15	Washer Cutters.		
English and Am. per doz	50	6 00	Burrs, Iron, 30, 33½ per c.			Tea and Table, tinned	70	3 00	Per doz	4 00	8 50
Scandinavian, " "	1 00	2 40	Rivet Sets.			iron, per gross			Well Wheels.		
Eagle, dis. per cent	15	1 17½	Canadian, dis. 30, 35 per c.			Squares.			Amer. per doz. 8, 10 & 12 in.	3 38	6 00
Mallets.			Rope.			Iron, per doz	1 65	2 90	Wire.		
Tinsmith's, per doz	1 25	1 50	Sisal, per lb	12	12½	Steel, dis. 75 p.c.			Market, bright and annealed, Nos. 1 to 16 10 to 15 p. cent. advance on list from stock.		
Carp't's, hickory " "	1 25	3 75	Manilla, " No. 1	14½	15	Try and bevel, dis. 50, 55 per cent.			Market, coppered, galv., 10 to 15 p.c. advance.		
Lignum Vitæ, " "	3 85	5 00	" No. 2	13½		Staples.			Market, tinned, per lb	0 04½	0 08
Caulking, each	1 60	2 00	Cotton, " "	22	25	Wrought Iron, dis. 75, 75 and 10 per cent.			Galvanized Fence, 10 to 15 per ct. advance on list.		
Mattocks.			Deep Sea, " "	15	16	Stocks and Dies, Amer. dis. 25 per cent.			Tinned Broom, from 19 to 22 gauge, per lb	0 06	0 06½
Canadian, per doz	8 50	10 00	Rules.			Stone.			Malin's Wire on spools, dis. 30 to 45 per cent		
Meat Cutter.			Boxwood, dis. 75 & 10 & 5 80 per cent.			Washita, per lb	0 15	50	Clothes Line, galv., p. 100ft	0 25	0 55
Enterprise, dis. per cent	20	25	Ivory, dis. 40, 40 & 5 per cent.			Hindustan, per lb	0 06		Barbed Wire.		
Dixon's, each	1 60	2 00	Sad Irons.			" Slips, per lb	9		Galv. steel barb fencing	0 53	0 06
Woodruff's " "	1 10	1 70	Mrs. Potts, per set	1 15		Labrador, per lb	0 13		" Lock Barb, 4 point	0 53	0 06
Hale's, " "	1 05	1 50	N. P.	1 50		Turkey " "	0 15		Ditto Glidden 2 point	0 03½	0 06
Hume, " "	13 00	16 00	Sand and Emery Paper.			Arkansas " "	0 50		Galv. Ste 1, plain twist	0 04½	0 05
Mining Knives.			Emery, per quire	55	90	Water-of-Ayr " "	0 10		Terms, 60 days or 2 per cent off for cash—10 days.		
American, per doz	42	2 35	Sash Cord.	22	50	Scythe, per gross	3 50	5 00	Wire Cloth.		
Molasses Gates.			Sash Locks.			Grind, per ton	15 00	18 00	Ordinary, discount 25 p.c.		
Stebbin's Patent, dis. per cent, 65 to 70 per cent.			Triumph and Morris, dis. 37½, 40 per cent.			Stove Polish.			Painted Screen, p. 100 sq ft	2 25	2 35
Nails.			Kempshell's dis. 40, 62½ per cent.			M.L.S., per gross	1 88	7 50	Wrenches.		
Cut, 3 inch and upwards			Canadian, dis. 45, 50 p.c.			Jacoby " "	5 00		Agricultural, dis. 70, 70 & 10 per cent		
per keg	2 80		Sash Weights.			Mirror Black Lead, per gr.	2 00		Standard, dis. 60, 60 & 10 p.c.		
55 per cent. Brads & Moulting Nails, discount 55 per cent.			Sectional, per lb	24	3 00	Jos. Dixon's, bulk, per lb.	0 07		Coe's Gen'ne, dis. 40, 45 p.c.		
Wire Nails, 60 per cent. dis.			Each	1 00	3 00	Dixon's Plumb, " "	0 15		Diamond, dis. 33½, 35 p.c.		
Nail Pullers.			Saws.			M.L.S. Paste, per gross	9 00		Tower's Engineer, each	2 00	3 00
German & American	1 85	3 50	Hand, Disston's, dis. 10, 15 per cent.			Nicholson's, per doz	1 00	1 25	" S., per doz	5 80	7 50
Nail Sets.			S. & D., dis. 35 per cent.			Tacks, Brads, etc.			G. & K.'s Pipe		6 00
Square, round and octagon	3 38	4 00	Cross-Cut, Disst'n's, per ft. 35, 47.			Cut, Carpet, gimp, blued, dis. 35 p.c.			Burrell's " each	13	40
Diamond	12 00	15 00	S. & D., dis. 25 per cent.			" tinned, dis. 45 p.c.			Pocket, per doz	1 25	2 00
Oilers.			Hack, complete, each	1 75	2 75	Swedes' iron, blued or tinned, dis. 42½ p.c.			Wringers.		
McClarey's Galvan. Iron			" frames only	75		Upholsterers' (dis. 42½ p.c.)			Each	3 50	5 00
Oil Can, with Pump, per doz	19	50	Saw Sets.			Copper Tacks and Nails, dis. 45 p.c.					
Zinc and Tin, dis. 50, 50 and 10.			Per doz	1 65	9 00	Trunk and Clout Nails, " 45 p.c.					
Copper, per doz	1 25	3 50	Scales.			Patent Brads, dis. 40 p.c.					
Brass, " "	1 50	3 50	Canadian List, dis. 40 p.c.			Finishing Nails, dis. 42½ p.c.					
Malleable, dis. 25 per ct.											
Pails.											
Galvanized, per doz	2 00	3 50									
Pencils.											
Dixon's, per gross	1 00	4 25									
" Carpenter	2 25	3 60									
Picks.											
per doz	6 00	9 00									

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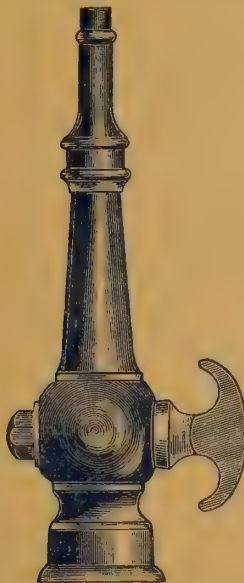
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No. 1. Fountain with spike, nickel plated	doz.						7 00
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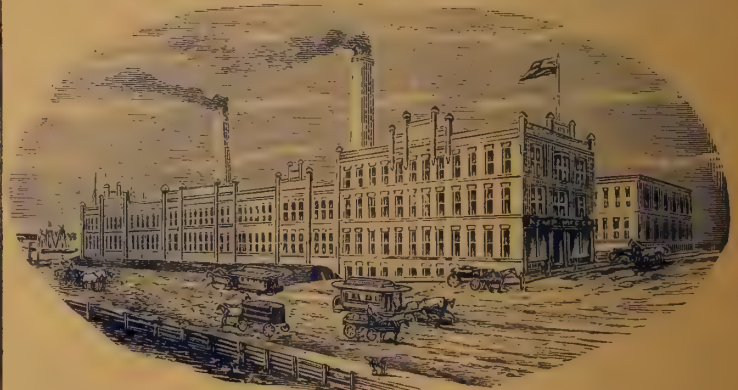
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Vol. 2.

TORONTO AND MONTREAL, MARCH 7, 1890

No. 10

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. Hugh C. McLean, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

OUR NICKEL WEALTH.

That there is great mineral wealth lying about Sudbury has been known for nearly five years. The extent of that wealth has been yearly growing on the national consciousness until its immeasurable vastness is now appreciated, but its character has only very recently been understood. The deposits were believed to be copper. The large tract over which they extended, taken along with an estimate of the world's yearly consumption of copper and the supply of it from other sources, left grave doubts in the minds of metal men that the opening of mines in this portion of Algoma would be followed by large returns. Along with these considerations, the duty on mining machinery and the lack of railway facilities had to be calculated. The Canadian Copper Company, however, had the enterprise to undertake the development of a large mineral stretch, and soon opened their Copper Cliff, Stobie, and Evans mines in the neighborhood of Sudbury. The working of these mines was followed by a discovery of the real nature and value of the deposits. The ore, described as massive pyrrhotite and magnetic iron pyrites, carried 5 to 10 per cent. copper, and $2\frac{1}{2}$ to 7 per cent. nickel. The latter constituent of the ore is its most valuable, and the abundance of it, as well as the recent discoveries of the mechanical applications and possibilities of nickel, give it a special interest for hardware men. The market for nickel has been given a wonderful and sudden enlargement by the results of the experiments of Mr. Riley, an eminent British specialist.

Since the Canadian Copper Company started two years ago, their example has been imitated by three other companies, whose mining will soon be followed by smelting operations. The Dominion Mineral Company, indeed, has its smelter up,

and H. H. Vaughan & Co., a Welsh firm, will have a smelter at work during the summer. The two smelters of the Canadian Copper Company have been busy for a long time, one of them above a year. They turn out forty tons of matte every day. A Marquette company is also in the field, and soon it is expected that the output of nickel from the Algoma mines, will be ten times the annual yield of all the other sources of the world.

The bed is found in some places to be a hundred feet thick. The ores of some mines are lower in nickel than are those of others, but they are also richer in iron. This unequal distribution is desirable in a country where coke must come dear, until at all events the lignite coal on the south-east shore of the Hudson Bay is made available by rail, as it is proposed to be. The ores rich in iron are consequently valuable after they are roasted as a flux for ores richer in nickel. Fusion is thus not so much a sole matter of fuel effects. The proportion of nickel increases with the depth. From being 3 to $3\frac{1}{2}$ per cent. of the ore-constituent, nickel becomes 8 to 10 per cent. as the shaft deepens.

The process through which the ore goes before the constituents become separated is all done now at the reduction works established near Sudbury. The ore is first crushed. It is next roasted; the combustion of huge heaps is started and maintained twenty-four hours with wood, and is then carried on by the sulphur in the ore until that has been mostly expelled. The sulphur continues to burn from two to three months. The chemical resultant is an iron oxide instead of an iron sulphide, with a mechanical combination as before, of copper and nickel. In the third step, the roasted ore goes to the smelter and is reduced to matte, which contains 15 to 20 per cent. nickel, and 25 to 30 per cent. copper. The matte finally is sent out of the country for separation, as we have no refineries here yet.

How much this possession of ours will enrich ourselves and revolutionize mechanical and engineering ideas, there is no saying. Heretofore, nickel was almost in the class of precious metals, and its use was confined

principally to plating, for which 1,000 tons a year amply provided the world's needs. Mr. Riley has shown how invaluable a large increase in the world's nickel supply would be, by his tests of various alloys of nickel with steel. He has shown that the breaking-strain of steel can be brought up from 30 tons to 95.6 tons per square inch by amalgamating it with nickel, and that its elasticity can be increased thereby from 16 to 54 tons. This is wonderful, but it at once opens up a demand for nickel that was never looked for. The uses for nickel have really begun, at the time that its abundance has been discovered. The full opportunity has arrived, and it is to be hoped Canada will profit by it. Both the Dominion and Ontario Governments should encourage enterprise that takes to these rich fields by liberal subsidies in the shape of railways and exemption from duties on mining machinery. The Central Ontario Railway should be continued from Coe Hill to Sudbury, and the Sault and Moose Factory should be joined by rail. Also the Mining Act should be such that prospecting may have inducements for the poor man as well as for the speculator.

MR. H. A. COLLINS' SETTLEMENT.

At the meeting of Mr. Collins' creditors on Monday evening a settlement was effected, whereby he will be enabled to resume business. Mr. Collins himself made no offer, in fact did not appear at the meeting until he was expressly sent for, and then would make no overtures for the redemption of his assets. He stated that he was not in a position to make an offer that he could expect to be accepted. There was nothing for it, therefore, but for the creditors either to take the initiative in proposing terms, or to wind up the estate. They took the former course. A committee of three conferred with Mr. Collins apart, and induced him to accede to a proposal which their colleagues had assented to. By that proposal Mr. Collins agreed to pay \$400 for the old stock and \$300 for the shop fixtures; for the good stock he engaged to give 40c. in the dollar, and 50c. in the dollar for the good debts. These terms are equivalent to about 14c. in

the dollar of his liabilities, taking as the basis of them the statement the assignee was able to extricate from the books. The aggregate of the claims, however, is expected to be further swollen by amounts, not included in the statement, that have appeared to the credit of his wife. If these additional claims are sworn to, the proportion to the dollar that is to be paid will fall short of 14c.

Neither in the failure nor in the representations of the insolvent is there any sign of dishonest intent. The claims of his wife, so far from being fictitious, are believed by the assignee to be considerably underestimated. Rents, and income from other sources that were indisputably hers, went into the business at various stages, and a record of them was derivable from the books.

While the facts exonerate Mr. Collins from any suspicion of fraud, there is yet abundant comment to be ravelled from them, which are not to his credit as a business man. One of the facts which throws a good deal of light upon the secret of the failure, has been hinted at in the remark above, that his wife's claim is more than it appeared from a careful examination of the books to be. It was almost impossible to be led, by the most searching scrutiny of the books, to any conclusion that could be regarded as final. An accountant could not examine them and feel satisfied when he was through, that he would not have to amend many deductions he had made from them. The books in fact were in a horrible state. As premises from which to proceed to survey a man's business position they could not well be worse. They were full of quagmires. In the wretched state of his book-keeping, then, is to be found one of the causes of Mr. Collins' failure. His books afforded him no readily-accessible information about his position, and consequently gave him no warning. If they had, the present failure might not have been, or might have been less disastrous.

Another fact which stands boldly out on the face of the statement of his assets, is that Mr. Collins was a poor collector. His book debts amounted altogether to about seventeen thousand dollars. This is rather staggering to staid economical business ideas about the way a retailer should do business in this age in a large city. But when it is further considered that of these debts only seven thousand dollars odd are classed as good, our astonishment grows. That a city retailer should have on his books above ten thousand dollars of debts that cannot be called good, is surely a reproach to his business methods. Carelessness and good-heartedness appear to lie at the bottom of this state of things, and it has been often stated lately that Mr. Collins was a difficult man to get an account from. People sometimes had to insist on his rendering a statement of their indebtedness to him. This will never do. If a man is a slack collector,

or if he is an indiscriminating creditor, it will soon be plainly demonstrated to himself that he is an incapable business man.

It has also been stated that Mr. Collins was not in the habit of taking stock. That is not unlikely. Such neglect, indeed, might reasonably be looked for as the natural accompaniment of the slipshod book-keeping the investigation has disclosed. A man's affairs will drift always in the same direction, and that is towards loss, if he does not often make an examination of them through a stock inventory.

The analysis of Mr. Collins' failure, then, brings us directly to faults in his book-keeping, in his collecting, and in his stock-taking. These faults are kindred ones, and that of which they are the offspring is either inability to appreciate, or lack of will to practice, Method.

STEEL FROM IRON ORE.

Geo. R. Wilson, a young man employed at the American Iron Works, Pittsburg, Pa., has had patented a direct process for making steel from iron ore. The invention has already been tested, and has proved most successful. Cast-iron of any quality is melted in a common iron cupola furnace, and a

given quantity is tapped with an ordinary crane ladle, which is swung around to the side of the converter. There is a fire-brick lining to the converter and a conical covering, out of which an iron funnel opens. On the bottom are placed a number of small cylindrical pots, lined with brick and fire-clay. Into the bottom of one of these pots is placed a given quantity of crude nitrate of soda, the surface of which is levelled and covered with a circular perforated plate of thick cast-iron. At the side of the cylinder is a hopper covered by a loose-hinged flap of boiler plate. This is raised and a ladle full of cast-iron is poured into the converter, falling on top of the perforated plate. This becomes gradually heated and a reaction soon commences in the nitrate, resulting in the development of brown nitrous fumes. These are followed by blackish grey and whitish fumes mixed with steam. In five or six minutes deflagration ensues. The converter is then attached, and the contents of the pot, consisting of crude steel and of slag, are emptied on the floor. The steel can be used as it is, or again heated and rolled into suitable sizes and shapes. The product welds well, and is excellent material from which to make cast-steel.



D. PARIZEAU, SR.

The newly elected President of the Montreal Chambre de Commerce.

THE ST. CLAIR TUNNEL.

One of the Greatest Engineering Projects of the Age.

Detroit letter in The New York Times:— Six hundred men are now digging the railroad tunnel under the St. Clair River, at Port Huron, at the rate of fifteen feet each day. This means that before the year is out one of the most important pieces of civil engineering in the country will be completed. More than 1,200 feet of the tunnel proper are now ready for trains on the Michigan side and 900 on the Canadian. The remaining 4,000 feet will be finished at a wonderfully rapid rate, considering the nature of the work, if no accident intervenes. It has taken six months to do the work thus far, but workmen are now more accustomed to task and can work with greater facility in the use of machinery, so that the engineers in charge place the completion of the work not later than the end of the year.

The tunnel itself is over 6,000 feet long. The approaches are equally long, so that the entire length will be more than two miles. Of this distance 2,310 feet are under the river, 2,390 feet on the Michigan land side, and 2,100 on the Canadian. The grade is one foot to fifty, except under the river bottom, where it is substantially level. It is an iron cylinder tunnel—the only one of the kind in the country. There is neither brick nor stone used in its construction. Neither are there any stays or supports—simply a mammoth iron tube built in sections underground. It is designed for a single track.

Electric lights make it as light as day, air engines keep the atmosphere as healthy inside as above, and steam pipes hold the temperature at the proper point. It is as dry as a street in summer, and the disagreeable features common to subaqueous work are entirely absent. Work is pushed from both ends.

The method of construction is simple. A great cylinder, weighing more than 60 tons, 20 feet in diameter and 16 feet long, is driven into the blue clay, which constitutes the entire bottom of the river, by the use of hydraulic power with as much ease as cakes of soap can be carved out of a general mass. Inside this cylinder, which is called a shield, twenty-two men are at work removing the dirt. As fast as the shield is pushed forward, which is about two feet at a time, the clay thus brought inside the shield is dug out to the edge of the great cylinder. Then hydraulic jacks are again started, and slowly but irresistibly the immense iron tube moves another two feet into the solid earth ahead of it. Each jack has a power of 3,000 tons, and the combined power behind the shield is more than 400,000 tons.

Another ring of iron lining is put into place, and each foot of tunnel is ready for tracklaying as fast as the work progresses. There is no mason work, as already stated,

and when done the tunnel will practically be a continuous iron tube 20 feet in diameter and nearly 7,000 feet long.

The iron plates that form the lining are of such curvature and length that any thirteen of them, with a small key-piece, will make a circle of 20 feet in diameter. The edges and ends are turned up, each piece being bolted by a dozen large bolts to its neighbor. Each one is 18 inches wide, and weighs as near 1,000 pounds as the foundries can make them. Those for the Michigan side are made in Detroit, and those for the Canadian in Hamilton, and thus the payment of duty is avoided. These great sheets are handled with cranes, and so readily that a complete circle is put up in about half an hour. The lining is about six inches thick, so that there is no danger of collapse from pressure.

The ground through which the material has passed thus far has been uniformly stiff blue clay. No water has yet been struck, and an occasional pocket of surface gas has been quickly disposed of by turning on a powerful air current. The precaution has been taken, however, to provide for the contingency of striking a stratum of sand which might lead up to the river and let its waters down upon the subterranean workers. A compressed air arrangement is provided for use at once by which a pressure greater than that of the water above would keep the sand in place until the lining could be shoved under it and the danger passed.

Mr. H. T. Murphy, who has charge of a portion of the work here, says this tunnel will be the most economical one ever built, if no unforeseen accidents happen.

The cost of a tunnel, of course, cannot yet be stated with any approach to accuracy, but it will be very large—much larger than a second similar one would need to be, because so much experience has been acquired during the building of this one that could be at once made available without expense in the construction of another. The material is expensive, but the labor is of the cheapest. The diggers are paid 17½ cents per hour, the iron men receive 15 cents and the remainder of the workmen 12½ cents. Aside from the engineering there is no skilled labor.

TO UTILIZE THE POWER OF NIAGARA.

A New York dispatch says: At last there is a perfected plan, backed by money already subscribed, to utilize the power of Niagara—not of Niagara Falls, but of the waterhead of the river above the falls. Within a month the Niagara River Hydraulic Tunnel, Power and Sewer Company will begin the digging and blasting necessary for the building of its main tunnel, which will be about two and one-half miles long. The system by which the force of the river is to be used is familiar to all who have had

occasion to interest themselves in the scheme. The ground above Niagara where the factories of the company are to stand has already been bought by the company. The estimate of cost for tunnel, twenty-four cross tunnels, twelve raceways and bulkheads, and necessary masonry, timber, walls, etc., is \$2,250,000. It is thought to be practicable by the men who are undertaking to convey this power as far as Buffalo (twenty miles) for lighting that city with electricity, and new ways of using and conveying the inexhaustible force of Niagara River it is thought would be discovered in the future. One of the best-known banking houses in Wall street is deeply interested in this undertaking.

PETROLEUM IN CANADA.

The total quantity of Canadian and American refined oil consumed in Canada each year from 1882 to 1889, has been as follows:

Year.	Canadian. oil.	American. oil.	Total.
1882	6,169,353	3,026,186	9,195,539
1883	7,135,580	3,088,414	10,223,994
1884	7,830,949	3,148,920	10,985,869
1885	7,843,033	3,813,379	11,656,412
1886	8,341,203	3,803,724	12,144,927
1887	8,436,938	4,309,397	12,746,335
1888	9,769,265	4,493,924	14,263,189
1889	9,684,336	4,723,698	14,408,034

By the above return it will be seen that there is a steady increase in the consumption of American oil in Canada. Last year the consumption of American increased, while that of the Canadian product decreased. America furnishes two-thirds of the total consumption in Canada.—Stowell's Petroleum Reporter.

There is now a calm in the ship building industry on the Clyde.

The lately completed Forth Bridge is one of the seven latest wonders of the world.

Gatling gun Howard saw Mr. Bowell in reference to an increase in the duty on cartridges and gunpowder. The United States duty is 45 per cent.

The federation of Belgian miners has sent a petition to the Government and the Chamber of Deputies, asking them to display an interest in the workingmen equal to that shown by Emperor William of Germany, and to see that legislation is adopted to reduce their hours of labor and to increase their wages.

The Inspectors of James S. Pearson, soda water manufacturer of Queen street east, met at Trustee Griffith's office, 103 Bay street, yesterday, when Mr. Pearson asked until Wednesday next to make a larger and final offer for the estate. The creditors of H. A. Collins, 90 Yonge street, met at the office of J. McArthur Griffith, trustee, yesterday, and after receiving the trustee's and inspector's report it was decided to accept Mr. Collins' offer. The result of this is that the creditors will receive about fourteen cents on the dollar.

A PROPOSED COLLECTION LAW.

DEAR SIR,—In my last letter I tried to answer why there are so few bankrupts in Quebec and so many in Ontario. Here is a story from real business life. I lived in the outskirts of a large Catholic settlement. On a corner is a central position. On another is one Catholic merchant who is very successful in business, making money and regularly increasing his stock. Two different Protestant merchants have opened out at different times in the same corner, and have in both cases retired ruined men. I know of some dead heads who paid the one merchant and successfully resisted the other's accounts. The present law encourages idleness. Bad payers are known to remark to each other that they intend to remain poor a few years more to allow their debts to become outlawed at the end of the six years. A sermon from a Protestant clergyman, even from Dr. Talmage, would be lost on these men. Very few of them attend church, and they are too hardened to listen to rebuke. The 10 per cent. Act would fetch them to time. A few figures easily show the benefit of a change in the Act. There are very few villages or townships without fifty bad payers owing not less than \$100 each, divided among four merchants at \$25 each. Our present law fails to collect a dollar of this from married men. Here is \$5,000 for each incorporated village or township. The larger counties have sixteen townships and ten villages, say twenty-five in all. This multiplied by 5,000 gives \$125,000 as lost to one county. Forty-five counties then total up a loss of \$5,625,000. This is lost to Ontario by merchants only. These figures may be a little large, but I have said nothing about our large cities. Such a showing illustrates the seriousness of the present situation. The law I propose would collect about \$20 a year, and in five years would have the above figures paid up in full.

A few more points that favor a change.

1. If you have a debtor up on judgment summons one, two or three times, it will cost for lawyer's fees three or four dollars. Once up is all that would be required, then the 10 per cent. clause would take effect. I would favor 10 per cent. on the first fifty dollars owed by debtor, and 10 per cent. more on the second fifty dollars owed by him. This would give the second creditor a payment on his claim also.

2. This would be a most excellent act to apply to government officials and corporation servants. As soon as Mr. Slowpay had been through the judgment suit, the 10 or 20 per cent. would take effect, a registered letter would be sent from division court clerk to the treasurer or the payer to withhold the 10 or 20 per cent. from salary every pay day, and remit the same to the division court

clerk. One or two months of this would make prompt pay out of slow pay. Some master would try to evade the Act by claiming that the man owed him, and he hired him to get even with him, but the new Act should take no notice of any claim but the first judgment summons passed in court, and no claim of any kind should be allowed to bar the 10 per cent. claim, each creditor to take his turn regularly.

Another benefit to follow such an Act would be that after the Act had been in force a few years all the slow payers would have their names recorded in the clerk's office. By a payment of 50 to 75 cents, a copy of all names on the 10 per cent. list could be had by all merchants. This would be worth hundreds of dollars to new beginners in business in strange neighborhoods, and bankruptcies would become fewer and fewer as time passed.

Yours,

COUNTRY MERCHANT.

Our correspondent's latest contribution to this question shows that he has made no random suggestion in his proposal to levy a ten per cent. assessment on the wages of delinquent debtors. His letter above shows that he calculated the outcroppings and counter-developments of such a measure, and has provided for them. This communication consequently deals with details and beneficial outcomes of the proposed change, and the writer's presentation of his views cannot be without effect on the cause of reform. The collection question is a vital one, and one that is now receiving a large share of attention in this country. The Central Grocers' Association in New York State has framed a bill which aims to make the collection of retailers' debts a simpler and surer thing than it is at present. We hope that the opening and following up of the question by our correspondent, will give an impulse to tradesmen that will not be spent until some such measure as that proposed by "Country Merchant" will be carried. "Country Merchant's" estimate of the loss to general dealers and grocers throughout the province may not be too large, but if it is not, the bare contemplation of such figures ought to be a strong incentive to business men to take hold of the matter and stick to it till there is some security established in our laws for all of their class. His limitation of the amount and the number of debts on which a monthly deposit should be ordered by the court, may be found hardly liberal enough. Ten per cent. paid twice in the month would come hard on some men. The indirect effect, as the writer truly points out, would in addition to the direct effect of collecting the debt, act as a powerful motive to deter a man from undertaking a debt. The provision to check anticipated evasions is a good one, that is, to recognize no debt but that on which an order from the court com-

mands a payment of ten per cent. If this were not granted in an Act such as is proposed, its workings would often be frustrated by sympathizing employers. But one of the best services such a method of collection would render the business world would be the availability of lists in the hands of the clerk of the court, who would thus be a source of ready reference upon delinquent debtors. Whether such a use could be made of information in the hands of the clerk, however, is a question that we are doubtful about, as it seems not to be in accordance with the usage or policy of British law to lend itself to such a purpose.

A NEW UNDERGROUND RAILWAY FOR LONDON.

Among the railway bills that will occupy the attention of Parliament this year is a scheme for the construction of a line, known as the Central London Railway, starting from Bayswater and passing along the line of Oxford Street, Newgate Street, Cheapside and King William Street, into the city, to form a junction with the city and Southwark Subway, which latter undertaking is now practically completed and will shortly be opened for traffic. The proposed line is really an extension of the other, and resembles it in all particulars, as to construction and the motive power, which will be furnished by electricity. The railway will be carried in two iron-lined tunnels, about 11 ft. in diameter, below all sewers and pipes, and well below the gravel upon which the houses are built, so that the tunnels being in the solid clay there will be no trouble from water, and no settlements can occur, as the tunnels will be driven under the protection of a steel shield, and the iron lining grouted in as it is placed by the method successfully used by Mr. Greathead in driving the tunnel under the Thames, close to and below the level of the foundations of London bridge. No shafts will be made in the streets at any point, but all the clay excavated will be brought to the surface by shafts on the Company's private property alone, where the sites will have been cleared for the stations, and all the ironwork for the tunnel lining will go down at the same places. If the work was in full swing at the present moment, all that the public would see in riding on the top of an omnibus down Oxford Street and Cheapside would be that at certain points, about half a mile distant from each other, some premises were apparently being rebuilt; but as rebuilding of that kind is going on at all times, no one would suspect that in addition to the visible building there was going on simultaneously the invisible burrowing of a couple of iron tubular tunnels 50 ft. below the surface. Hydraulic lifts of large capacity will be fixed at all stations, by means of which passengers will be conveyed quickly and comfortably from the street level to the railway below and vice versa. There will also be supplementary staircases at every station.—English Paper.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

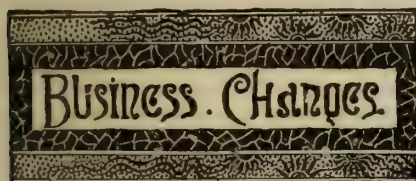
37 Front Street West, - - - Toronto.

Black Diamond Files

Made by G. & H. BARNETT, Philadelphia.

The most satisfactory Files made.

Sixty Per Cent. off American Standard List.



PROVINCE OF ONTARIO.

Cayuga—Thompson, W. H., (estate of) groceries and dry goods, stock sold.

Clandeboyle—Flanagan, Jno., general store, stock, etc., advertised to be sold by auction on the 14th inst.

Coldwater—Caswell, Geo., (estate of,) general store, stock, etc., advertised to be sold by auction on the 4th prox.

Forest—Stirrit, R., (estate of,) general store, stock sold.

Gravenhurst—Kilmer, W. J., (estate of,) general store, stock sold.

Highgate—Beattie, E., general store, burnt out, partially insured; Crosby, J. G., hardware, burnt out, partially insured; Risk, Wm., general store, burnt out, partially insured.

Kinlough—Steel, T. L., (estate of,) general store, stock sold.

Langton—Hobbs, W. J., general store, sold out to G. Wilson.

Marmora—Hubbell & English, (estate of,) general store, stock, etc., advertised to be sold by auction on 4th prox.

Newmarket—Smith, R. A., groceries, etc., deceased.

Thorold—Gearin Bros., flour and feed, Jno. J. Gearin deceased.

Tilsonburg—Barrett, T. J., general store, assigned to J. G. McIntosh, London,

Toronto—Young, Andrews & Co., (co nom) produce and commission, dissolved, J. F.

Young continues under sty'e J. F. Young & Co.

Wingham—Reading, C. J., groceries, sold out to R. A. Graham, who will take possession on 1st April.

QUEBEC.

Isle Verte—Marceau, E. D., general store, stock, etc., advertised to be sold by auction on 27th inst.

Montreal—Cassidy, Jno. L. & Co., wholesale crockery, etc., Jno. L. Cassidy deceased; Trembly, H. M., hardware and paints, sold out his stock and retired from business; Vandry, Z. & Fils, plumbers, &c., stock sold.

Waterville—McIntosh, J. & A., provisions and general store, selling out general stock; McGrail, Chas. J., grocer, stock, &c., advertised to be sold by auction on 5th inst.

PROVINCE OF MANITOBA AND NORTH-WEST TERRITORIES.

Brandon—Somerville, McKelvie & Co., general store, estate sold; Spence, Thos., general store, moving to Wawanesa.

Carberry—Henderson, J. B. & Co, (co nom), general store, sold out to W. E. Riesberry.

Graven—Hoskins & Leslie, H., general store, sold out to J. D. Sibbald & Co.

Unlike daily papers and general periodicals, this paper places advertisements before the eyes of just that portion of the industries most calculated to avail themselves of the announcements therein, and, therefore is of more value to the Trade than any paper published in this or other worlds. Manufacturers and wholesalers please take note of this, and then act accordingly. It is the only paper in Canada that reaches this trade direct.

The general stock of Geo. Caswell, Coldwater, was withdrawn by order of the trustee.

At Highgate the general stores of Mr. W. Risk, and Mr. E. Beatty were burnt along with several other buildings last week. Mr. Risk's property was valued at \$4,500, and Mr. Beatty's was valued at \$3,000 and insured for \$2,500. The fire started in Mr. Risk's store.

Among the buildings destroyed in the Highgate fire last week was Mr. F. G. Crosby's hardware store. The loss was \$1,700, on which there was an insurance of \$800.

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WHOLESALE ONLY.

— Plate Glass, Builders' Hardware —
●● Silverware ●●

ROOFING MATERIAL, CORDAGE, CROSS,
CUT SAWS.

See our Eleven Hundred Page Hardware Catalogue.

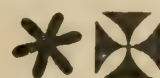
CAUTION.

Joseph Rodgers & Sons,
(LIMITED.)

Find it necessary to caution the public against imitations of their manufactures. None are genuine unless bearing the

MARK.

TRADE



GRANTED

1764.



The general stock of A. D. Meyers & Co., Parry Sound, amounting to \$6,937.38, was bought by Mr. Beattie of the same town at 51½c. on the dollar.

The clothing and men's furnishing stock, amounting to \$2,398.71, belonging to Duncan Cameron, Peterboro, was bought at 51½c. by A. Mercer & Co.

Kastner Bros, Sebringville, talk of selling out their general store stock. If this is done many citizens will have to go elsewhere for goods.

Among the leading general merchants of Sebringville is W. H. Otto. He does not let his being a member of the Independent Order Foresters, interfere with his business.

Notice of motion has been given in the Ontario Legislature by Mr. G. B. Smith that he will introduce a bill respecting assignments and preferences by insolvent persons.

Some men will get up out of bed at night in the coldest of winter weather to go to a fire, who cannot be induced to get up at 7 o'clock to start one in the kitchen stove.—Somerville Journal.

According to Inspector Young of Chicago, there are within the present limits of that city "four hundred employing firms of plumbers and about 2,000 journeymen plumbers, gas-fitters, steam-fitters, etc."

F. A. Campbell's hardware store near the market, Mitchell, Ont., being handy and a select stock of shelf hardware kept on hand, accounts for the good trade he is doing, together with his business abilities.

Gas is made so cheaply now that it can be supplied to consumers for cooking and heating stoves at lower cost than the consumers can purchase soft coal. The new company which is to supply East St. Louis is to receive 50 cents per thousand.

The foundry premises, fixed and moveable machinery, manufactured stock, book debts and accounts of the old-established firm of J. M. Walker & Co., Belleville, will be sold under an order from the High Court of Justice on Thursday, the 13th inst.

At the last meeting of the Council of the Toronto Board of Trade, it was moved by Mr. D. R. Wilkie, seconded by Mr. D. W. Alexander, and resolved, "That this council desires to urge upon the Government the importance of taking immediate steps to secure the establishment of a two cent postage rate for the whole empire.

At a meeting of the creditors of Frost & Picken, builders' supplies, Queen street east, held the other afternoon in the office of Bain, Laidlaw & Co., it was resolved to wind up the estate. Inspectors were appointed to

act with Mr. P. Howland, the assignee. The liabilities were shown to be a little over \$10,000, the assets \$5,800. A dividend of 25 cents on the dollar is expected.

Hardware merchants who are desirous of keeping the best oil tanned belt lacing in stock will ask their wholesale travelers for Gibson & Turner's make, and if they do not carry it, a communication sent to the firm at Gananoque will get it. Their goods give universal satisfaction and cost no more than a poor rotten article.

A traveller writes:—"If you hear any one speak of Peterboro, it is always a good word. The hotels are good, the streets are good, the water is good, the newspapers are 'alive'. Law and justice is the order of the day, and it abounds with good business men like John Cameron, J. D. Mitchell & Son, Kingan & Co., W. G. Bain, J. J. Lynch, W. J. Mason, Alex. Elliott, L. Potvin, Adam Hall, Fortye & Phelan, G. G. Pape, R. N. Kidd."

A fire was discovered in Copp Bros' foundry, Hamilton, on Saturday evening. When the firemen arrived they found the place in a blaze. The smoke was blinding and suffocating, but the men worked hard and in a couple of hours had the flames under control. The roof of the cupola building was burned off and the moulding shop slightly damaged, but the loss will not exceed \$1,000.

Messrs. A. W. Morris & Bro., the well-known cordage manufacturer, will, it is understood, soon resume business. Another meeting of the creditors has been held, and all present agreed to accept a new offer of settlement made by Mr. Morris. This last offer is based on the lines of the original one, but provides for an increase of the cash payment, and for a reduction of time for the subsequent payments.

Mr. Adam Hall, Peterboro, is always busy. His trade in stoves, tinware, wire goods, lamps and general hardware, keeps himself and several clerks, as well as a number of workmen very busy. Mr. Hall is a very pleasant man and treats all that come into his store with genial courtesy, even if they do not happen to want goods. Such business men are bound to prosper even in dull times.

We wish to call the particular attention of the trade to the patent door hanger put on the market by the Peterboro Lock Co., Peterboro. The special features of this hanger will at once attract the notice and approbation of the architect and mechanic, and the trade will gain a point if they look into the merits of the hanger before stocking with any other. The retail trade will find sample doors framed and hung with the common sense sliding door hanger with all leading wholesale hardware houses.

Messrs. Warren & McCarthy say trade is a little slow just now, but the prosperous

trade they have had the past eight years in the thriving town of Perth enables them to say with pride that they are able to pay a hundred cents on the dollar. Indeed one would not expect any other verdict who took a look through this large, well assorted stock of general hardware, carriage furnishings, paints, oils, glass, wire goods, etc., etc. Few compare with and none excel the complete lines carried by this firm.

Messrs. Dobbie & Co., successors to H. A. Fields & Co., Brockville, speak well of HARDWARE, and the writer can hardly harmonize the different expressions of some merchants. Here is a firm that have a very large store, a well-assorted, nicely-arranged, clean stock, always busy, and taking pleasure and profit in reading their hardware journals, while another dealer, who is perhaps watching for a customer, will say he does not have time to read half what he has got. Poor man, he had better throw all of them away and take one that will interest him like HARDWARE.

Mr. George M. Vanvalkenburg has been drilling for natural gas at Forest, Ont., and, a few days ago, at a depth of about one hundred feet, he struck a remarkably fine flow—in fact, a "gusher." Messrs. Hamilton and Prout, at the same place, have also struck gas in an old well, from which they are now obtaining sufficient fuel to make steam for driving the electric light machinery of the town. A fine flow of natural gas, has been struck in the well being bored at Amherstburgh, Ont., at a depth of 987 feet.—Canadian Manufacturer.

Upon his return from Port Arthur, General Superintendent White said Mr. Van Horne would send out a mining expert to test the quality and quantity of the ore before building a branch to the mines. There is said to be an enormous quantity of ore out-cropping in the vicinity, and the analysis recently made shows it to be of a superior quality to that found along the north shore of Lake Superior. Several experts from the United States have examined the mines, and their reports are universally favorable. It is said the ore is so easily got at, and of such superior quality, that it will pay the Americans to procure it, even having to pay the duty of 75 cents.

At a meeting last week of the council of the Toronto Board of Trade, it was moved and resolved, that the resolution presented from the Marine Section of the board by its chairman, that metal or steel entering into the construction and equipment of ships constructed in Canada shall be admitted free of duty, this to include boiler plates, boiler tubes, and corrugated furnaces, and also special equipments for steam steering, steam windlasses, or steam winches, provided the latter are not manufactured in Canada, be and is hereby approved, and Messrs. the President, B. Cumberland and F. B. Polson

TORONTO LEAD AND COLOR COMPANY'S VULCANIZED FLOOR PAINTS

SOMETHING ENTIRELY NEW.

Dry hard with a fine gloss in 12 hours.

READ OUR TESTIMONIALS.

We have been selling Toronto Lead & Color Co's pure paint about five years. think it the best mixed paint in the market.

WALLACEBURG, DEC. 14th, 1889.
It has given perfect satisfaction, and we

SHAW & WOOLIVER.

are appointed a committee to present the views of the council to the government.

At a meeting last week of the Wholesale Dry Goods Association the proposal of the Toronto Board of Trade to reduce the time of credit was thoroughly discussed, and the members expressed themselves in favor of restricting credits as much as possible. Doubts were expressed, however, as to whether the united action of the wholesale trade of the Dominion could be secured, and the following resolution was unanimously adopted:—

That while in thorough accord with the wholesale dry goods section of the Toronto Board of Trade in its efforts to procure a shortening of the terms of credit, this association is not prepared to settle the details of any proposed arrangement until assured that the general principle will be concurred in by the wholesale dry goods dealers in other trade centres in the country.

On the subject of white lead adulteration, "Ivory Black" writes as follows to the London Free Press: Now that the government in Ottawa have got down to business, it would afford great pleasure to all users of paints to see some vigorous steps taken to check the pernicious habit indulged in by certain spurious labels on white lead. Some brands of so-called pure leads show a very heavy percentage of adulteration and often turn out to be "pure trash." It should be made a felony to put the words "Pure" or "Genuine" on any but really unadulterated lead. The knights of the brush cry out for protection against these fictitious labels. The dealers who patronize lead manufacturers who have several "pures" and half-a-dozen "genuines" to "suit the price," are very much to blame, and would feel very sore if the "bogus" mixtures branded falsely were seized. Why not follow the old country plan of using the word "genuine" on the best, really pure lead, and stop all this dishonesty?

At a meeting of the Council of the Toronto Board of Trade last week, the committee appointed to consider the law relating to the equitable distribution of the estates of insolvents reported in favor of

BUSINESS CHANCES.

MALLEABLE IRON FOUNDRY IN GUELPH. Complete Machinery, Stock and Premises. A good opening. A. S. SMITH, Mail Building, Toronto.

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STEEL STAMPS SEALS & STEEL DIES

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The Standard
--BELT LACE--

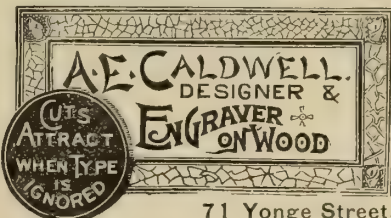
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Engineers' Safeguard.



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Every business man should have a thorough knowledge of Book-keeping as a safeguard against failures, etc.

Private instruction given in all English Subjects. Shorthand and Book-keeping Specialties.

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— AND —

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CORNER KING AND CHURCH.

P. J. WELLS, Prin.

certain amendments which should be urged upon the Government.

The first of these proposed bills is entitled An Act to amend the Act respecting Assignments and Preferences by Insolvent Persons, and is as follows:—Section 6 of the Revised Statutes of Ontario, chapter 124, section 6, amended. The Act representing Assignments and Preferences is amended by inserting after the word "sheriff" in the third line of said section the words "or for an assignee under an assignment to which sub-section 2 or sub-section 3 of this Act applies," and by striking out the following words beginning at the fourth line of said section, "the county in which the debtor resided or carried on business at the time of the assignment," and inserting in lieu thereof the words "Province of Ontario."

The second is entitled An Act to amend the Act respecting the law of Landlord and Tenant, and is as follows:—

Sub-sec. 4 of sec. 28 of the Act (Ontario) respecting the law of Landlord and Tenant is repealed, and the following substituted therefor:—"In case of an assignment for the general benefit of creditors the preferential claim of the landlord for rent, notwithstanding any provision to the contrary in the lease or other instrument under which such landlord claims, shall be restricted for rent for a period not exceeding six months in the whole, and such preferential claim shall in no case be allowed for a longer period after the date of the assignment than three months."

Mr. E. A. Wills, secretary, and Mr. W. H. Beaty, solicitor of the board, went to Ottawa to look after the interests of the Board of Trade bill in the House of Commons.

PAYMENTS ON ACCOUNT.

An account in which bills are paid at maturity, is desirable in that there is no loss in interest; no difficulty in seeing at a glance whether or not bills are past due and consequently, little trouble in proving an account; inversely, the disadvantages of "payments on account" are set forth in a circular recently issued to the members of the Merchants' Association of New York.

"Payments on account are unsatisfactory and deceptive; as no particular bills are settled, there is a loophole for claims for allowances when seller has no recourse; there is often a great difficulty in proving an account, and there is usually a loss in interest ascertainable only by averaging, which is too often disregarded.

"That several members of the association are aware that interest never sleeps, mention is made of a few drafts collected at an expense of \$1 each.

Claim No.	Date.	Principal.	Interest.	Total.
3065	Oct. 29, 1883.	\$18 44	\$5 38	\$23 82
3919	June 1, 1887.	Closed	act 26 44	26 44
4852	July 2, 1885.	\$31 55	8 32	39 87

"Association drafts are printed 'with ex-

change' which is collected at least half the time; fully half of the drafts paid include interest on past due bills; several members have refused to accept direct payment from debtors unless they paid the association's charges and they were so paid.

"As the association grows older, and more widely known, it is believed that exchange and interest will be collected without difficulty and if members can collect the association costs from delinquent debtors, then the collection schedule will not be a heavy financial burden."

A creditors' satisfaction in believing from experience that bills will be paid as they fall due is readily understood, and that a loss of interest on each bill for thirty days is greater than the income derived from the interest on a first-class bond and mortgage will be admitted. The examples above given show:

First—That interest is an important item in the profit and loss account.

Second—That creditors maintain, and debtors admit, that interest should be paid on past due bills.

Third—That claims in which interest is an important factor can be collected quickly and at an almost nominal cost through the combined influence of the names on the membership list of a protective association conducted in the special interests of trades which have a common interest in credits and collections.

Fourth—That the success which has attended the establishment of associations with systems similar to that of the Merchants'

How to Sell Goods

Send Ten Cents to the HARDWARE PUBLISHING CO. for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods."

HARDWARE PUBLISHING CO.,

6 Wellington St. W., Toronto.

THE Dominion Wire Rope CO., Limited.,

MANUFACTURERS OF



(Works at Lachine).

FOR HOISTING, MINING, TRANSMISSION OF POWER, TOWING, SHIPS' RIGGING, AND GUYS, LANG'S PATENT WIRE ROPE FOR TRANSMISSION AND COLLIERY PURPOSES, ETC., ETC.

JAMES COOPER, Agent,
MONTREAL.

Association, indicates that at no distant date each important trade will have an association of its own, or that a central association will have departments for several connecting trades in which combined knowledge and influence will have quadrupled value and power.

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McKINNON DASHES

CHEAPER
BETTER
STRONGER
THAN HAND MADE

If you get the S. F. Quality.

Mr. R. G. Leckie, of the Londonderry iron mines, is at Ottawa as the advance guard of a deputation of iron manufacturers which will interview the Government on tariff matters to-morrow.

A feather duster disperses but does not remove the dust from the store.

A cheeky thief caught walking off with a door-mat explained in defense that he saw the word "Welcome" on it.

You can lose more than we do by not subscribing for this paper.

SIMPSON, HALL, MILLER & CO.,

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ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

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Awarded Gold and Silver Medals 1887 and 1888, also Bronze Medal and Diploma 1889.

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61 AND 65 DUNDAS STREET.

MANUFACTURE BRUSHES OF EVERY DESCRIPTION.

MILL AND MACHINE BRUSHES MADE TO ORDER.

FULL STOCK CARPET SWEEPERS

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British Plate Glass

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Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

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WE BUY AND SELL all kinds of Scrap Iron for the purpose of re-melting and rolling.

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WE BUY AND SELL all kinds of Rails, either for scrap or relaying.

METALS.

WE BUY AND SELL Copper, Brass, Lead, Zinc, Rubber, etc., in any quantity.

COTTON WASTE.

WE SELL Cotton Waste (white and colored) for the purpose of cleaning and wiping machinery and packing car boxes.

ALL OUR QUOTATIONS ARE ON A CASH BASIS.

TO THE PUBLIC.

We also make a specialty of buying OLD LOCOMOTIVES, OLD STEAMBOATS, BURN'T SAW MILLS, BURN'T GRIST MILLS, Etc.

MARKETS

TORONTO, MARCH 7, 1890.

Rather less activity and a lack of orders this week has in some measure induced holders to make slight concessions in a few of the leading lines, but this cannot be regarded as an index of the general condition of the markets, which are well maintained. Both Canadian and English manufacturers claim in a number of instances that they are working at a loss, based upon the price of raw material. There does not appear to be any prospect of reductions, and on the other hand if the trade opens out actively in the spring months higher prices are certain to be looked for.

With the exception of tin and Canada plates, which we quote lower, we do not reduce prices this week, although, as before said, the general tone of the market appears to be easier. This, however, would hardly apply to manufactured iron, which is still firm in all lines, and which is in fairly active demand. Bar iron continues to show a steady movement, on the old basis of 1 and 2'60 for common bars, and manufacturers keep actively engaged.

The general features of the market this week show tin plates to be dull and easier; ingot tin quiet, with prices favoring buyers; lead easy and in slow demand; antimony in limited enquiry and also easy; Canada plates lower and in poor request; copper dull and easy; zinc slightly firmer and iron steady, with a moderate movement.

Cable advices state that the foreign markets continue rather weak and irregular, more particularly in the speculative branch. Latest cables quoted 51s. for Scotch warrants and 51s. 6d. for Middlesbrough. English mail advices say: At Glasgow there has been a much firmer feeling, and the general opinion now appears to be that the majority of the weak speculators have been cleared out, and that a more even market may be expected. The recent fall in prices was probably as much over-accentuated as the rise immediately preceding, and now, with the shipping season close at hand, and an increase in wages again imminent, a steady market with an upward tendency would not be surprising. Stocks in Connal's store continue to decrease at the rate of about 7,000 tons per week, the quantity there held now being 880,000 tons, comparing with 1,034,000 tons at the same date in 1889. Shipments are rather below the average of recent years. The manufactured iron and steel makers continue very reluctant to make concessions on recent prices, as they are paying the top wages, and in most cases doubtless had made their purchases of raw material before the recent drop in pigs took place. Buyers, under the circumstances, continue to hold off as long as possible, thinking to buy on better terms later on; but the chances are now turning in favor of the manufacturers. Very few fresh orders have been placed during the last fortnight, but makers continue busy on old contracts. At Middlesbrough the tone has been much firmer. Stocks in public stores are still decreasing, and now stand at 181,000 tons, against 254,000 tons at the same date last year. Shipments have been somewhat larger of late, but are 33,000 tons behind the corresponding period of 1889. There is no

MARKETS—Continued

change to report in the manufactured iron and steel trades. In Staffordshire trade is proceeding steadily, and there is no uneasiness manifested as regards the future. Prices are well maintained, and there has been a good deal more inquiry both for pig and finished iron.

There is still no improvement to be noted in payments. Money continuing to arrive from the country slowly and in small quantities. In some other lines of business the past week has been an anxious one, as the fourth of March, one of the settling up days of the year, had not been looked forward to with any degree of confidence. The results have in some measure justified the doubts of merchants, although they all claim that payments on that day exceeded expectations. These expectations, indeed, were not ambitious, so perhaps they have been realized. It is stated by some that fully 50 per cent. of the paper was met, but this, to say the least, is doubtful. Wholesale merchants themselves had made arrangements with the banks to protect their paper, and there is no doubt but that a large amount of paper had to be protected. It was to have been expected however, that a very large number of renewals would be asked for, and so there have been. There was no disposition, though, on the part of wholesalers to exercise any great harshness, they recognizing the fact that the general dullness of trade, and the present tightness of money are evils that cannot immediately be remedied, and they are therefore prepared, whenever possible to deal with their customers with a certain amount of leniency.

TIN PLATES.

The local market is dull and easier in sympathy with foreign advices. Makers have been compelled under pressure to effect sales at prices that the figure on steel bars does not really admit of them doing and recent advices clearly show that there are fully two thirds of the makers shut down. Business, however, on the other side is small, and Liverpool buyers are gradually tapering prices. At the half yearly meeting of the Plate Workers' Union it was decided to cease work altogether during the second week in March, and every effort will be made to adhere to 36 boxes output in 8 hours until the stock at shipping port shall be reduced to 250,000 boxes.

TIN.

Ingot tin has exhibited some degree of sluggishness during the past week, but is now at a figure that attracts the attention of buyers and any large purchases in the London or New York markets may cause a reaction. The cable quotes tin at £90 5s. spot and £91 5s. futures. Speculative holders seem to be thoroughly discouraged, and little or no resistance has been offered to the movement to depress prices.

LEAD.

In this market prices are also favoring buyers. This is an article that has had rapid fluctuations in the English market during the past 10 days, and is now stationary at the decline. Soft Spanish is quoted at £12 17s. 6d.

ANTIMONY.

No further advance has been made in antimony, in fact recent advices show a decline of £2 per ton. Stocks are light in Canada, and no concessions are being made for prompt deliveries. In New York Cooksons' is selling at 24 to 25c.

CANADA PLATES.

In consequence of these being out of season at the moment, prices can be regarded as simply nominal, although doubtless they could be bought at lower figures than a week ago, and we reduce quotations accordingly. Stocks in Canada, however, were never lighter than to-day, and as present prices are below the cost of importation, it is safe to predict that when the demand does take place, the present figures will be regarded as exceptionally low.

COPPER.

Copper seems unchanged, yet prices favor buyers. Stocks are light. The cable states that the London market has stiffened somewhat, merchant bars being quoted at £47 2s. 6d. spot, and £47 15s. futures. In that market there has been more demand, and purchases by consumers show some increase. Speculative demand has improved and appears to be encouraged by the easier rates for money. The demand from consumers is improving, and prospects are considered favorable for a good spring trade.

ZINC.

Zinc receded about the middle of February, but cable advices report a reaction. Spelter is quoted firmer with a fair demand, and ordinary Silesian selling at £22 15s.

STEEL RAILS.

The cable says: There are offers at 2-6 decline on late prices, but only a moderate business passing. Heavy sections quoted at £7 2s. 6d. and light sections £7 15s. @ £8, f.o.b. at N. W. England shipping point.

PAINTS AND COLORS.

The general trade this week shows about the same features as were reported last, although some changes are to be made in prices. Linseed oil has created the greatest stir in the market this week. Cable advices from the Old Country state that linseed oil has advanced there 2s. per cwt., making the price £23 15s. Here stocks are reported to be low, while the article is in brisk demand. Local crushers, it is claimed, are unable to supply the demand, and are already over-sold. Dealers are holding raw at 65c. and boiled at 68c. Turpentine here is unchanged in price. It is in more active demand; stocks, however, are ample, and no scarcity is anticipated. A report from Savannah, dated February 27, says: "There has been a very small movement since our last report, and scarcely any fluctuation in prices. Receipts are light, but the demand is unusually poor, even for the season of the year. The forward season promises a new crop fully one month earlier than usual, and, waiting for it, buyers adopt a hand-to-mouth policy. Small sales have been made at 40c." Stocks of turpentine at southern points are 11,048 bbls. against 6,104 bbls. a year ago. Another report of the same date states in regard to rosin that it "is strong and active and scarce. The demand for foreign account continues to take all offerings. The marked increase in consumption indicates a permanently higher range of values. Stocks of rosin at southern points are 109,849 bbls., in comparison with 187,213 bbls. at the same date last year." White lead is unchanged. It is understood that representations will be made to the government with a view to have white lead placed under the "Adulteration of Food Act." This, so the originators of the scheme think, will prevent the adulteration that is now so prevalent in the trade. In prepared paints there is a fairly active movement reported. Dealers hope to do a good business, yet the state of general

trade has been such as to prevent a good deal of building in the country, and this will, of course, militate against a very large sale in prepared paints. Besides, competition this year is so keen and price-cutting is being indulged in to some considerable extent, and all this will have the effect of reducing profits.

NEW YORK MARKETS.

NEW YORK, MAR. 6, 1890.

Both crude iron and finished iron and steel remain in practically the same position that they were last week. Neither agents or dealers report any increase in their sales, nor larger or more numerous orders; and the advices from other points indicate that the experience here is very similar to what is met with at other centres. Deliveries continue free and take up a large portion of the current output, more particularly of foundry pig iron; but the absence of new orders of any magnitude for either crude or finished productions leaves the market in a rather flat condition. Where speculators or weak holders manifest any anxiety to sell irregular and rather lower prices are the rule, but furnace men maintain old figures for crude materials, and concessions on finished iron and steel are granted in exceptional instances only. The spring demand is doubtless falling short of early calculations, and with production continuing on a large scale the buyer has more or less advantage in most departments.

Scotch pig has slow sale and the market is without new feature. The nominal prices are \$21.50 for Eglington, \$22 and \$22.25 for Dalmellington, \$25 and \$25.50 for Summerlee and \$25.50 and \$26 for Coltness.

Steel rails are without change. One or two fair-sized orders have been placed, but the general demand is of a hesitant character, and buyers seem still to be holding back for lower prices. Sellers quote \$35 at mill for heavy sections. Other forms of steel remain quiet, with \$34.50 and \$35.00 quoted for billets and slabs and \$50 and \$51 for wire rods.

TIN.

Pig tin has been up to as high as \$20.90 cash, but receded to \$20.70. The latter price was apparently full value at the close Tuesday, and 20c. above what March contracts could have been purchased at. Speculation in futures has been fairly active and consumers have made some purchases for current month delivery, but the demand for spot stock has continued slow. Sales on the Metal Exchange the past three days include 30 tons spot at \$20.90 and \$20.70; 70 tons March at \$20.60 and \$20.45; 85 tons April at \$20.35, and 40 tons May at \$20.25 and \$20.20.

COPPER.

Copper has remained quiet in this market and the position is practically the same as it was last week. There is no greater pressure to make sales by the mining companies or other holders, and the demand is almost wholly for small lots. The prices quoted are 14¼ and 14½c. for Lake and 12¾ and 13c. for casting brands.

LEAD.

The pig lead market has remained very firm, with demand quite as good as during the latter portion of last week. About 400 to 500 tons have been sold at 3¾ and \$3.90, and latter was quoted as inside price at the close.

NORTHEY & CO., - TORONTO, ONT.

MANUFACTURERS OF
SINGLE AND DUPLEX

Steam and Water-Power Pumps

FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP
CONDENSERS

FOR ATTACHING TO

High Pressure Steam Engines,

MARINE AND STATIONERY.

GREAT ECONOMY

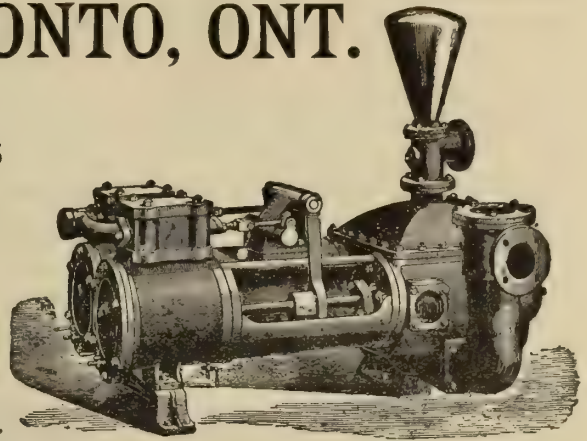
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FUEL AND POWER

GUARANTEED.

Prices and particulars on application.

OFFICE AND WORKS: Corner Front and Parliament Sts.



SPELTER.

Spelter is moving in moderate quantities only, and rather slowly at that. Prices are still rather weak, with \$5.15 and \$5¼ the range on ordinary brands of Western common.

TIN PLATE.

The situation in the tin plate market is unchanged. Manufacturers are to reduce their output as a means of holding prices up; but that movement has no weight with buyers, and stock is still picked up at concessions from the prices generally quoted in both this and the foreign markets.

MONTREAL

MONTREAL MARKETS.

MARCH 6, 1890.

There is no new feature worthy of note since our last report. While the wholesale trade is doing a fairly good business, jobbers and big importers report things quiet with prospects good. Payments are well up to the standard.

IRON AND HARDWARE.

The past week's trade has shown no improvement over the previous one, business continuing quiet. Pig iron warrants in Glasgow are reported a shade easier. Summer-lee continues firm at former prices. The same may be said of finished iron. In Canadian bars at \$2.40 to \$2.50 a fair trade is being done, with best foreign up to \$2.75. There is a continued firm feeling in tin sheets and galvanized iron. Tin plates are unchanged. The stocks of charcoals are very light and scarce at \$4.50 to \$4.75; cokes at \$4.25. Canada plates are quiet at former

price. The uneasy feeling in metals reported in our last still continues. There is no change in copper, it continuing firm at former prices. Zinc 6½c., and spelter 6¼c.

The pig lead market has been changeable the past week. Figures in London ranged from £12 11s. 6d. to £13 15s., but closed at £12 15s. f.o.b.

NAILS.

There is a continued quietness in nails. Stocks in the hands of some makers are very light, in fact one of the mills here has been shut down for some time, so that makers anticipate a ready sale. Material on the other hand continues high. There has been a good demand for horseshoes at unchanged prices.

IRON CUT NAILS.

2 dy @ 60 dy, hot cut, per keg	2 75
10 dy @ 9 dy, " " "	3 00
8 dy @ 7 dy, " " "	3 25
6 dy @ 5 dy, Am. pat	5 50
4 dy, " " "	4 25
3 dy fine hot cut, " " "	2 75
3 dy @ 5 dy, cold cut, Am. pat.	3 25
4 dy, cold cut, " " "	3 75
3 dy, hot cut, nails " " "	5 95

	Steel Cut Nails	Wire Nails.
10 dy @ 60 dy, per keg	\$2 85	\$3 75
9 dy " " "	3 10	4 10
8 dy " " "	3 10	4 45
7 dy " " "	3 35	4 80
6 dy " " "	3 35	5 15
5 dy " " "	3 60	5 15
4 dy " " "	3 60	5 45
3 dy " " "	4 35	6 50
3 dy fine " " "	5 85	8 20

CASING/FLOORING AND BOX NAILS.

3 dy, per keg	\$4 75
4 dy @ 5 dy, per keg	4 00
6 dy @ 7 dy, " "	3 75
8 dy @ 9 dy, " "	3 50
10 dy @ 30 dy, " "	3 25
Cut spikes, " "	3 90

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	\$5 15
1 " " "	4 75
1 ½ " " "	4 45

Finishing nails 75c. per keg over same size hot cut, viz., from \$6.60 for inch to \$2.65 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.60 for 1-inch to \$3.40 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$7.10 for 1-inch to \$3.90 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand 50 per cent. discount, for small lots. P. B. & Co. brand 50 per cent. of list for small lots. Large lots 50 and 10 four months, with 5 per cent off for cash in 30 days.

CEMENT AND FIRE BRICK.

The outlook of cement and firebrick has undergone no material change since last report. Prices are: Cement \$2.60 to \$3. Firebricks \$25 to \$30 per 1000 as to brand.

GLASS.

There has been no change in the glass market the past week. Higher prices are being looked for at an early date. Prices: first break \$1.65; second \$1.80; third \$4 in 100 feet cases.

PAINTS AND OILS.

The improvement noticed in our last continues, though there is a measure of caution in consideration of the tight money market. White lead is in active demand at former prices. English dry white is extremely scarce and firmer prices may be looked for. Cable advices dated yesterday report a further hardening in linseed oil owing to scarcity of seed. To-day's quotations are: raw 68c.; boiled 71c.; large lots might be taken 1c. lower.

The general stock of Hubbell & English, Marmora, amounting to \$2,817.81, was bought by Mr. J. S. Sharpe, at 57½c. on the dollar.

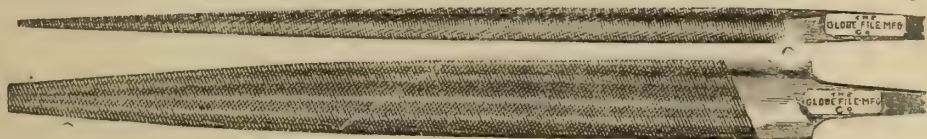
FILES AND RASPS

(Of every description)

Made from superior
quality cast steel

(TESTED AND WARRANTED)

GLOBE FILE MFG. CO.
Port Hope, Ont.



Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont.

MONTREAL NOTES.

The selection of the property at the south-east corner of Place D'Armes Square and Notre Dame street as the site for the new Board of Trade building is being canvassed among the members and appears to meet with general favor. The other site principally spoken of is that at the southeast corner of St. John and Notre Dame Streets. The Cuvillier block at the corner of St. Peter and St. Sacrament street, has been offered to the committee, but the selection of a site on a busier thoroughfare appears to be preferred. The special committee is still discussing the matter.

Mr. W. J. Thompson, late of the Wm. Thompson Co., will hereafter fill the position with Caverhill, Learmont & Co., and Crathern, Caverhill & Co., Montreal, lately occupied by Mr. E. K. Watson, who has had to resign on account of ill-health. The many western friends of Mr. Thompson will again look for him as of old, and not in vain.

Mr. Munro, manager Ferguson, Alexander & Co., returned last week from an extended visit to Glasgow, Scotland.

The Barnum Wire and Iron Works Co., Walkerville, have now in the press a General Catalogue, which will be ready for distribu-

tion among the trade by the tenth of April. The work is to be on a magnificent scale, containing an immense amount of matter that is available now to the trade only by postal enquiry, or by reference to many sources. It is expected to be the largest catalogue volume yet issued, and will embrace lines of architectural goods, of iron work, and hardware articles. A copy will be sent to every hardware dealer. If any dealer has been missed in the distribution,

all he has to do is to notify the firm of the fact and he will be furnished with a copy. The Barnum Wire and Iron Works Co., are now prepared to fill orders for screen doors and spring hinges, as they are proprietors of the latest patents for improved makes. They invite correspondence.

Mr. Wm. Johnson, of Montreal, interviewed the Minister of Customs to ask for a re-arrangement of the duties on paints.

REFRIGERATORS.

Hardwood-Lined Galvanized Iron, Patent Locks. Economical, Reliable, Cheap.



MILK
DELIVERY
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{ CAN }

FIXTURES
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GATES

Milk cans made up. Sap Buckets and Spiles. Galvanized Iron Eave Trough 8 ft. lengths. Oil, Gas and Vapor Stoves.

We make and supply everything used by Stove and Tinware Dealers.

WRITE FOR PRICES.

The McClary Manufacturing Co'y

LONDON, TORONTO, MONTREAL, WINNIPEG.

TABULAR STEEL BOW SOCKETS FORGINGS CARRIAGE AND DROP.

The undersigned is now manufacturing full lines of

CARRIAGE :- -: HARDWARE,

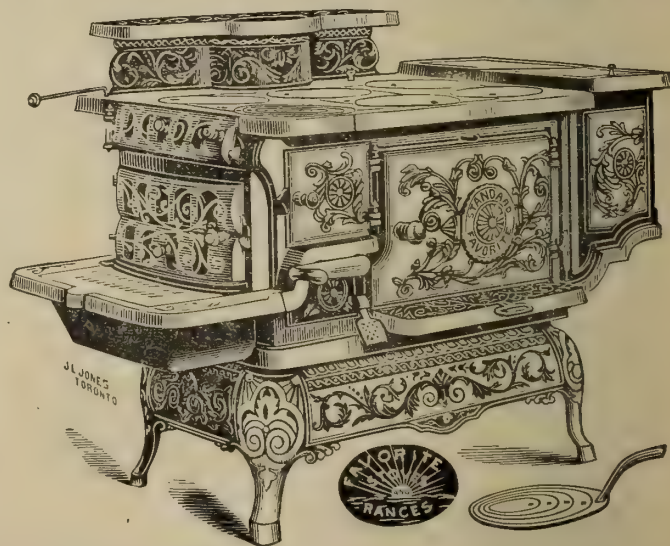
And in addition to these is prepared to MAKE ANY LINE OF FORGINGS.

Do not forget that STEEL TUBULAR BOW SOCKETS are now manufactured by me, and supplied promptly.

DIE MAKING A SPECIALTY.

GEO. GILLIES,
Gananoque, Ont.

The Standard Favorite



Is the Peer of Cooking Ranges.

600

Sold first season and every one giving unqualified satisfaction.

Live dealers everywhere are securing the exclusive sale in their various localities. Manufactured only by

CHOWN & CUNNINGHAM,
11 FRONT ST., TORONTO.



STEALING A STOVE.

It is generally supposed that house-breakers enter houses for the purpose of stealing money, or any valuables that can easily be carried away and disposed of without fear of being discovered. Silverware, watches, jewelry, and articles of this description are generally missed after a visit from these gentry, and they sometimes lay hands upon goods not so handy to dispose of as the above mentioned.

The cooking stove is probably the last article of furniture in the home that one would think it possible to be taken away by these nimble fellows. There is a case on record where such a theft was committed, and we mention it for the benefit of people who may be under the impression that the cooking stove is not likely to be stolen.

A few years ago a gentleman in possession of a comfortable home, after seeing that all doors and windows were properly secured retired to his bed to sleep the sleep of the just. His mind was not tortured with deeds of wickedness, he had wronged no man, he could pay one hundred cents on the dollar, his liver was in good order, so we must infer that his sleep was sound and not likely to be awakened by anything short of a salute of artillery in his front yard. During this time the men who would rather steal than work were at work. How it was accomplished is a mystery to all but the thieves. Our friend was called by the servant at an early hour in the morning and informed that the good cooking stove, so securely locked up the previous night, was missing, had in fact gone during the night and was nowhere to be seen. Thinking that some practical joker had carried it off to some short distance, a hunt was instituted in the neighborhood for

the missing stove, but it could not be found, and to this day the whereabouts of that stove has never been discovered. The stove was a large one, and had what was called an extension top, copper reservoir, and tin warming oven and was named "Ottawa." The police were notified of the theft and for some time a search was kept up, but not the slightest clue could be obtained as to its destiny.

That men, for there must have been two or more, could enter a house and remove a stove weighing between three and four hundred pounds, without anyone hearing or seeing them could hardly be believed, but it was done as described, the facts being well known to the writer.

We hope that the publication of this theft will not be the means of inaugurating a thieving crusade upon our cooking stoves, but trust that it will serve as a warning to housekeepers that the kitchen is not even safe from the depredations of the men who would rather steal than work, although it must be pretty hard work to carry off a large stove and be able to put it where it cannot be found.

RECEIVING RETURNED GOODS

Life is not all a bed of roses with even the most prosperous storekeeper, says the San Francisco Grocer, adding that dealing with the peculiarities of a variety of people and minds found among the patrons of a grocer or general merchant does not always tend to peace and quiet. Perhaps the most trying and vexatious problem the grocer has to solve is that of giving satisfaction to a customer in the case of returned goods. Now, no well-regulated establishment permits articles to leave the store unless it is pretty well assured that such articles are as represented. That consideration, however, is not always uppermost in the mind of the customer when he or she, she generally, makes complaint. If the flour does not make good bread, of course it is the flour which is bad; the yeast is always fresh, and

the oven never out of order and the cook never careless in numberless other ways. It requires no little diplomacy on the grocer's part in such matters to maintain harmony and good feeling. There is unquestionably more imposition practiced or tried on the grocer from this cause of alleged bad goods than from any other source, and he must rule with a firm hand and with his rights in view, if he does not wish to become loaded up with broken packages of commodities thus foisted on him. The exercise of discretion in the matter of taking back articles once sold should be liberal.

RETAILERS' ADVANCE THE PRICE OF STOVES.

Owing to the advance in the wholesale prices of stoves, the retail dealers handling the E. & C. Gurney Co's manufacture in this city have decided to make an advance of ten per cent. on the retail price. The increased price is now in force.

CHARTERED BANKS.

The following is a list of the banks in Canada acting under a Dominion Government Charter:

ONTARIO.

Bank of Toronto.	Imp'l Bank of Canada.
Can. Bank of Com'erce.	Traders' do
Dominion Bank.	Bank of Hamilton.
Ontario Bank.	Bank of Ottawa.
Standard Bank.	Western Bank of Can.

QUEBEC.

Bank of Montreal.	Merchants Bank of Can
Bank of B. N. America.	Banque Nationale.
Banque du Peuple.	Quebec Bank.
Banque Jacques Cartier	Union Bank of Canada.
Banque Ville Marie.	Banque de St. Jean.
Banque d'Hochelaga.	Banq. de St. Hyacinthe.
Molson's Bank.	East. Townships Bank

NOVA SCOTIA.

Bank of Nova Scotia.	Halifax Banking Co.
Mer. Bank of Halifax.	Bank of Yarmouth.
People's Bank do	Exch. B'k of Yarmouth
Union Bank do	Com'l B'k of Windsor.

NEW BRUNSWICK.

Bank of N. Brunswick.	People's Bank.
St. Stephen's Bank.	

MANITOBA.

Commercial Bank of Manitoba.

BRITISH COLUMBIA.

Bank of British Columbia.



SCREEN WIRE CLOTH, FLY TRAPS,
Lightning Ice Cream Freezers,
Pressed & Japan Ware, House Furnishing Hardware.

WATER-COOLERS

Milk Can Trimmings, Creamery Pail Trimmings.

SEND FOR CATALOGUE.

Thos. Davidson & Co., - - - - - Montreal.

PORT HOPE TWINE FACTORY.

At a meeting of the Port Hope council on Monday night, a deputation of ratepayers waited upon that body in the interest of the continuance of the bonus that had been formerly paid to Morris & Bro., twine manufacturers. The new firm that is to be re-constituted out of the old one will include Mr. Morris and Mr. Fulton as two of the parties. It was represented by the spokesmen of the delegation that new capital would be brought into the Port Hope factory which was to be a separate concern from the Montreal establishment. They would do, he said, a larger business, would probably extend their buildings, and would enter upon different lines of manufacture. The bonus formerly paid was \$1000 a year, along with exemption from taxation. This is asked to be continued ten years. Mr. Fulton is the supposed new capital that is to be imported into the enterprise. The new company would pay \$20,000 a year in wages and employ one hundred hands. A petition recommending a continuance of the bonus had been drawn up and signed by several of the leading men which the delegation presented to the council.

When the delegation withdrew, councillor White spoke to the question it had introduced. He believed Messrs. Morris & Son had crippled themselves by the expenses they were put to to carry out their agreement with the town. But he held that the original granting of that bonus was illegal, the question not having been submitted to the people, but simply passed upon a view of the representations contained in a petition, signed of course by many of the citizens. As to the representations of the delegation just received they were merely verbal, and were not made directly by any of the members of the proposed firm. Mr. White,

seconded by councillor Henwood, then moved: That having heard the representations made to this council by the delegation of citizens, in the matter of continuing the yearly payments of one thousand dollars to the proprietors of the twine factory, now or lately owned by A. W. Morris & Bro., in pursuance of resolution of this council of 30th August, 1888, this council are of opinion that before entering into any arrangement looking towards continuation of such payments, a perfectly definite proposition should be presented by the said proprietors, and the whole matter be submitted to the vote of the duly qualified ratepayers of the town for an expression of opinion as to their desire in the premises.

After further lengthy discussion, the following amendment was put and finally carried:

Moved by councillor Long, in amendment

seconded by councillor McMullen, That the request of the deputation present to-night be entertained and a committee be appointed to consult with the principals of the firm and the deputation, and to report at the next meeting of this council.

SHEET STEEL**SHINGLES AND SIDING**

PAINTED AND GALVANIZED,
FIRE AND STORM PROOF, DURABLE
AND CHEAP.

We have the Heaviest AND CHEAPEST Shingles
and Siding in Canada.

Prices and Circulars on Application.

THE METALLIC ROOFING COMPANY, Ltd.

SOLE MANUFACTURERS,
TORONTO AND WINNIPEG.

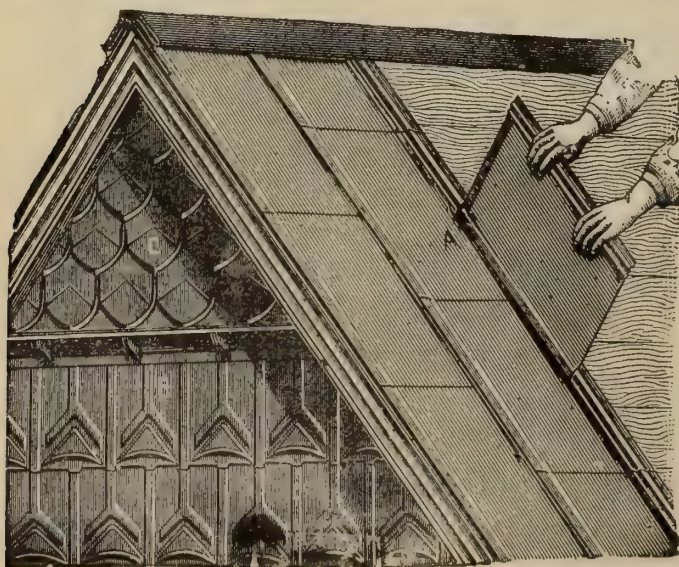
**THE BARNUM****WIRE AND IRON WORKS,**

Walkerville, Ontario.

MANUFACTURERS OF

LAWN FOUNTAINS,
SPRING HINGES,
CABINET HARDWARE,
STORE FITTINGS,
BUILDERS' IRON WORKS,
IRON FENCES,
CRESTING,
STABLE FITTINGS, ETC.

Send for our New Catalogue which will be ready
for distribution April 1st.

Broad Rib Sheet Steel Roofing.

The Cheapest and Best Metal Roofing and Siding in the
Market. Can be Laid as Cheap as a Shingle Roof.

Specially Designed for FACTORIES, MILLS,
ELEVATORS, Etc.

ANY ONE CAN PUT IT ON.

We have recently perfected machinery for manufacturing PLAIN SHEET METAL ROOFING under the Walter's Patent. This Patent possesses advantages of construction not found in any other Metal Roofing. IT DOES AWAY WITH THE NECESSITY OF TONGUING UP EDGES, DOUBLE-SEAMING, COPING OF RIBS, RIVETING RIBS, EXPOSED FASTENINGS AND CLEATS. No expense will be spared to make THIS ROOFING in quality of metal and perfection in fitting, the very best in America. For prices apply to the Sole Manufacturers in Canada:

The Canada Galvanizing and Steel Roofing Company.

22 LATOUR STREET, MONTREAL.



ST. PAUL PLUMBING.

The News of St. Paul has the following to say of the plumbing of that city, which we take the liberty and pleasure to reproduce:

The methods employed by St. Paul plumbers in the construction of work which they are called upon to do are very far in advance of the systems used in other cities. The waste pipes used for house drainage are all extra heavy cast iron and the ventilation pipes used for back-vents and local ventilation are of wrought iron. All connections between fixtures and pipes are soldered by means of brass ferules, and before any part of the work is used it is inspected by the Plumbing Inspector, who requires that an air test be applied. The system of testing is similar to that used by the gas company on all house gas-fitting, an air pressure of ten pounds being the standard required by the building department in all plumbing work. This may seem excessive, when the fact is taken into consideration that the extreme of pressure from the sewers never becomes more than one-half a pound. However, it is thought best to be on the right

side, and any one who has plumbing done in St. Paul may feel assured that, with proper trapping and ventilation, there is no possibility of sewer gas getting into buildings. Mr. Gates A. Johnston some time ago appointed a local Board of Examiners to pass upon applications made by persons applying for licenses to carry on the plumbing business in this city. The board consists of W. J. Freaney and J. T. Holmes and Plumbing Inspector Chenery. This board prepared examination papers embodying about sixty questions, all of a practical nature; they also furnished diagrams of defective work more especially showing where "by passes" occurred. The applicants for license were required to answer the questions and points out the defects in diagrams. The examination was conducted as are those of the pharmacists, and anyone failing to receive the necessary per cent. was not given a license. This system is in use only in St. Paul, but letters of inquiry have been sent to the board here from other cities for information as to its working, and it is safe to assume that in the near future other cities will follow the example of St. Paul in this matter.

A great many original features in connection with modern plumbing have had their origin in St. Paul. The extreme cold weather here makes it necessary that precautions should be taken that are not necessary in milder climates. The variety of

devices used here to prevent the freezing of soil pipes and vent pipes have been the outcome of necessity. The admirable system of sewerage in use here is, of course, without a parallel in the country. The natural formation of sand rock under the main portion of the city permits of large, roomy and well-ventilated sewers, similar to the system used in Paris, but on a modified scale.

One of the objects of the Master Plumbers' Association here is to form a trade school for the instruction of apprentices where they can receive technical as well as manual training. This is a very important matter and the associations of all trades are beginning to give it deserved attention. The old system of apprenticeship has been practically abandoned, and the mechanic of the future must be a product of the training school.

President Freaney, of the Master Plumbers' Association of this city, has taken a great personal interest in the organization of the training school, and important developments may soon be looked for in this direction.

COMBINATION HEATING.

Among the different systems of heating buildings, that of heating with a combination of hot air and hot water or hot air and steam is rapidly taking a strong hold upon the public. It is only within the last four or five years that combinations have to any

DOMINION
METAL WORKS

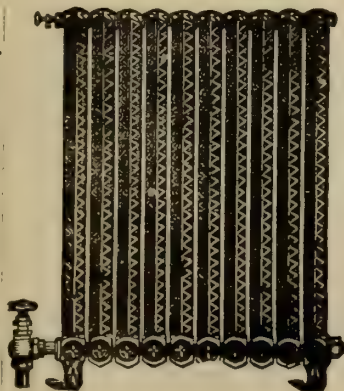
MANUFACTURES

Plumbers', Steam and Hot Water Fitters', Cotton,
Woollen Mill, Brewery, Laundry, Tobacco
Factory and Railroad Supplies.

CREAM SEPARATORS AND DAIRY UTENSILS.

ALSO MANUFACTURES

Garth's Patent
Sectional Hot
Water and Steam
RADIATOR.
Can be used either



for High or Low
Pressure,
Exhaust or Single
Pipe System
of Steam Heating

GARTH & CO.

536 to 542 Craig Street, Montreal.

SEND FOR CATALOGUE AND PRICE LIST.

COPPER
TEA KETTLES

WITH BOOTH'S PATENT TUBULAR HANDLE.

ALWAYS COOL TO THE HAND

The Best, Strongest & Handsomest in the Market



Patented June 1, 1887.

	7 in.	8 in.	9 in.	10 in.
Polished Copper, -	\$2 25	\$2 50	\$2 75	\$3 50
Polished, nickel-plated, -	3 00	3 25	3 75	4 50

Guaranteed as Represented.

BOOTH & SON, TORONTO.

extent been brought before the notice of the people. Before that the system was comparatively unknown outside of the heating trades. Enterprising manufacturers, however, have improved upon the old systems of combinations and having brought them to a satisfactory working condition. They have become popular and are now in demand for buildings that are, owing to their lay out, not not possible to heat with a hot air furnace. The advantage claimed for this system of heating over hot air purely is that rooms or halls can be heated with hot water or steam coils that can not be reached with hot air pipes owing to their distance from the furnace, the usual plan being to warm rooms in close proximity to furnace with hot air, using coils to warm rooms at a distance, so that a house of large dimensions with a large number of apartments can be heated in a most satisfactory manner. The consumption of fuel is moderate, the increase in quantity of coal consumed owing to the presence of the water heater in furnace being a trifle larger than if hot air only were used.

It might be said, why not adopt steam or hot water entirely for these systems? Rooms at any distance from the furnace in same building can be reached with pipes and effectively warmed. This is quite correct, but all house builders cannot afford these systems. Expense is a consideration with many, and as a combination of hot air and hot water can be put into a house for about one-half the cost of an all hot water or steam plant, therefore a good many builders adopt the combination system. The advocates for the combination plan of heating claim economy in the first cost over hot water or steam, economy in fuel, fewer radiators required, they being objectionable to a good many people owing to the large amount of space taken by them, better ventilation, the introduction of outside air through the hot air registers supplying this. These are all good points, and if they can be substantiated the system will gain many adherents.

Many of the best houses in the city are now heated in this way, the occupants it is said being highly pleased with the efficiency of the system.

ESSAY ON HEATING.

In a late issue of the New York "Metal Worker" there appeared an essay, accompanied with plans and specifications, for heating and ventilating a house with a hot air furnace supplied by Mr. E. M. Ross, foreman in the shops of the J. F. Pease Furnace Company, Toronto. This essay is one of many that were contributed last year in response to a call for essays on house heating. The "Metal Worker" having published the prize essays some time ago, are now publishing the next best. We congratulate Mr. Ross upon having the honor of a place so very close upon the heels of the prize-winners.

HOW TO HANDLE HARD TIMES.

Mr. Hamilton, of Hamilton & McLean, hardware merchants, Blythe, told me his view of handling dull times. He believes in sailing close to the wind, running expenses accordingly, not only in business but at home. A great many people live too well at home to keep up their business. In this section he says: "In our business, our best customers are the farmers, and crops having turned out so badly this year, and prices are so low that many little things that would have been repaired about the farm have to be left until money is a little more plentiful."

The farmers here are getting tired of growing grain, and have mostly all started to

raise cattle. As they prosper in this they need new barns, built on a different plan from those which were erected for grain. The stables are built below the barn proper, thus affording lots of room for feed above the stables, and allowing no cold air to get in at the cattle while feeding them. To build these barns they have to buy hardware: thus we expect better times in the near future."

I found Mr. Hamilton a pleasant business man and one who knows a good thing when he sees it.

As an example, I walked into his store, asked if he was a subscriber to **HARDWARE**.

He said no, but had seen a sample copy and wanted now to subscribe.

HECK.

HENRY S. THORNBERRY & CO.,

Dealers in Electric Light and Electric Supplies, Bells, Batteries, Wire, Annunciators, etc. Contractors for **ELECTRIC LIGHTING AND ELECTRIC WORK.**

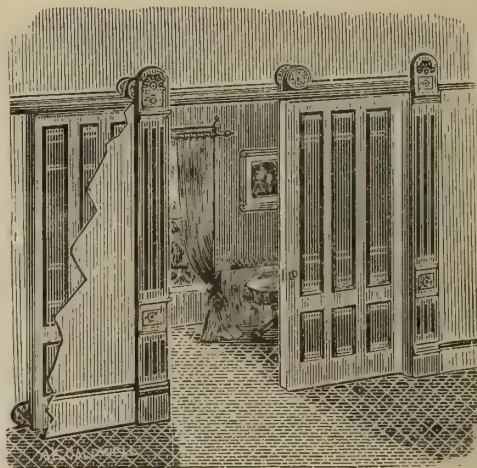
39 King St. West, **TORONTO, ONT.**

Clarke's Common Sense Sliding-Door Hanger

Slides back and forth with a more Graceful and Easy Motion and with less noise than any other Hanger.

With this hanger there is:

- No Side-draft.
- No Kicking.
- No Flanges on the wheels.
- No Jumping the Track.
- No Inaccessible Tracks in the Pockets.
- No Tearing Down of Lath and Plaster.
- No Dead Weight of heavy doors constantly hanging to the track.
- No Tracks to be put in until ready to hang the doors.
- No False Pockets in the Tracks for either



Single or Double Doors.

Doors equipped with this Hanger are suspended at the upper front corner and supported or rest upon a single roller secured to the lower inside corner, perfectly balanced, moving easily.

Common Sense Hangers can be applied to doors that have been hung with any other hanger without removing the plastering, woodwork, or any of the sheathing of the pockets, or creating any muss whatever.

MANUFACTURED BY

THE PETERBOROUGH LOCK MANUFACTURING COMPANY,
PETERBOROUGH, ONT.



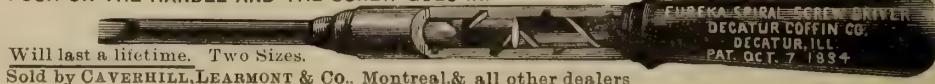
TORONTO BUSINESS COLLEGE

Corner Yonge and Shuter Streets, Toronto, Canada.

The Largest, most Complete and Practical Business College, Shorthand Institute, Telegraph School and General English Training Academy in the Dominion.

Individual Instruction given by men of Practical Business ability. Handsome prospectus and circulars mailed by addressing
eow
J. M. CROWLY, Manager. NOTE ADDRESS.

PUSH ON THE HANDLE AND THE SCREW GOES IN.



Will last a lifetime. Two Sizes.

Sold by **CAVERHILL, LEARMONT & Co., Montreal** & all other dealers

THE EIGHT-HOUR MOVEMENT

There have been floating rumors prevalent for several months that on the 1st of May next all artisans of every class would join in a movement to compel their employers to establish an eight-hour day, or that a monster strike would follow their refusal. That there has been an understanding of this kind existing between large bodies of malcontents there can be no doubt; and if their plans are to be carried out, there will be a time of confusion and temporary distress, with perhaps some serious outbreaks; but the attitude taken against the movement by the carpenters and joiners (the greatest labor union in this country,) by refusing to agitate the subject in any way, will tend to weaken the confidence of others in its success.

On the authority of an interview with Mr. Sharon, editor of the Journal of Building, the Pittsburg Despatch utters a belief that the movement will lack a generality of support, and that no strike—at least among the carpenters and joiners—may be expected. "The reason of this is apparent," said Mr. Sharon, "the carpenters only work nine hours per day now, and know that any further reduction in the hours at this time would bring a consequent reduction in pay. They are in favor of the scheme advocated by the

Knights of Labor to take off one-half hour each year until they get the eight-hour day established. They think that if a jump was made from nine to eight right after the jump from ten to nine hours the bosses would not stand it. So far not one union has voted on the matter, and the members are putting it off as long as possible.

"Every builder now making contracts for work next spring inserts a clause in the contract regarding the eight-hour day. Some of the contractors are basing their bids on eight hours as a day's work after April 1. Others who will refuse to grant the reduction of one hour put in a proviso to protect themselves in case of a strike. They base their calculations on men working nine hours. It is probable that this will lead to legal complications if a man wanted his house done within a certain time, in the event of a strike."

"If the eight-hour law was put in force it would increase the cost of lumber considerably. If the planing mill owners had the eight-hour day thrust upon them and had to pay for nine hours' work, they would take it out of the contractor. The contractor would take it out of the person for whom he was erecting the house, and as you will see the public would suffer from the change."

On this account, therefore, the public, as one deeply concerned in the outcome of this

movement, will find it profitable to frown it down. Eight hours' work should mean only eight hours' pay, every time; and on this issue, and in view of the fact that the losses will fall upon every man for whom the work is to be done, the adoption of an eight-hour day will not become a popular measure.

The window of Messrs. R. P. Wilkinson & Co., Goderich, is a masterpiece of display. A large canvas, on which is painted a forest piece, fills the background. Two logs rest on the base of the window. In one is buried a cross-cut saw, as it might be left by two woodmen who had stopped in the middle of the cut. The floor of the window is bestrewn with leaves, moss, and small underbrush. The whole combination makes up a fine counterfeit presentment of sylvan picturesqueness and backwoods industry.

It is easy to show that a 3-inch advertisement by the year will cost much less per thousand for its circulation than any method of distributing circulars. If a tradesman could get his circulars free, he could not get them before the public for twice the price that his advertisement costs him. Circulars have their use, and this is no argument against their value, but a simple comparison showing the extraordinary advantage which the newspaper affords the advertiser. —Rome Sentinel.

Are you insured? If so, read your policy, and don't fail to keep your premiums paid up.

A clean store and tastefully arranged goods will invite trade.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

Tin Plates and Boiler Tin.
Canada Plates, Half Polished.
" Full Polished.
Black Sheet Iron.
Extra Polished Sheet Iron.
Galvanized Sheet Iron.
Corrugated galva. sheet iron.
Russia Sheet Iron.
Iron Pipe and Fittings.
Iron Wire, Barbed Wire.
Sheet and Block Zinc.
Sheet and Pig Lead.

Sheet and Pig Copper.
Pig and Bar Tin.
Half-and-Half Solder
Granite and Agate Ware.
Copper Pitts and Kettles.
Stamped and Japanned Ware.
Stovepipe Elbows.
Stovepipe Dampers.
Stovepipe Wire.
Stovepipe Varnish.
Stovepipe Collars.
Stove Trucks and Carriers.

Stove Boards.
Stove and Shoe Polish.
Coal Hods and Vases.
Coal Tongs and Fire Irons.
Fire and Snow Shovels.
Fire Racks, Patent.
Fire Screens and Mica.
Star Thimbles.
Cinder Sifters.
Lamps and Lamp Goods.
Gas Fixtures and Globes.
Lanterns.

Elec.-Plated & Woodenware.
Cutlery.
Disston's & Maple Leaf Saws.
Axes.
Skates.
Meat Cutters & Lard Presses.
Cow Ties and Rope Halters.
Guns, Ammunition, etc.
Building Paper & Carpet Felt.
Kearney & Foots' Files.
Black Diamond Files.
Etc., Etc., Etc.

Builders' Hardware, House Furnishing Goods, Tinsmiths' Supplies, Plumbers' Supplies, Steamfitters' Supplies, Brush and Broom Makers' Supplies.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



The above Brand of Lead

Requires no Association Guarantee.

It is the STANDARD of the Dominion for

Purity, Fineness and Whiteness.

WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

Williamson
and Lambe

STORAGE.

54 & 56
Wellington St. E.,
TORONTO.

RUBBER STAMPS

ALL KINDS OF

Rubber and Metal Stamps

AT LOWEST PRICES. Write for Prices

The Hardware
Publishing Co.,
6 Wellington St. W., Toronto.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb.... 24, 25c
Straits 100 lb ingots.... " 24, 25
Strip " 26, 27

Tin Plates—Charcoal Plates, Bright.

Bradley Grade— Per box.
I.C., usual sizes \$6 25 \$6 50
I.X., " 7 50 7 75
I.X.X., " 8 75 9 00
Raven & Ynis Grade—
I.C., usual sizes 5 00 5 25
I.X., " 6 00 6 25
I.X.X., " 7 00 7 25
L.X.X., " 8 00 8 25
D.C., 12½ x 17 4 75
D.X., usual sizes 5 75
D.X.X., " 6 50 6 65

Coke Plates—Bright.

Bessemer Steel—
I.C., usual sizes 4 50 4 55
I.C., special sizes 4 65 4 75
B.V. Grade, I.C., usual
sizes 4 50 4 65

Charcoal Plates—Terne.

Dean or J.G. Grade—
I.C. 20 x 28, 112 sheets .. 8 50 8 75

Charcoal Tin Boiler Plates.

Bradley Grade— Per lb.
I.X.X., 14x56, 50 sheet bxs }
" 14x60, " } 6½c, 7c
" 14x65, " }

Iron and Steel.

Common Iron, per 100 lb \$2 60
Refined " " 2 81 2 95
Horse Shoe " " 2 85 2 95
Band " " 3 25
Hoop " " 3 25
Swedish " " 4 00 4 50
Nova Scotia Bar iron..... 3 00
Sleigh Shoe Steel 2 75
Machinery, Tire Steel 3 25
Best Cast Steel, per lb..... 0 13 0 14
Russian Sheet " 0 11 0 12
Tank Plates 2 25 2 50
Boiler Rivets..... 4 75 5 00

Boiler Tubes.

2-inch 13c
3-inch 18½

Boiler Plate, ½ inch \$3 50
" 5-16 " 3 35
" ¾ " 3 25
Sheet Iron, 1 to 20 gauge..... 3 50
" 22 to 24 " 3 75
" 24 to 26 " 4 00
Canada Plates, Blaina 3 50
" Boars Head..... 3 50 3 75
" Maple Leaf..... 3 25 3 50
All Bright..... 3 25 3 30
Galvanized Iron, Queen's Head—
16 to 24 gauge, per lb 5½, 6c
26 gauge, " 6, 6½
28 " 6½, 6¾
Galvanized Iron, Gordon Crown—
16 to 24 gauge, per lb 5½, 6
26 gauge, " 6, 6½
28 " 6½, 6¾
Note—Cheaper grades about ½ cent
per lb less.

Chain.

Proof Coil, ½ inch, per lb..... 4½c
" 7-16 inch " 5½
Trace, per doz. pairs \$3 60 5 90
German coil, per 100 ft 1 65 2 70
Jack chain, iron, single, per
doz yards 0 13 0 50
Jack chain, double, per doz
yards..... 0 15
Jack chain, brass, single, per
doz yards 0 20 1 10

Copper—Ingot.

Lake Superior, per lb 0 15½ 0 16
Baltimore " 0 15 0 16
English B.S. " 0 15½ 0 16

Bolt or Bar.

Cut lengths, round, ½ to ¾ in. \$0 28 \$0 31
" round & square
1 to 2 in 0 26 0 28
Note—Complete, lengths about fifteen
feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,
16 oz, 14x48 and 14x60 \$0 19 0 20
Untinned, 14 oz, and light,
16 oz, irregular sizes 0 20 0 21
Note—Extra for tinning, 2½ cents per
pound, and tinning and half planishing
5 cents per pound.
Planished and tinned, 14x
48 and 14x60 0 30 0 32

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb.. 0 20 0 24
" 35 to 45 " " 0 19 0 20
" 50 lb and above per lb 0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned, per ss..... 0 26
Spun " 0 30

Wire.

Pure, in coils—
From 1 to 20 gauge..... 0 25 0 27
From 20 gauge, up 0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge. 0 21 0 25
" 27 to 30 " " 0 23 0 29
" 30 and up..... 0 26 0 29
Sheets, hand-rolled 2x4 ft... 0 23 0 25

Zinc Spelter.

Foreign, per lb..... 0 06 0 06½
Domestic " 0 05½ 0 05½

Zinc Sheet.

5 cwt casks..... 0 06½ 0 06½
Part casks 0 06½ 0 07

Lead.

Imported Pig, per lb..... 0 04 0 04½
Domestic " 0 04 0 04½
Bar, 1 pound 0 05 0 05½
Sheets, 2½ lbs, per square ft,
by roll 5 00 5 25
Sheets, 3 to 6 lbs, per sq ft,
by roll 4 75 5 00

Note—Cut sheets half cent per lb extra.
Pipe, by the roll, usual weights
per yard, lists at 7c per lb and 27½ p.c.
discount.

Note—Cut lengths, net price; ton lots
27½ and 5 p.c. dis.; waste pipe, in 7 ft
lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb 0 20 0 22
Note—Prices of this graded according
to quantity. The prices of other qual-
ities of solder in the market indicated
by private brands vary according to
composition.

Antimony.

Cookson's, per lb..... \$0 21 \$0 22
Other makes " 0 20 0 21

Pure White Lead, ground in oil,

Associat'n guarantee, per lb. \$6 06½
No. 1 Do..... " 0 05½
No. 2 Do..... " 0 04½
No. 3 Do..... " 0 04½

Prepared Paints.

(In ½, ¾ and 1 gallon tins.)

Pure, per gallon \$1 10
2nd qualities " 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb 0 05
Chrome Yellow " 0 09
Golden Ochre " 0 06
French " 0 05
Marine Black 0 09
" Green 0 09
Chrome " 0 08
French Imperial Green 0 14

Colors, Dry.

Yellow Ochre (J.C.) in bbls, per lb 0 01½
" (J.F.L.S.) " " 0 01½
Venetian Red (R.C.2) " " 0 01½
" (1343) " " 0 02
English Oxides " " 0 03½
American " " 0 02½
Paris Green, per lb 0 19
Burnt Sienna " 0 08½
Burnt Umber " 0 06
Drop Black " 0 12
Chrome Yellows " 0 12
" Greens " 0 12
Golden Ochre 0 08½

Varnishes (in bbls).

No. 1 Furniture, per gal 0 70
Brown Japan " 0 70
No. 1 Carriage " 1 50
Gold Size Japan " 1 40
Pure Orange Shellac " 2 20
Hard Oil Finish " 1 50

Linseed Oil (in bbls).

Raw, per gal 0 65
Boiled " 0 68

Turpentine (in bbls).

Selected Packages, per gal... 0 65 0 67
Toronto Lead and Color Co.'s Paints.
Pure Pr'd Paints, 1, 1½ gal tins, p. gal, 1 10
Elastic " " 0 90
Metallic paints, for barns, in bbls " 0 75
Carriage " qts, 60c; rts, 45c
" Top Dressing.. " 60c; " 45c

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	" 0 05½
" No. 2	" 0 04½
" No. 3	" 0 04½

A. G. Peuchen & Co.'s Prices.	
Paint Oil, boiled	0 35
Peuchen's Pure English Paint in 1, 1 and 1 gals.	per gal 1 12½
Peuchen's Prepared Paint	1 00
2nd Quality Mixed Paint	" 0 75
Carriage Colors, quarts	0 55
Pure Lead, a guarantee	0 06½
Best White Lead	0 05½
No. 1 Lead	0 04½
No. 2 Lead	0 04½
Yellow Ochre	0 01
Golden Ochre, French	0 02
Extra Golden	0 03
Paris Green, pure	0 18
One pound package, pure	0 20
Cocoon's Venetian Red	1 50
Best Vermillion	0 15
2nd Quality Vermillion	0 10
3rd	0 07
No. 1 Furniture Varnish	0 65
Brown Japan	0 65
No. 1 Carriage	1 25
Elastic Oak	1 25
Orange Shellac	2 00
White Shellac	2 25

Acme Paints.	
Neal's Carriage, discount 40 p. c.	0 02
English Oxide, by the barrel	0 01½
American Oxide	0 01½
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p. c.	
Granite Floor, in tins, 90c, 47½c.	0 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	
" Wagon and Imperial, dis 40 p. c.	
Prepared House	\$0.90 \$1 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots	0 50
Acme Empire White Lead, per 100 lbs.	5 50
Acme Perfection Wood Filler, per 100 lbs.	0 80
Liquid Fish Glue, per doz.	1 25
Acme Carriage Top Dressing, \$1 75 per doz	1 00 8 00

HARDWARE.

Ammunition—Cartridges.	
Rim Fire Pistol, discount 45 per cent.	
Rim Fire Military, net list.	
Central Fire Pistol & Rifle, dis 18 p. c.	
Central Fire, Military and Sporting, net list.	B.B.Caps, discount 45 p. c.

Wads.	
Eley's, per 1,000.	\$0 25 \$1 60

Anvils.	
Per lb.	0 10 0 12½
Anvil and Vice combined each.	4 50

Augers.	
Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz.	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each.	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.	
Sewing, per gross	0 65 1 59
Pegging, " "	0 65 1 25
Brad, " "	0 85 1 60
" handled	3 60 7 30
Saddlers', " "	0 45 1 60

Awl Hafts.	
Patent Peg, per gross	7 50 9 00
" Sewing, " "	7 50 9 00

Awl and Tool Sets.	
Millar's Falls, per doz	2 80 8 30

Axes.	
Per box	7 00 12 00

Axle Grease.	
Per gross	8 00 15 00

Bath Tubs.	
Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.	
Light Brass Nos. 3 to 10.	Per doz. 1 80 14 50
" Nos. 2 to 10.	1 00 9 00

Door.	
Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50
Cow.	
American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 p. c.	

Farm.	
American, each	2 00 5 00

House.	
American, per lb.	0 35 0 40

Bel lows.	
Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount 35, 40 per cent.	

Belting.	
No. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 per cent.	

Bench Stops.	
Per doz	5 00 6 00

Bits—Auger.	
Gilmour's dis 55 to 60 p. c.	
Excelsior—Jennings, discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jennings' Gen, net list.	

Car.	
Gilmour's, 47½ to 50 per cent.	

Expansive.	
Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.	
Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.	
Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.	
All sizes, per lb.	0 11 0 15

Bolts.	
Carriage, dis, 60 and 5 per cent.	
Tire, dis, 50 to 50 and 10 per cent.	
Stove, dis, 40 to 45 p. c.	
Elevator, dis, 35 to 40 p. c.	
Machine, dis, 60 to 60 and 5 p. c.	

Boring Machines.	
Complete, with Augers, ea.	5 25 7 00

Braces.	
Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.	
Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.	
Light, dis. 65.	
Vegetable, per doz	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.	
From 8 to 12 inch, per doz.	500 40 23

Butts—Brass.	
Wrought Brass dis. 60, 60 and 5 per cent.	

Cast Iron.	
Loose Pin, dis. 60 to 60 and 10 per cent.	

Wrought Steel.	
Fast Joint, dis. 60, 60 & 5pc.	
Loose Pins, " 60, 60 & 5pc.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.	
Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.	
Horse, per doz	0 70 0 95

Carpet Stretchers.	
American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.	
Bissell, per doz	22 50
World	21 75
Daisy, "	24 00
Star, "	18 00

Crown Jewel, per doz	
Grand Rapids, "	29 00 32 40

Cartridges—See Ammunition.

Castors.	
Bed, new list, dis. 50pc.	
Plate " dis. 50pc.	

Cattle Leaders.	
No 31 and 32, per gross.	8 50 11 25

Cement.	
Portland, car load lots	3 2
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.	
White, lump, per lb.	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.	
American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz	0 85 4 00

Churns.	
Amer, dis. 50 p. c. to 60 p. c.	

Clamps.	
Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clips.	
Axle, dis. 65 p. c.	

Coffee Mills.	
Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0.	1 25
No. 2.	2 70

Compasses, Dividers, etc.

Cradles, Grain.	
American, discount 65 p. c.	

Door Springs.	
Torrey's Rod, per doz	2 00
Coil, per doz.	0 88 1 60
English, "	2 00 4 00

Draw Knives.	
American, dis. 70.	
Canadian, dis 25 to 35 p. c.	

Drills and Drill Stock—Breast.	
Millar Falls, per doz.	16 00 51 50
P. S. & W., dis. 40 per cent.	

Twist.	
Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.	
Dis. 17½ to 22½ p. c.	

Fawcets.	
Cork Lined, per doz.	0 30 0 60
Wine, per doz.	1 30 2 25
Star, "	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.	
Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10	
Barton Smith, dis. 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis., Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25pc.	
Horse Raspers, Kearney & Foote's dis Am list, 50 pc.	
Horse Raspers, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Raspers, Spencer's, dis. Can. list, 33½ p. c.	

Fluting Machines.	
Each	0 60 2 00

Forks.	
Hay, Manure, etc., dis. 40 per cent.	

Freezers, Ice Cream.	
Peerless, discount 45 p. c.	
Gem, dis, 50, 50 & 10 p. c.	

Fruit Presses.	
Henis' per doz	4 00
Enterprise, discount 10p. c.	

Fry Pans.	
Acme, discount 50, p. c.	

Gauges—Marking, Mortise, etc.	
Stanley's, dis. 50, 55 p. c.	

Wire Gauges.	
Winn's, Nos. 26 to 33, each	1 65 2 40

Glass.	
4th quality Star, 1st break	1 65
" 2nd	1 75
" 3rd	3 90
" 4th	4 20
" 5th	4 50

Window Glass.	
Pilkington's ordinary.	
1st break	\$1 06
2nd	4 32
3rd	5 08
4th	5 51
5th	5 94
6th	6 60
7th	7 32

Picture Glass.	
Pilkington's ordinary.	
2nd	4 80
3rd	5 25
4th	6 00
5th	6 60
6th	7 20
7th	7 65
White	8 58

Glue.	
American, per lb	0 09½ 0 10½
Canadian	0 09 0 10
French Medal	0 13½ 0 15
White	0 16 0 20

Glue Pots.	
Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.	
P. S. & W., per doz	4 25 4 65

Hammers—Nail.	
Maydole's net list, Can. discount, 25 to 27½ p. c.	

Tack.	
Magnetic, per doz	1 10 1 50

Sledge.	
Canadian, per lb.	0 12½ 0 15

Ball Pean.	
English and Can., per lb.	0 25 0 37½

Handles.	
Axe per doz	1 00 3 50
Store door "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.	
Firmer per gross	3 00 4 50
Socket Firmer "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.	
C. & B., discount 30 p. c.	

Hoe.	
C. & B., discount 30 p. c.	

Saw.	
American, per doz	1 00 1 25

Plane.	
American, per gross	3 15 3 75

Store door	1 00	1 80
Chest, per doz pairs	0 40	2 50
<i>Chisel,</i>		
Flint	0 20	1 50

Hooks—Cast Iron.			Picture Nails.			Scale Beams.			Cigar Box Nails, dis. 35 p.c.		
Bird Cage, per doz	0 50	1 10	Porcelain Head, p. gross	1 65	3 00	Canadian, B. S. & M. dis. 40 per cent.			Shoe Finders Tacks & Nails, dis. 25 p.c.		
Clothes Line, " "	0 27	0 63	Brass Head, " "	40	1 00	Scrapers.			Tape Lines.		
Harness, " "	0 72	0 88	Planes.			Box, per doz	2 10	4 50	English, per doz	\$2 75	\$9 50
Hat and Coat, per gross	1 00	3 00	Wood, bench, Canadian, or American	dis. 50.		Foot, " "	40	3 50	Chesterman's, each	0 90	2 85
Chandelier, per doz	0 50	1 13	Wood, fancy Canadian, or American	dis. 35, 37½ per cent.		Screens.			" steel, each.	0 80	8 00
Wrought Iron.			Bailey's (Stan R. & L. Co.) dis. 35, 37½ per cent.			Window, patent, per doz	6 00	7 50	Thermometers.		
Wrought Hooks and Staples, Can. dis. 17½, 20 p.c.			Miscellaneous, dis. 15 per cent.			Screw Drivers.			Tin case & dairy, dis. 75 p.c.		
Wrought Hooks and Staples, Amer. dis. 75 to 75 and 5 per cent.			Bailey's Victor, dis. 15 per cent.			Sargent's, per doz	65	4 00	Ties.		
Wire.			Plane Irons.			Screws.			Cow, per doz	1 25	2
Hat and Coat, dis. 35, 40 p.c.			English, per doz	2 00	5 00	Wood, flat head iron, dis. 47½ per cent.			Tinner's Shears and Snips		
Belt, per 1,000	0 60	2 70	Pliers and Nippers.			Wood, round head iron, dis. 42½ per cent.			P. S. & W., 10 p.c. advance on American list.		
Screw, bright, Eng., dis. 40, 5, 45 per cent.			Button's Genuine, per doz. prs. dis. 37½, 40 p.c.			Wood, flat and round head, brass, dis. 25 p.c.			Tinware.		
Horse Nails.			Button's Imitation, per doz.	7 40	10 25	Bench wood, per doz	3 25	4 00	Stamped, dis. Assn list, 70, and 12½ per cent.		
Canadian, dis. 50, 50 and 10.			German, per doz	60	2 60	Bench iron per doz	4 25	5 75	Japanned, dis. 35, 50 p.c.		
Ice Picks.			Plumbs and Levels.			Scythes.			Pieced, dis. 40, 50 p.c.		
Star, per doz	3 00	3 25	R. S. & L. Co., dis. 65 p.c.			Scythe Snaths.			Transom Lifters.		
Kettles.			Poppers.			Canadian, dis. 35, 37½ p.c.			Payson's, dis. 25 per cent.		
Brass spun per lb	0 25	0 30	Corn, square, per doz	1 35	2 00	Shears.			Traps.		
Copper, " "	0 40	0 45	Pruning Shears.			B. & W., japanned, dis. 75 per cent.			Game, Newhouse, dis. 17½, 20 per cent.		
Enamelled Can. 50 p.c.			Per doz	4 00	5 50	B. & W. N. P., dis. 65 p.c.			Game, H. & N., or P. S. & W., discount 57½ to 62½ p.c.		
American, 50 and 10, 60 and 5 per cent			Pulleys.			Seymour's dis. 60 p.c.			Mouse, per doz	0 35	1 50
Keys.			Hothouse, per doz	55	1 00	Etna, dis. 75 @ to 75 and 10 per cent.			Rat " "	2 00	4 50
Lock, Can. dis. 50 p.c.			Axle	22	33	Sheaves.			Trowels.		
Cabinet, Trunk, and Padlock, Am. per gross	1 60	4 75	Screw	27	1 00	Sliding Door, per set	77	1 40	Disston's, discount 10 p.c.		
Knobs.			Awning	35	2 50	Shot.			German, per doz	4 75	9 00
Door, japanned, and N.P., Can. list dis. 50 p.c.			Pumps.			Canadian, dis. 7½ per c.			Brade's " "	7 00	10 50
Bronze, Berlin, per doz	2 75	3 25	Rumsey, Cistern & Pitcher Spout, 55, 60 per c.			Shovels and Spades.			S. & D., discount 35 p.c.		
Bronze, Gen., " "	6 00	9 00	Punches.			Canadian, dis. 37½ p.c.			Triers.		
Lava " "	8 75	10 00	Saddler's, per doz	1 00	1 85	Sieves.			Butter, per doz	6 25	9 00
Shutter, porcelain, F. & L. screw, per gross	\$1 30	4 00	Conductors' " "	9 00	15 00	Wood Rim, black, p. doz	1 15	1 35	Trucks.		
Ladles.			Tinner's solid, per set	72		" tinned, " "	1 35	1 60	Warehouse, each	2 25	6 50
Melting, per doz	1 70	4 50	" hollow, per inch	1 00		Tin Rim, " "	2 30	2 45	Twines.		
Lemon Squeezers.			Putty.			" black, " "	1 80	2 25	Bag, per lb	0 12½	0 20
Porcelain lined, per doz	2 20	5 60	Bladder, per 100 lbs	2 00	2 25	Snap.			Wrappg, mott'd, pr. pack	0 50	0 60
Galvanized, " "	1 87	3 85	Tins, lbs	2 50	2 75	Harness, German, p. gro.	2 00	5 50	" cotton, per lb	0 18	0 20
King, wood, " "	2 75	2 90	Rail.			Acme, " "	3 00	5 00	Mattress, per lb	0 33	0 45
" glass, " "	4 00	4 50	Barn Door, per foot	3	3½	Lock, Andrew's " "	4 50	11 50	Staging " "	0 27	0 35
All glass, " "	1 20	1 30	Sliding Door, " "	3½	3¾	Soldering Irons.			Broom " "	0 30	0 55
Lines.			Rakes.			Per lb.	0 30	0 32	Binding, flax, per lb		
Fish, per gross	1 05	2 50	Cast Steel and Malleable, Canadian list dis. 40 per cent.			Wrought Spikes.			" jute " "		
Chalk, " "	1 90	7 40	Razors.			Discount, net list.			Vises.		
Locks—Door.			Boker's, per doz	7 50	11 00	Spoke Shaves.			Hand, per doz	4 00	6 00
Canadian, dis. per cent	50		Wade & Butcher's " "	3 60	10 00	Wood, English	1 80	5 00	Bench, parallel, each	2 00	4 50
Russell & Erwin, per doz	2 90	7 50	Razor Stropps.			Iron, American	1 35	2 35	Coach, each	6 00	7 00
Cabinet.			Currier's, per doz	1 25	3 60	Spoons and Forks.			Peter Wright's, per lb	0 12	0 13½
Eagle, dis. per cent	33½	35	Rivets and Burrs.			T. S. P. Co., dis. 40 & 10 p.c.			Pipe, each	5 50	9 00
Padlock.			Copper Rivets, dis. 40 to 40 and 5 p.c.			Hutton's, per doz	50	2 50	Saw, per doz	6 50	13 00
English and Am. per doz	50	6 00	Iron " " 40 per cent.			Nevada, " "	60	2 50	Washer Cutters.		
Scandinavian, " "	1 00	2 40	Burrs, Iron, 30, 33½ per c.			D. & A., " "	1 70	4 15	Per doz	4 00	8 56
Eagle, dis. per cent	15	1 17½	Rivet Sets.			Basting, Amer'n, per doz	50	1 50	Well Wheels.		
Mallets.			Canadian, dis. 30, 35 per c.			Tea and Table, tinned iron, per gross	70	3 00	Amer., per doz, 8, 10 & 12 in.	3 38	6 00
Tinsmith's, per doz	1 25	1 50	Rope.			Squares.			Wire.		
Carp'trs', hickory " "	1 25	3 75	Sisal, per lb	12	12½	Iron, per doz	1 65	2 90	Market, bright and annealed, Nos. 1 to 16 10 to 15 p.c. advance on list from stock.		
Lignum Vita, " "	3 85	5 00	Manilla, " No. 1	14½	15	Steel, dis. 75 p.c.			Market, oiled, coppered, galv., 10 to 15 p.c. advance.		
Caulking, each	1 60	2 00	" No. 2	13½		Try and bevel, dis. 50, 55 per cent.			Market, tinned, per lb	0 04½	0 08
Mattocks.			Cotton, " "	22	25	Staples.			Galvanized Fence, 10 to 15 per ct. advance on list.		
Canadian, per doz	8 50	10 00	Deep Sea, " "	15	16	Fence, galvanized, per lb	5	5½	Tinned Broom, from 19 to 22 gauge, per lb	0 06	0 06½
Meat Cutter.			Rules.			Wrought Iron, dis. 75, 75 and 10 per cent.			Malin's Wire on spools, dis. 30 to 45 per cent		
Enterprise, dis. per cent	20	25	Boxwood, dis. 75 & 10 & 5 80 per cent.			Stocks and Dies, Amer. dis. 25 per cent.			Clothes Line, galv., p. 100ft	0 25	0 55
Dixon's, each	1 60	2 00	Ivory, dis. 40, 40 & 5 per cent.			Stone.			Barbed Wire.		
Woodruff's " "	1 10	1 70	Sad Irons.			Washita, per lb	0 15	50	Galv. steel barb fencing		
Hale's, " "	1 05	1 50	Mrs. Potts, per set	1 15	1 50	Hindustan, per lb		0 06	" Lock Barb, " 4 point	0 53	0 06
Hume, " "	13 00	16 00	Ropes.			" Slips, per lb		9	Ditto Glidden 2 point	0 05½	0 06
Mining Knives.			Sand and Emery Paper.			Labrador, per lb	0 13		Galv. Ste 1, plain twist	0 05	0 05½
American, per doz	42	2 35	B. & A. sand, dis. 25, 30 p.c.			" Axe, " "	0 15		Galvanized Barb, "Lyman," 2 to 4 points.		
Molasses Gates.			Emery, per quire	55	90	Turkey " "	0 50		Terms, 60 days or 2 per cent off for cash—10 days.		
Stebbin's Patent, dis. per cent, 65 to 70 per cent.			Sash Cord.			Arkansas " "	1 50		Wire Cloth.		
Nails.			Per lb	22	50	Water-of-Ayr " "	0 10		Ordinary, discount 25 p.c.		
Cut, 3 inch and upwards			Sash Locks.			Scythe, per gross	3 50	5 00	Painted Screen, p. 100 sq ft	2 25	2 35
per keg	2 80		Triumph and Morris, dis. 37½, 40 per cent.			Grind, per ton	15 00	18 00	Wrenches.		
55 per cent. Brads & Moulding Nails, discount 55 to 60 per cent.			Kempshell's dis. 40, 62½ per cent.			Stove Polish.			Agricultural, dis. 70, 70 & 10 per cent		
Wire Nails, 60 to 65 per cent. dis.			Canadian, dis. 45, 50 p.c.			P. gross	1 88	7 50	Standard, dis. 60, 60 & 10 p.c.		
Nail Pullers.			Sausage Stuffers.			M. L. S., per gross		2 50	Coe's Gen'n, dis. 40, 45 p.c.		
German & American	1 85	3 50	Each	1 00	3 00	Jacoby " "		5 00	Diamond, dis. 33½, 35 p.c.		
Nail Sets.			Saws.			Mirror Black Lead, per gr.		2 00	Tower's Engineer, each	2 00	3 00
Square, round and octagon	3 38	4 00	Hand, Disston's, dis. 10, 15 per cent.			Jos. Dixon's, bulk, per lb.		0 07	" S., per doz	5 80	7 50
Diamond	12 00	15 00	S. & D., dis. 35 per cent.			Dixon's Plumb, " "		0 15	G. & K.'s Pipe " "		6 00
Oilers.			Cross-Cut, Disston's, per ft. 35, 47.			M. L. S. Paste, per gross		9 00	Burrell's " each		3 40
McClarey's Galvan. Iron			S. & D. dis. 25 per cent.			Nicholson's, per doz	1 00	1 25	Pocket, per doz	1 25	2 00
Oil Can, with Pump,			Hack, complete, each	1 75	2 75	Tacks, Brads, etc.			Wringers.		
per doz	19 50		" frames only		75	Cut, Carpet, gimp, blued, dis. 35 p.c.			Each	3 50	5 00
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Copper, per doz	1 25	3 50	Per doz	1 65	9 00	Swedes' iron, blued or tinned, dis. 42½ p.c.					
Brass, " "	1 50	3 50	Scales.			Upholsterers' dis. 42½ p.c.					
Malleable, dis. 25 per ct.			Canadian List, dis. 40 p.c.			Copper Tacks and Nails, dis. 45 p.c.					
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Galvanized, per doz	2 00	3 50				Patent Brads, dis. 40 p.c.					
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" Carpenter	2 25	3 60									
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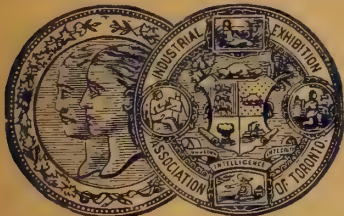
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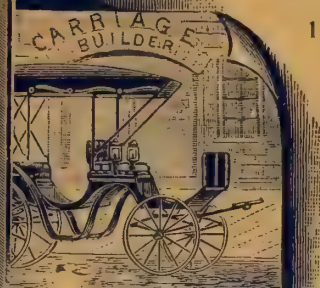
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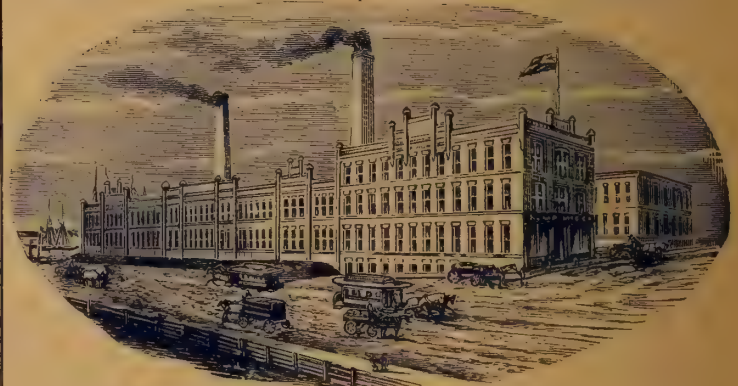
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Vol. 2.

TORONTO AND MONTREAL, MARCH 14, 1890

No. 11

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. Hugh C. McLean, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

ADULTERATED WHITE LEAD.

The extent to which white lead is adulterated or counterfeited in the United States, has been a subject of recent investigation by the Whitelead Association in that country. One hundred samples, manufactured outside of the Association and marked "pure" were analyzed. Most of it turned out to be compound, and in some of the specimens there was not a trace of whitelead detected. We know something about adulterated whitelead in this country. **HARDWARE** has referred to the article more than once, and painters have protested against it repeatedly in the public press.

The Whitelead Association of Canada is an organization of manufacturers formed for the purpose of maintaining the standard of white lead. All that is stamped with the association label is guaranteed absolutely pure, but there is nothing to prevent outside manufacturers from placing an inferior article upon the market and labelling it pure. All the manufacturers of Canada are not in this Association. There are five or six makers in the country who have not connected themselves with it. We have therefore two classes of manufacturers, those pledged to produce a pure article, and those at liberty to produce what they please. The result of this latter privilege is that we have no lack of spurious whitelead. We have pure whitelead, but we have also plenty that is so misnamed, with greater or lesser proportions of barytes in its make up. The stress of competition has produced this fraud, bearing the stamp "pure." The makers of it, determined to get a hold on trade, have manufactured for low prices, and as these were reduced, the proportion of carbonate of lead receded farther from the necessary ninety per cent. The members of the Association, making a genuine article, could not afford to cut with competitors whose mutual opposition was

further debasing whitelead, and further depreciating prices.

The Association has consequently sought to get the manufacture of pure whitelead put on a sound basis. A deputation from that body waited upon the Minister of Inland Revenue and represented the facts above referred to. To make penal the marking of imitations as "pure," the deputation felt that it would be necessary to establish standards, and, therefore, recommended that the manufacture of whitelead should be made subject to the Adulteration of Foods Act. The answer of the Minister was not final, and action will be deferred for a few days, when Mr. Miall, the Chief Commissioner of Inland Revenue, will meet the Association in this city. It is hardly expected, however, even if his report is favorable, that anything will be done this session.

It is in the interests of the trade the Association should succeed. Price-cutting would be stopped, and trade would not be injured by the bad reputation the selling of inferior goods entails. The adulterated article does not serve the purpose of the genuine. It does not go as far, nor stay on so well. It is little more, is often no more, than the basis of a whitewash. In amalgamation with oil, white lead has adhesive properties that cannot be formed by any union of oil and barytes. The Association, to further the cause of purity will shortly issue the results of an analysis about to be made, of all the whiteleads manufactured in the country.

LINSEED OIL.

Mr. D. A. Mackenzie, of the Toronto Varnish Works, has gone to Ottawa to lay before the Minister of Finance a petition from Toronto manufacturers, asking that the duty on linseed oil be reduced from 30 to 20 per cent. The subscribers are numerous, and represent the bulk of those engaged in the production of articles, notably paints, in which linseed oil is a component. Mr. Mackenzie will be joined at the capital by delegates of the same interests in Montreal, bearing a petition with a similar prayer.

What the petitioners ask is the concession to the manufactures they represent of the

protection they enjoyed some years ago. At that time they had to pay only 20 per cent., and found that duty no more than adequate to the fostering of Canadian production. The duty on other oils is yet but 20 per cent., and there are none of them with more claim to be classed as raw material than has linseed oil. The object of the deputation that will meet the Minister is to have it recognized and listed as raw material. It is more as raw material than as finished product that we know it in this country, and it should be admitted on the basis of raw material, that is, bearing a duty of 20 per cent. In the hands of painters, manufacturers of paints, varnishes, mixed colors, window shades, oil-cloths, it is simply a medium in an industrial process, and not itself the end of an industrial process.

When we contrast paint and linseed oil it is plain which of the two is the more entitled to be classed as a finished product. Paints are finished products of which linseed oil is part of the raw material, yet our tariff exhibits the anomaly of the paints being rated 5 per cent. lower than linseed oil, which is their most expensive constituent. The American manufacturers, getting their linseed oil 30 per cent. below the price it costs us, can put their paints upon our market by paying a duty of 25 per cent.

We import between ten and fifteen thousand barrels of linseed oil every year, and we should import more if we had less foreign paint to compete with, as what would keep that out would stimulate paint-making here. We hope the Government will see its way clear to incorporate the request of the paint-makers among the recommendations of its budget.

THE DUTY ON IRON CASTINGS

A deputation of foundrymen, stove manufacturers, etc., consisting of Messrs. E. Gurney and J. H. Patterson, of Toronto; John McClary, London; W. Young, Hamilton; Henry Garth, A. Debois, W. Gregg, H. R. Ives and T. Massey, of Montreal, has interviewed the Ministers of Finance and Customs, to urge an increase of the duty on castings. They represented that when the

duties on iron were rearranged three sessions ago no provision was made for an increase of the duty on stove castings. Since that time the manufacturers represent that they have suffered much from American competition, and more particularly from under valuation at the custom house, which seems almost impossible to avoid as the tariff is at present. An important cause of the undervaluation is the fact that many of the imported castings are made in American prisons, whence they are taken to one of several jobbing machine shops, there finished, and shipped to this country at prices far below what the product of free paid labor would cost. Not only does this class of castings compete with the work of our own manufacturers, but the duty it should carry is not collected, as the duty is collected on the basis of the American price. No one pretends that this price represents what the castings are worth, and in estimating the duty upon them, our customs officials have to recognize the fact that the articles are of prison manufacture.

To avoid both the stiffness of the foreign competition, and the injustice to our manufacturer of under-valuation, the deputation proposed that instead of an ad valorem duty of 30 per cent., the Canadian government should put on a specific duty of $1\frac{1}{4}$ c. a pound. Then, no matter where, or how cheaply the castings had been produced, every pound of castings would pay its full duty.

This plan would also equate the duty on both sides of the line, for the United States charges $1\frac{1}{4}$ cents per pound on castings that its makers import. It appears reasonable to expect that the petition of the manufacturers will be granted, as it is in keeping with the trade policy of the government.

SILVERED MIRROR GLASS.

A deputation of Canadian glass importers waited upon the Minister of Customs, a week ago, to urge an increase of the duty on mirror-glass that is brought into the country ready silvered. Lately, there has been a considerable amount of it brought into the country at prices that tend to discourage silvering by our glass men. Representatives of German glass-works have travelled through the country canvassing trade, not from the regular importers, but from the furniture-makers. To the latter they sell at prices lower than our wholesale importers can afford, upon the condition, however, that the furniture makers shall give unusually large orders. The German silvered goods need this advantage, therefore, to be able to compete with glass silvered here. It would be unable to get a market here through the irregular import channel it now comes, if the furniture makers limited their orders to the small proportions they usually do in their dealings with our importers. What

makes the silvering come cheaper on goods finished in Europe is the cheapness of the labor. In Bavaria, for example, girls do the silvering for exceedingly low wages.

The furniture dealers would prefer to buy silvered mirror glass from the firms that import the glass and silver it in our own country, if they could get it as cheap. They find it a great inconvenience to buy their glass all at once for a whole season, and this they must do to get the benefit of lower prices from the Germans. They wish to be able to lay in stock when they please, but this convenience they will forego if there is any advantage in buying large quantities from an outside source.

The large Canadian importers, therefore, have asked that the duty on this class of goods be increased, and the reply of the Minister was rather encouraging.

THE BUILDING OUTLOOK.

It is rumored that a strike among the building trades may take place this spring. One branch, the brick-layers, it is stated, intend to ask for an advance of five cents an hour, making their wages thirty-eight and one-half cents per hour for eight hours per day.

Strikes, unless for a good and just cause, are a great evil and should be avoided, if possible. They cause a large amount of suffering among those least able to bear it and often result in no advantage to the strikers. When they do carry their point and the concession asked for is granted the amount of wages lost during the time of the strike is not easily regained. The other branches of trade that are laid off on account of the strike, not only lose the wages for lost time, but have no compensating advantages in the way of increased pay.

The prospects ahead in the building line for the coming summer do not seem to be of the brightest. True, there are a large number of public buildings underway and contracted for, besides a good sprinkling of private buildings—and there are a good many skilled mechanics here to do the work—but there seems to be a general feeling abroad that the erection of moderate sized dwellings, that have been growing up, as it were by magic, will not reach anything like the proportions that they have been doing during the last few years.

A drive around the city ought to convince the most skeptical who think that building houses by the thousand is going to continue each year. The large number of vacant houses that they would see should open their eyes to the fact that less building would be a good thing if something like a panic is to be avoided. Somebody must be paying interest on all these empty buildings, and we fear many of the owners are not in a position to stand it.

The rapid growth and prosperity of Toronto has developed a class of men called speculative builders, many of them working on small capital. A little depression will flatten the small men out, in fact some of them have come to grief lately, and more may follow.

A demand for higher pay from the brick-layers and other branches in the building trades will not be very readily granted. There will be a bitter fight over it, and the result will be that many intending builders will hold back, and either give up the idea of building altogether, or wait until the wages dispute is settled.

All this may be for good. We cannot keep on building so far in advance of our needs and not have a serious set-back—so, if a strike should occur, and it turns out to be of long duration, it may avert serious losses to those who have invested largely in houses.

A stand-still in the building line will affect the plumbing and heating trades. The large development of the building trade has largely increased the number of firms who stand ready and willing to plumb and heat buildings. They may feel the pinch of a stagnation in their trades caused by dullness in the building line.

What is required now is caution; sailing close to the wind is the true plan at present. Exercise caution in giving credit, don't take contracts at non-paying figures, carry a small stock. The man who adopts this advice will feel better at the end of this year than his neighbor who has been doing business any way and every way, trusting all who ask for it, and pushing things so hard that at the end of the year, instead of a balance on the right side of the ledger, there is a deficit.

It is to be hoped that wise counsels will prevail, and before any action is decided upon by the trades unions, that a careful survey of the situation is taken. If this is done, it will be easily recognized by all sensible men that a strike at present will result disastrously to all concerned.

THE WORLD'S FAIR.

The selection of Chicago as the place where the World's Fair will be held in 1892, will, we think, be acceptable to Canadians. Apart from the advantages that Canada will derive from its location in Chicago, it is without doubt the very best place that could have been selected.

Its position, inland, will bring visitors so far into the country that they will return to their homes with very much more enlarged ideas of the size and resources of the United States than they possibly could get by a visit to New York. If the Fair were to be held there, a good many visitors would probably take in New York and no place else. With

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Shelf Hardware Merchants.

WAREROOMS, SAMPLE ROOMS AND OFFICES :

CAVERHILL'S BUILDING,
St. Peter Street,

MONTREAL.

Chicago as the site, visitors must travel through a large extent of country to reach their destination. This will enable them to see the country at, probably, about the same expense that would be charged for tickets to New York, as no doubt ocean steamship lines will cut fares pretty low through to Chicago.

The rapid growth of the city of Chicago is a wonder to the world. Its enterprise, and the push and energy of its people are well, however, known, so that we may rest assured every thing will be done to make this Fair eclipse anything of the kind that has yet been held.

The selection of Chicago is a great advantage to Canada. We are in a direct line from the seaboard to that city. No doubt a large share of the stream of travel will flow through our land, many will stay to see our fair country, thus advertising us in a way that will be of great benefit to us. This we want. Unfortunately Canada is not so well known to the great bulk of the people in Europe as is the United States. There is an impression abroad that we are in a very uncivilized state yet, that we are frozen up for the largest part of the year, and that game of all kinds can be hunted in close proximity to our towns and cities. A very intelligent young man came out from England a short time since in the same vessel with a young Canadian who had been visiting that country. The Englishman had several fine rifles in his possession. In reply to the question from the Canadian as to what he intended doing with so many rifles, he said that they were to be used shooting large game, such as buffaloes, elephants, and bears. He was rather taken aback to learn that game of that kind could not be seen near Toronto as he supposed. This is an extreme case, but is actually true, and it is a question if five out of one hundred of the people who come out here have a correct idea of the country. Therefore we hail with pleasure the decision of Congress in

the selection of Chicago as the site for the World's Fair, knowing full well that we will profit by it to the fullest extent.

We trust that no time will be lost by our Government in making arrangements to have Canada well represented at this exhibition. We can well afford to do it handsomely. This will be a splendid opportunity for Canada's manufacturers to show to the world what they can do. Then there is the production of the mine, forest and sea—we are rich in these, and we must let the world know and see what we have.

OVERDUE ACCOUNTS.

Mr. James E. Davis gave an address upon the above subject before the Pharmaceutical Society of Detroit. The essay shows the marks of careful thought and preparation. The selections made below are especially commended to retailers. He says :—When an account is not paid when due, interest should be charged on all excess time taken. This is right, perfectly legitimate and good business logic. Still, many retailers, for one reason or another, do not pay their bills when due, and even in some instances after taking thirty, sixty or ninety days extra time, make great complaints if interest is added. Now, there are of course many retailers who, when their bill is about due, if they cannot meet it, will write, stating they are hard up, ask for a slight extension, and request the jobber to add interest, but these are the exception, and not the rule. However, as that may be, the wholesale merchant is not a banker, and retailers should get more in the habit of borrowing from their interior banks, and discounting their bills with the jobbers. The retail dealers would then soon ascertain the fact that banks do not loan money without interest, and this should teach them that the charge of the jobber is perfectly correct and just, and that it should not be objected to, but paid without question. There is another point in relation to the above that re-

tailers should not overlook, and that is that many jobbers are compelled, from the lack of capital, to borrow money from their city banks, in order to carry their customers and meet their own bills, and interest must be paid on every dollar they borrow. If retail dealers would borrow from their local banks, and discount their bills, jobbers could run their business on from 25 to 30 per cent. less capital. Discount all your bills for one year and see how much money you will save. It will be enough to pay for a good clerk.

If all retail dealers would adopt the plan of sending out monthly statements, the same as jobbers, it would facilitate their making collections. Most retailers send out statements twice per year, and frequently an account gets very large during that time, consequently it is much harder for the consumer to pay, and to go still further, it is just so much harder for the jobber, who suffers from lack of collections on the part of the retail dealer. I note with pleasure that some retailers have already started in the good work of sending out monthly statements, and reports have reached me that it works splendidly, that it makes collections better, and that it is growing in favor with the consumer, who was at first inclined to take exception to it. If every retailer in the United States would turn over a new leaf on the 1st of January, 1890, and send out monthly statements, such a revolution would take place in collections that both retailers and wholesalers would be astonished. The small dealer would make more money by discounting his bills, and the jobber would save interest by running his business on less capital. Do not wait for your neighbor and competitor to start in this good work, but commence yourself, and others are sure to follow.

Goods conveniently located save time, money and temper in showing.

Rivalry, open, fair, good natured and enterprising, is the life of business.

Restore goods to their proper places as soon after using as possible.

EXPORT TRADE.

Reports from all markets indicate that the export trade is in a flourishing condition, particularly in South Africa and Australia. The market in the Argentine Republic is at present very quiet, owing to the high premium on gold and overstocked market. The trade, which has been almost stagnant in New Zealand for some time, is just beginning to recover itself. The wool clip has been remarkably good; notwithstanding this, high prices have been obtained during the last year. The demand for flax and frozen mutton is constantly on the increase, and the outlook for the future is very promising, as a prosperous season is sure to increase the confidence of the business portion of the people. In Australia, also, the wool clip was large and the prices obtained were good, and the prospects for the coming year are regarded as very bright. Importers have been placing large orders, and probably heavy shipments will be made from this country, especially as the competition in freight rates will be very keen. There are at present three vessels loading for Melbourne from this port, a state of affairs which has not existed for many years, and it is expected that the rate of freight to that port will be in the neighborhood of 12 cents per cubic foot.

There is considerable wonder expressed by the importers, particularly in South Africa and Australia, that the manufacturers in this country pay so little attention to these rapidly growing markets while the English houses overrun these colonies with travelers and evidently find it very profitable, judging from the exports from England. Of course the American trade has been largely increased in these markets, but the demand is principally for goods which are specialties, or goods distinctively American, such as Wooden Ware, Edge Tools, Carriages, etc., and many other lines which could be mentioned, but there are many manufacturers in this country who, if they would show their goods in these markets, would find that they are now able to compete with the English manufacturers.

It is interesting to note that the importers in Australia are more liberal than heretofore regarding American goods. There was a time when nothing could be sold in these markets but old-established brands, price being no object; but now quite a number of American manufacturers are represented in the colonies who manufacture goods that stand high with the trade in this country, and importers have discovered that we have more than one manufacturer in each line. Recent shipments will show to what extent inroads on old-established brands have been made. Manufacturers whose orders have been coming regularly through the commission-houses in this country have formed the

impression that it is not necessary that their interests should be looked after in the countries from whence orders come. This is a great mistake, as they will ascertain sooner or later. It is in this connection suggestive to look at the way in which English manufacturers attend to the American business; almost every well-known house has their agent in New York and carries perhaps a stock of goods; this enables them to know exactly the state of the market, how their goods stand with those manufactured by other houses, and they do not have to rely upon the statements of middlemen as to the condition of the trade, who perhaps are prejudiced one way or the other. The demand for drugs and medicines of all kinds is assuming large proportions, and in chemist shops throughout Australia and New Zealand familiar American medicines meet the eye. We could go on enumerating various goods now purchased in foreign markets which until a few years ago had no sale whatever, and it is only a question of a few years when our export trade will have assumed such respectable proportions that the manufacturers in this country will turn their eyes in that direction.

There is an idea existing that goods for export must be sold at least 10 or 15 per cent. lower than for home trade. While this is true in a great many instances, it is also true that many manufacturers consider their export trade the most profitable part of their business.—Iron Age.

A correspondent of the London Ironmonger, writing from Queensland, contradicts a statement that cheap and low quality goods are saleable in Australia, and refers to his experience as being that nothing but goods of the best quality can readily be sold there. Speaking of Cutlery especially, after mentioning that it is essential that the best Steel and workmanship be put in the goods, he continues:

"It is hardly possible for the manufacturers at home to realize how important it is for the bushman to have a good tool. Before it reaches him, probably from 500 to 1000 miles in the interior, it passes through the hands of the importer, storekeeper, etc., and he frequently has to pay 4s. 6d. for an article that could be purchased retail in Sheffield for 1s. The firm I represent had no trade for Cutlery until I introduced it, since which the trade has wonderfully increased. The ordinary goods which we imported some eight years ago have not yet been sold, while goods containing the best workmanship have been indented several times per year, with an ever increasing demand. The Australian consumer does not require to be educated in the matter of quality. He is perfectly willing to pay for the best article, and it is the fault of the manufacturers that the best goods were not introduced from the very start."

The correspondent then goes on to refer to the importance to English manufacturers of pushing their goods energetically in the foreign field, a matter which we need scarcely

say is deserving of equal attention from the manufacturers of this country.

"In conclusion, I would earnestly impress upon the Sheffield manufacturers the desirability of advertising and pushing their Australian trade. It is increasing, and in the near future Australia will be the largest market for Sheffield goods. As soon as competition is developed here and the consumer has an opportunity of purchasing Sheffield goods at a reasonable price, instead of, as at present, having to pay from 100 to 200 per cent. profit, the trade will increase at a rate that very few can realize."

A COLLECTION LAW.

PORT HOPE, March 10, 1890.

TO EDITOR CANADIAN GROCER:

DEAR SIR,—I have just finished reading the article in your issue March 7th on "A Proposed Collection Law," and must say that "Country Merchant" deserves the thanks of all retail merchants for his admirable and, I think, practical suggestions.

Now, in order to carry out some such law as is laid down in his letters, one or two schemes came to my mind. Firstly, Let a merchant in every town or village send a copy of "Country Merchant's" letter to his representative in the Legislature, with a remark or two respecting the advisability of having the law amended to fit, with suggestions thrown out by "C. M.," and, secondly, by petition. It would not be a very great task to have every merchant in Ontario sign a petition to have the views of "C. M." become law. I will guarantee to get every, or nearly every, merchant's signature in the town, and am willing to bear my portion of any expense that might be incurred.

Now, this thing is worth paying a lot of attention, and now is the time to strike when, through your valuable paper the idea is becoming circulated and known.

Trusting to hear of something coming out of this agitation,

I am, yours, etc.,

HOPE.

The leading woodenware manufacturers of Canada met at Ottawa on Thursday to form an association for the purpose of keeping up prices. The chief firms represented were the E. B. Eddy Manufacturing Co., of Ottawa, Geo. Thompson, Orillia, and H. H. Kane, of Newmarket. The firms were agreed that it would be in the interest of the industry to form such an association, and the ordinary procedure in reference to organization will be carried out. The three gentlemen named waited upon the Minister of Justice to ask that woodenware made by prison labor in the penitentiary at Dorchester, N. B., be not allowed to enter into competition with the product of honest labor. Sir John Thompson said he would consider the request.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

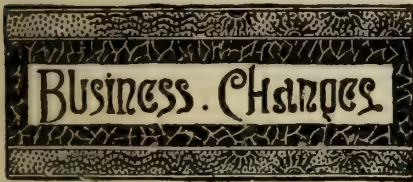
37 Front Street West, - - - Toronto.

Black Diamond Files

Made by G. & H. BARNETT, Philadelphia.

The most satisfactory Files made.

Sixty Per Cent. off American Standard List.



PROVINCE OF ONTARIO.

Athens and Delta—Brown & Co., general store, dissolved, Athens business continued by Thos. Vanarman, Delta business continued by Omer Brown.

Beeton—Scott, J. C., (estate of), general store, stock, etc., advertised to be sold by auction on the 18th inst.

Chatham—Singer, R. J., grocer, assigned to Jno. Mercer, sheriff, Chatham.

Gore Bay—Totten & Henderson, (estate of), general store, stock sold.

Good—Bee, E. M. & Co., general store, sold out to C. Pearce.

Haliburton—Dart & McKelvey, (estate of), general store, stock sold.

Kincardine—Sturgeon, Geo. & Son, stoves and tinware, assigned to Jas. McK. Stewart, Kincardine.

Lefavre—Lalonde, Olivier, general store, stock, etc., advertised to be sold by auction on 8th inst.

Lucknow—Macintyre, A., general store, assigned to C. B. Armstrong, London.

Marmora—Hubbell & English, (estate of), general store, stock sold.

Ottawa—Julien & Co., plumbers, assigned in trust.

Parry Sound—Myers, A. D. & Co., (co nom) (estate of), general store, stock sold.

Penetanguishene—Thompson, W. F. H., general store, meeting of creditors.

Port Elgin—McKay, Geo., miller, sold out to J. M. Lott.

Toronto—Frost & Picken, (estate of), hard-

ware, paints and oils, stock, etc., advertised to be sold by auction on the 13th inst.

Trenton—Hetherington, Jno. & Co., (co nom) flour, feed, etc., assigned to Chas. Langley, Toronto.

QUEBEC.

Berthier—Chevalier, Paul, agent agricultural implements, assigned in trust.

Lake Megantic—Matheson, M., general store, compromised.

Montreal—Foster & Farrell, plumbers, dissolved; Henault, T. E. & Co., hardware, demand of assignment.

River David—Theroux, N., general store, assigned in trust.

St. Marcel—Godbout, N., general store, offering to compromise.

St. Timothe—Leduc, J. A., general store, meeting of creditors.

NOVA SCOTIA.

Halifax—Hubley, J. S., grocer, sold out to Wallace & Stevens.

Port Williams—Chase, W. H. & Co., general store, etc., succeeded by Illsley & Harvey.

Spring Hill—Hunter, Henry, general store, sold out to Fleming Gilroy.

NEW BRUNSWICK.

Neguac—Adams A. & J., fish, offering to compromise.

BRITISH COLUMBIA.

Donald—Milligan & O'Brien, grocers, dissolved, Milligan continues.

Newspaper advertising may be compared to a vigilant and watchful salesman, who goes after business early and late, who accosts the lawyer in his office, the student in his study, the retired man of wealth at the family fireside, who can be in a thousand places at once and address a million people each day, saying only the right thing in the right place and at the right time.

"It would surprise you, were I to tell you the number of tin pails we make and sell to pedlars," said W. N. Ironside, of Thedford, to HARDWARE. "As you see, we have five men at work, making tin pails that sell for about fifteen cents each, retail, and we cannot make them fast enough for our customers." As jobber in the west for tin pails, Mr. Ironside does one of the largest trades. He also has a hardware store in Thedford, where trade, although not up to the usual standpoint, is as active as could be expected these hard times.

HOBBS HARDWARE CO'Y LONDON.

WHOLESALE ONLY.

— Plate Glass, Builders' Hardware —
●● Silverware ●●

ROOFING MATERIAL, CORDAGE, CROSS' CUT SAWS.

See our Eleven Hundred Page Hardware Catalogue.

CAUTION.

Joseph Rodgers & Sons,
(LIMITED.)

Find it necessary to caution the public against imitations of their manufactures. None are genuine unless bearing the

MARK.

TRADE



GRANTED

1764.



John C. Gilpin, of St. Mary's, has reason to be proud of his fine hardware store.

The entire production of oil, in 1889, was 23,000,000 barrels less than the amount consumed, which was 30,000,000.

Mr. J. H. Baker, merchant, Oro Station, is about to return to Hawkstone, where he formerly did business.

Mr. W. P. Hitchcock, merchant of Wingham, underwent a successful surgical operation performed by Dr. Wishart at the City Hospital, London, Ont.

A delegation from Rat Portage interviewed the Ontario Government last week asking for a substantial grant towards the erection of ore crushing and smelting works at that place.

The Canada Atlantic Company's steel bridge over the St. Lawrence River at Coateau Landing is complete and freight trains running over it. The structure is a mile and three-quarters in length.

Fire did \$300 damage to Potts & Sons' foundry at Defoe and Niagara streets, Toronto, between 2 and 3 a.m. Wednesday. The loss is covered by an insurance in the Queen City Insurance Company for \$500.

Mr. John Penrock, formerly head clerk in Messrs. Hamilton & Huether's general store Walkerton, has accepted a good position offered him by Mr. John Hamilton in Gravenhurst.

Mr. Wm. Potter, blacksmith, of Gananoque, has invented a little machine by means of which calks on horse-shoes can be sharpened without removing the shoes from the horses' feet.

The machinery is now nearly all in position in the Gardner hammer and edge tool works, Brockville, and the establishment will be running in full blast very shortly. This is an important addition to the industries of Brockville.

It is said that somewhere between 300 and 500 oil wells will be started near Petrolia this summer. This looks well for the hardware trade as every well will require nearly 1,100 feet of pipe. The pipe used at the wells is chiefly American or English manufacture.

"Trade is good, and I think **HARDWARE** is immense," says Mr. Jas. Clarke, of Sarnia. "I tried other journals and was well pleased with some of them, but your **HARDWARE** I like better every issue." There is pretty keen opposition in Sarnia for Mr. Clarke, still he says, "trade is good."

The New York, Ontario & Western Railroad Company have purchased 400 feet of

the river front at Weehauken. The property cost it is said, \$227,000. This road has a valuable Western connection with the Canadian Pacific, and a desire for increased terminals means that it has increased business.—The Stockholder.

The proposition to build a railway to Hudson's Bay in the Northern British Possessions received encouragement last Thursday from the local legislature, in which a bill was introduced to construct a track from the Sault Ste. Marie to Moose Factory, or some point on James Bay, in the Province of Ontario, giving power to the corporation to acquire, sell and work coal and iron or other mines along the line.

M. Chanteloup, Montreal, the largest brass founder in Canada, who died lately, left his fortune, estimated at \$500,000, with the exception of a few thousand dollars which goes to charity, to his employees. Each of his 500 workmen gets \$400, while three foremen are left the business and capital to carry it on. M. Chanteloup was a Frenchman, and during the Paris riots had to fly to Canada.

While Frank Keenan and Arthur Britton, clerks in Mr. R. D. Thexton's hardware store, Lindsay, were mixing Japan in the cellar on Monday, the lamp which they were using exploded. The two young men were burned very severely in the face. It is feared that Britton will lose his sight. The fire was got under control before any serious damage was done to the property. The loss is about \$500, insured in the Imperial, London, and Lancashire and London Companies.

The answer, published in our last issue, of the Montreal Board of Trade to the proposal of the dry goods section of the Toronto Board of Trade further to shorten the limit of credit, was discussed at a latter meeting of the Toronto dry goods section. A committee of that body consisting of Mr. S. Caldecott, Mr. J. Knox, Hamilton, J. S. McMaster, and Andrew Darling was appointed to look into details and canvass the trade. At the next meeting the question of composition and insurance of bankrupt stock will be taken up.

A young man named Thomas Fair, employed in operating a punching machine in the blacksmith shop at A. Harris, Son & Co's factory, at Brantford, suffered a very painful accident on Friday. The machine is a rather complicated affair, and has a rotary movement and a double system of operating levers. Fair was oiling the machine, and in doing so had to get below it. Here his foot accidentally struck the trips lever, the machine started, and a bar, a portion of the rotary movement, struck him a terrific blow upon the forehead, inflicting a deep and ugly gash.

At the Winnipeg retail merchants' convention it was decided to make every effort

to abolish the credit system and transact business purely on cash principles. Strong resolutions were also passed against the insurance companies now doing business in Manitoba, it being contended that they were making fortunes unjustly out of the merchants by charging exorbitant rates. It was decided to ask eastern companies not having representatives in Winnipeg to enter competition, and the merchants would pledge themselves to give competing companies all their risks. If no competitors can be found it is proposed to establish a co-operative company. A committee was appointed to wait on the legislature asking for legislation to regulate insurance companies, and also to abolish the obnoxious exemption Act, which, several speakers alleged, made dead beats of debtors. The convention adjourned to reassemble next September.

Messrs. E. Poole, of St. Catharines, secretary of the Photographers' Association of Canada, F. Stanton, of Toronto, as president of the association, and Messrs. A. G. Pittam, W. Jarvis and S. Jarvis, of Ottawa, accompanied by the three Toronto members, Messrs. Small, Denison and Cockburn, had an interview with the Ministers of Customs and Finance in reference to the duty on English dry plates. The deputation claimed that the present duties inflict a great hardship upon photographers, the duties being as high as 75 and 90 per cent., and out of all proportion to other articles in the tariff. The trade urges that the English plate must be used from the fact that the Canadian make is inferior to the English production. The deputation also asked for a reduction in the duty on albumen paper from 35 to 15 per cent. Mr. Knowlton, of the Stanley Dry Plate Company, of Montreal, said he would not offer any objection to a reduction on the lines asked for by the photographers. The Minister promised to consider the representations.

It is simply astonishing the effect that Spooner's Copperine has. Mr. Gidley, of the Little Bob Mills, opened a box of this anti-friction metal, on Tuesday, and the thermometer has been fooling around zero ever since. With stove wood at \$3 a cord, if Mr. Spooner should happen into this village just now, he would get hustled out so quick that he would require to be boxed in his own metal for a time to get cooled off. Mr. Gidley says, though, that this metal is wonderful stuff for journal bearings—no matter what the weight or speed may be there is no disturbing the equanimity. Belts may break, fly-wheels burst, and lubricators burn out, but this metal remains as cool as a clam, or a professional widow on her fifth wedding. The sales of copperine are said to be increasing rapidly. There are still a number of old McGintys' around some of the machine shops and factories who think they can make Babbit, but what kind of fly plaster is it? Why if you look at it with a warm glance it blush-

TORONTO LEAD AND COLOR COMPANY'S VULCANIZED FLOOR PAINTS

SOMETHING ENTIRELY NEW.

Dry hard with a fine gloss in 12 hours.

READ OUR TESTIMONIALS.

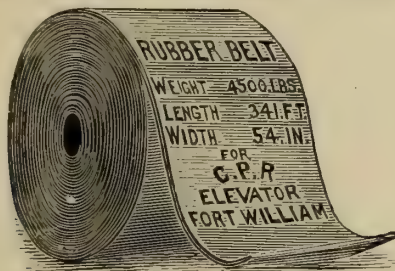
We have been selling Toronto Lead & Color Co's pure paint about five years. think it the best mixed paint in the market.

WALLACEBURG, DEC. 14th, 1889.
It has given perfect satisfaction, and we

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Canadian Rubber Co'y OF MONTREAL.

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Superior Quality Rubber Goods.
Our Rubber Belting is Unequalled in America

All kinds of Rubber Packings. Rubber Engine, Hydrant, Suction, Steam, Brewers' and Fire Hose.
Rubber Valves, Car Springs, Wringer Rolls, Carriage Cloths, Blankets, etc., etc.

Mould Goods of Every Description.

Our Garden Hose is the Best in the Market.

Head Office and Factory, Montreal

J. J. MCGILL, Manager.

Western Branch, Cor. Yonge and Front Sts., Toronto

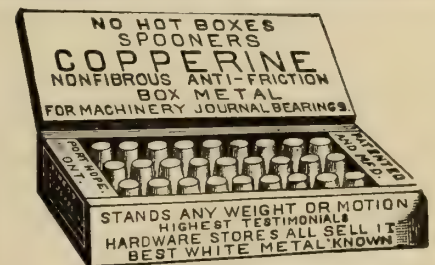
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FOR SALE
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THE METALLIC ROOFING COMPANY, Ltd.

SOLE MANUFACTURERS,
TORONTO AND WINNIPEG.

es like a girl in her teens. It may be a few cents cheaper, but it costs as many dollars the first time it heats. Spooner's Copperine appears to be the material. We have this week sent out a stack of subscription accounts and if they don't come back next week, Mr. Spooner will receive an order, if he will chalk it up of course, for several boxes of his finest copperine, for this journal will be at a white heat.—Bobcaygeon Independent.

TRADE TOPICS.

In the following letter, which we have received from an Indiana hardwareman, it will be observed that the opinion is expressed that it is not ordinarily advantageous for the retail hardwareman to attempt to do much in goods not carried in stock, but reference is made to the fact that jobbers can with a little trouble thus serve their retail customers to their mutual benefit:

The correspondence published in your paper in regard to selling goods not carried in stock has been interesting and instructive. As far as my experience goes, thirteen years wholesale and twelve years here, I agree entirely with the Indiana hardwareman who describes the difficulties and annoyances connected with such business. If anything, my experience is worse. I should think, however, that with the jobber the case is different, and that he could do "buying out" to good advantage and satisfaction to his customers. The difference in this kind of business between jobber and retailer is as follows:

1. It does not take so much time in showing catalogues, describing goods, etc., to find out what the customer wants. The order is sent in to the jobber, there it is in black and white—for instance:

1 box Dbl. Strength Glass A. 24x36.

1 doz Flat Paint Brushes, 4 in., \$4 to \$4.50. If the jobber buys these articles and sends them with the bill of hardware, it is a great help to the retailer, as he may only want these two items, which would hardly pay to enter separately from another house.

2. There is no risk for the jobber; if his customer is good for a bill of hardware he is certainly good also for the goods bought out for him. The disadvantages to the jobber would be that he would be obliged to have a well-informed buyer and also that he could not make as much profit on the goods bought out as on goods kept on hand, but this would in my opinion be greatly overbalanced by the hold this would give him on his customer. I have bought almost exclusively from the same hardware jobbers for eleven years, and one of the main reasons for doing so was the fact that they filled my orders as near complete as could be done, and bought out such goods as they did not have on hand. To find enclosed with a bill a list of goods with the remark

"These goods we do not keep" when I know they could have got them by spending ten minutes time is rather aggravating, especially when they have to be ordered right then, and it takes seven to ten days to get them, and the next time goods are ordered said house will most likely be passed by. I am satisfied that it will pay the jobber to accommodate his customers as above indicated, but would like to hear from others on the subject.—Iron Age.

STEEL SHIPBUILDING MATERIAL.

Messrs. F. B. Polson, B. Cumberland, Elias Rogers, and R. W. Elliott were a deputation from the Toronto Board of Trade, to the Minister of Customs with regard to the duty on materials used in the construction of steel steamships in Canada. The deputation was joined at Ottawa by a deputation from Owen Sound on the same errand.

Mr. Polson briefly presented the arguments why all materials used in the construction of steel and iron ships be allowed to enter free of duty. He also asked for a refund of duties paid on such materials which have been put into iron vessels already built or now in course of construction. The Polson Shipbuilding Co. on the new steamer, the Manitoba, and the C. P. R. car ferry, now approaching completion, have paid \$10,000 in duties within the last two or three years. Mr. Polson pointed out that while duty was charged on the class of materials referred to, steel or iron vessels built in the Old Country could secure registration as Canadian vessels for the purpose of trading in Canada without paying a cent of duty. The Polson Company had spent thousands of dollars in Canada, building vessels here, and the country had gained far more than if the vessels had been built on the Tyne or Clyde and then brought to Can-

THE Dominion Wire Rope CO., Limited.,

MANUFACTURERS OF



(Works at Lachine).

FOR HOISTING, MINING, TRANSMISSION
OF POWER, TOWING, SHIPS' RIGGING,
AND GUYS, LANG'S PATENT WIRE
ROPE FOR TRANSMISSION AND
COLLIERY PURPOSES,
ETC., ETC.

**JAMES COOPER, Agent,
MONTREAL.**

ada. Messrs. Cumberland, Elliott and Rogers, spoke strongly in support of the views put forward by Mr. Polson. Reeve Miller presented a copy of the resolution unanimously passed by the town council of Owen Sound in support of the objects of the resolution, and Mr. Creighton followed in support. Sir Donald Smith bore high testimony to the excellent work done by the Polson Co. for the C. P. R. He had been told by Mr. Van Horne that the work put into the Manitoba was in many respects superior to that in the vessels built on the Clyde for the C. P. R. The Minister said the representations of the delegation would receive earnest consideration.

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Fine Pocket Cutlery.
SCISSORS, RAZORS, ETC.
Agents for Canada :
Watson & Pelton,
MONTREAL.

MARKETS

TORONTO, MAR. 14, 1890.

Again a very quiet week has to be reported in the hardware trade. The general movement has not increased in volume to any extent, although on the other hand it cannot be said that there has been any falling off in business. Trade is simply lifeless, without new feature, the only thing worthy of note being that prices show an easier tendency, although not actually lower. It is not expected that there will be any greater activity in trade in the immediate future; indeed, until spring opens the features now prominent are likely to continue to rule, and although merchants claim that the outlook is cheerful, it is not impossible that the effect of the late depression may be felt during the entire spring and summer. Some merchants are, indeed, already looking forward to the next crop to help them out of their difficulties, although it is yet very early for this species of speculation.

In regard to prices, as before mentioned, there is a tendency to easiness. This is not alone due to the lower market abroad, although the latter fact may have something to do with the present feeling, but the dullness in trade is mainly responsible. Wholesale merchants are undoubtedly indisposed to grant any concessions, yet in order to obtain the business, and because of keen competition, they are practically compelled in not a few cases to sell goods at slightly lower than quoted figures, or else at more favorable terms than usually given. It is felt, however, that any much greater degree of activity would have the effect of stiffening, if not of directly advancing values, and perhaps a couple of months may see decidedly higher prices being paid than are at the present time asked.

There is still a steady movement in builders' and contractors materials, as well as harvest implements, but the trade in these has not yet been up to the average, nor is it likely to be, as far as regards the sale of harvest tools. It may safely be depended upon that farmers will purchase this year no more than their necessities require them to do. A poor crop and low prices for their produce have not left agriculturalists in a position to make any extravagant purchases. All the metals are very dull, and are unchanged in price. Manufacturers are busy, and there is a fair movement only reported in heavy goods.

Advices from the English markets show no change for the better in the speculative branches of trade. Scotch warrants are lower than a week ago, and have ruled in Glasgow from 50s 5d to 50s 7d. Middlesbrough has

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WHOLESALE DEALERS IN
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SCRAP IRON.

WE BUY AND SELL all kinds of Scrap Iron for the purpose of re-melting and rolling.

RAILS.

WE BUY AND SELL all kinds of Rails, either for scrap or relaying.

METALS.

WE BUY AND SELL Copper, Brass, Lead, Zinc, Rubber, etc., in any quantity.

COTTON WASTE.

WE SELL Cotton Waste (white and colored) for the purpose of cleaning and wiping machinery and packing car boxes.

OUR QUOTATIONS ARE ON A CASH BASIS.

TO THE PUBLIC.

We also make a specialty of buying OLD LOCOMOTIVES, OLD STEAMBOATS, BURN'T SAW MILLS, BURN'T GRIST MILLS, Etc.

MARKETS—Continued

fluctuated from 50s 4½d down to 49s 10½d, closing at the lower price.

English mail advices say:—On the whole the market at Glasgow has been steadier than for some time past, and though there may yet be one or two spasms in connection with high priced contracts for forward delivery entered into some time since, it appears to be generally thought that the worst is over. There are now 89 furnaces in blast comparing with 80 at the same time last year; but stocks in Connal's stores are decreasing rapidly, no less than 10,000 tons having been taken out last week. The quantity now held is 877,000 tons, against 1,034,000 tons at the same date in 1889, and with the commencement of the shipping season it is likely the depletion will go on still more rapidly at Middlesbrough. There is very little change in the statistical position, save in the matter of shipments. Last year it will be remembered they were abnormally large, but now, in addition to some falling off in the exports to foreign countries, they are further curtailed by the absence of the usual trade with Scotland, owing to Cleveland iron being dearer than Scotch. Only 22,000 tons have been sent to Grangemouth this year, against 59,000 tons to the same date in 1889.

Payments this week are said to show some improvement, yet money cannot be coming in much more freely, as there does not appear to be any in the hands of country merchants to remit. No particular improvement need be expected till the next fall, and between now and then is a long period, and a period that many retailers may find difficulty in successfully passing.

TIN.

There continues a very nominal movement in ingot tin, and in sympathy with foreign advices prices are easy. However, London has been a little firmer this week, the quotation being £90 15s spot, and £91 15s for futures. Quite a large business has been done there at, around, £90 5s spot, with outside speculation, however, rather dull.

TIN PLATE.

No greater movement is noted, nor is there any more firmness to prices. Although a good many of the makers have decided to cease manufacturing temporarily in order to reduce stocks, all have not done so, some having orders on hand for six months, and these refuse to cease operations, and western works will not stop either. There has been a limited demand on the other side, and prices are unsettled, with as low as 14s. 6d. said to have been accepted for Bessemer from second hands.

LEAD.

In order to stimulate the demand holders are willing to take rather lower prices, but this has not had the desired effect, the enquiry being still limited. In London prices are a shade lower and the market is quiet, with soft Spanish quoted at £12. 10s.

ANTIMONY.

Although this article is quiet, with light stocks there is no disposition to grant con-

cessions. Cookson's is lower in New York, at 24 to 24½c.

CANADA PLATES

It is pretty confidently predicted by some that Canada plates are likely to be higher just so soon as a demand sets in for them, but prices are to a great extent nominal at the present time, as there is no demand for them.

COPPER.

Copper is rather firmer, yet is in no better request. Merchant bars are quoted by cable from London at £46 17s 6d spot, and £47 10s futures. The demand has been small, but several lots are reported to have changed hands at £47. Speculation has been inactive.

GALVANIZED IRON.

It is reported that German galvanized sheet iron makers are forming a syndicate. Belgian iron makers have taken united action to maintain prices, and the movement has resulted in a more active demand springing up.

PAINTS AND COLORS.

There has been no particular feature to characterize the market this week. Prepared paints are moving quite freely, but the business done in this line thus far has been below the average of last year, and it is hardly now likely that the volume of business this season will equal that of last. Turpentine is unchanged in price, but is in fair request, with supplies ample. Linseed oil is firm at the late advance and is hard to get. Whitelead is featureless.

NEW YORK MARKETS.

NEW YORK, MAR. 13, 1890.

Nothing has transpired in any branch of the iron and steel trades that would tend to break up the monotony of quietude and accompanying irregularity to prices that has prevailed the past month or six weeks. At this point orders come in slowly, and for the most part are small. Advices from other centres reflect similar experience as regards both finished productions and crude materials. A great deal of iron and steel in one form and another is moving into the chan-

nels of consumption, chiefly on old contracts, but the continued absence of important new orders more than offsets that movement as a factor regulating values, and it is not infrequent that actual trading prices turn out to be lower than the general quotations given by furnace and mill agents. It is stated that an English firm sold a lot of steel rails for a Mexican railroad at 128 shillings per ton, delivered at New Orleans, not long ago, when the general quotation was 140 shillings f.o.b. at works, and a similar difference is said to be frequent between present selling rates and "nominal" quotations. In other words, the foreign markets would appear to be softer below the surface than above, and outward appearances are the reverse of flattering.

The demand for Scotch pig continues to be strictly of a retail character. Importers are bringing very little, if any, forward except on orders. The nominal prices are \$21.50 for Eglinton, \$22 and \$22.25 for Dalmellington, \$25 and \$25.50 for Summerlee and \$25.50 and \$26 for Coltness.

COPPER.

The position of the market for copper remains the same as described last week. Some business has been put through, but particulars are not made public, and buyers and sellers alike appear reticent. A quotation of 14¼c. for Lake Superior was made on the Metal Exchange, but 14½c. is the lowest at which any can be secured from the mining companies and brokers who have had occasion to test the market state that no Lake copper can be bought cheaper than 14¾c. at the best. Casting copper is quoted at 12¾ and 13c., as to brand, but has slow sale.

TIN.

Pig tin has been quiet the past few days. Speculative interest seems to have simmered down and consumers have purchased in a hand-to-mouth way only, the larger buyers having considerable stock to come in on contract deliveries due this month. Spot prices are off about ¼c. since Friday, but futures are a shade firmer, in sympathy with better London advices. At the close the spot prices were 20.40@20.50c. for round lots

SUBSCRIBED CAPITAL, \$100,100. DEPOSITED WITH GOVERNMENT OF CANADA, \$54,724.

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FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP CONDENSERS

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High Pressure Steam Engines,

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GREAT ECONOMY

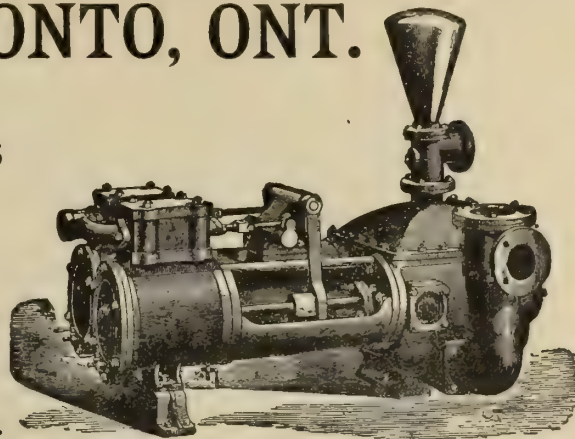
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FUEL AND POWER

GUARANTEED.

Prices and particulars on application.

OFFICE AND WORKS: Corner Front and Parliament Sts.



and 20% @ 20 3/4 c. for jobbing quantities. Sales on the Metal Exchange the past three days include 10 tons spot at 20.50c. and 100 tons April at 20.05c.

LEAD.

Pig lead has been quieter thus far this week. The demand has moderated and offerings of the metal show some falling off also. Prices are firmly held, however, at 4c. for prompt and near future delivery.

SPELTER.

Spelter is still freely offered, and a better price than 5.15c. for ordinary Western is the exception on actual business. Sales are moderate and the demand is tame.

TIN PLATES.

Tin plate is moving with no greater freedom and prices are still rather weak, but showing no further changes.



MONTREAL MARKETS.

MARCH 13, 1890.

Trade continues quiet in all branches owing no doubt to the approach of the opening of navigation which will bring down freight rates considerably, therefore the retailers are holding off. Payments are slower this week than for some time.

IRON AND HARDWARE.

Trade continues quiet. Pig iron warrants in Glasgow are reported a shade easier. Summerlee continues firm at former prices. The same may be said of finished iron. In Canadian bars at \$2.40 to \$2.50 a fair trade is being done, with best foreign up to \$2.75. There is a continued firm feeling in tin sheets and galvanized iron. Tin plates are unchanged. The stocks of charcoals are very light and scarce at \$4.50 to \$4.75; cokes at \$4.25. Canada plates are quiet at former price. The uneasy feeling in metals reported in our last still continues. There is no change in copper, it continuing firm at former prices. Zinc 6 1/2 c., and spelter 6 1/4 c. The pig lead market continues changeable. Prices are £12 6s. to £12 15s. f.o.b.

NAILS.

There is no change to note in nails. Trade continues quiet and will likely remain so till the opening of navigation, which will reduce freight, and buyers are holding off till then. Following are prices:

IRON CUT NAILS.

2 dy @ 60 dy, hot cut, per keg	....	2 75
10 dy @ 9 dy, " " "	....	3 00
8 dy @ 7 dy, " " "	....	3 25
6 dy @ 5 dy, Am. pat	....	5 50
4 dy, " " "	....	4 25
3 dy fine hot cut, " " "	....	2 75
3 dy @ 5 dy, cold cut, Am. pat.	....	3 25
4 dy, cold cut, " " "	....	3 75
3 dy, hot cut, nails " " "	....	5 95

	Steel Cut Nails	Wire Nails
10 dy @ 60 dy, per keg	.....\$2 85	\$3 75
9 dy " " "	.....3 10	4 10
8 dy " " "	.....3 10	4 45
7 dy " " "	.....3 35	4 80
6 dy " " "	.....3 35	5 15
5 dy " " "	.....3 60	5 15
4 dy " " "	.....3 60	5 45
3 dy " " "	.....4 35	6 50
3 dy fine " " "	.....5 85	8 20

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 75
4 dy @ 5 dy, per keg	.....	4 00
6 dy @ 7 dy, " " "	.....	3 75
8 dy @ 9 dy, " " "	.....	3 50
10 dy @ 30 dy, " " "	.....	3 25
Cut spikes, " " "	.....	3 90

COMMON FLOUR BARREL NAILS.

3/8 inch, per keg	.....	\$5 15
1 " " "	.....	4 75
1 1/8 " " "	.....	4 45

Finishing nails 75c. per keg over same size hot cut, viz., from \$6.60 for inch to \$2.65 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.60 for 1-inch to \$3.40 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$7.10 for 1-inch to \$3.90 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand 50 per cent. discount, for small lots. P. B. & Co. brand 50 per cent. of list for small lots. Large lots 50 and 10 four months, with 5 per cent off for cash in 30 days.

CEMENT AND FIRE BRICK.

Remains unchanged. Advices from England and Belgium report no material change, manufacturers being content with the con-

tracts they have made for a portion of their make and will rather take their chances for the balance than reduce their prices to sell it now. We are advised that a further advance of wages was conceded on the Tyne. Prices for the present are: Cement, \$2.60 to \$3; firebricks, \$25 to \$30 per 1,000 as to brand.

GLASS.

Prices of glass remain unchanged and very scarce, though some houses are asking a 5c. advance on prices quoted. Prices: first break \$1.65; second \$1.80; third in 100 feet cases \$4.

PAINTS AND OILS.

The Whitelead Association are making vigorous efforts to put a stop to fraudulent marking. It appears that thousands of packages are constantly on the market labelled "genuine" or "pure," which are very heavily adulterated, and while it is true that the parties selling these good are liable to prosecution on the part of the purchaser, still this is now practised to such an extent that it is considered high time for the Government to interfere.

Business in the paint trade for the past week has been quiet. Orders for lead and mixed paints are coming forward in view of summer rates taking effect early in April. Prices are without alteration, save in linseed oil which continues to harden in sympathy with English quotations.

Yesterday's cables report a further advance and boiled oil is now quoted firm at 71c. per gallon. Turpentine is 1 to 2c. easier, but stocks are extremely light.

MONTREAL NOTE.

The Varnish, Oilcloth, and Paint Manufacturers have decided to petition the Government in favor of a reduction of the duty on Linseed Oil to the same level as other Oils. They contend that as a raw material used in the manufacture of their products, it is too heavily burdened. A deputation, consisting of Messrs. Jamison, Manson, and Baillie, representing the several branches, went west last night, to Ottawa, on the subject.

Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont.

CAN IRON BE GLUED ?

By a new method of cementing iron the parts cemented are so effectually joined as to resist the blows even of a sledge hammer. The cement is composed of equal parts of sulphur and whitelead, with a proportion of about one-sixth of borax. When the composition is to be applied it is wet with strong sulphuric acid and a thin layer of it is placed between the two pieces of iron, which are at once pressed together. In five days it will be perfectly dry, all traces of the cement having vanished, and the work having every appearance of welding.

The half-yearly meeting of the Tin-plate Workers' Union of South Wales and Monmouthshire was held at Newport on Saturday, Mr. Thomas Benjamin presiding. In all there were 103 delegates present, representing seventy-two works. The proceedings were conducted with closed doors, and it was decided to allow no reports to go to the newspapers. The chief matter dealt with was a proposal tending to reduce the output, and on this matter we understand that it was unanimously decided to favour an "idle" week, beginning March 10th, by which means it is calculated that the output will be reduced by a quarter of a million boxes. —Iron Trade Circular, (Ryland's).

METAL DECORATION.

The new process of decoration and color printing on metal consists in preparing zinc or other metallic plates in a special way, and then either nickel-plating or coppering them, a dull or a bright surface, or both, being produced by mechanical agency. Specially prepared enamel colors are used, and the printing of the subject on the plate is carried out direct from stones, as in litho-

graphy. Embossing is introduced, either in the lettering or in views and such like, this part of the treatment being effected by another special detail of the process, the usual steel plate engraving being dispensed with. The cost of production is said to be very small.

Every line of goods embodies a history and a science worth years of study to understand.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

REFRIGERATORS.



Hardwood-Lined Galvanized Iron, Patent Locks. Economical, Reliable, Cheap.

MILK
DELIVERY
CREAMERY

CAN

FIXTURES
TAPS
GATES

Milk cans made up. Sap Buckets and Spiles. Galvanized Iron Eave Trough 8 lengths. Oil, Gas and Vapor Stoves.

We make and supply everything used by Stove and Tinware Dealers.

WRITE FOR PRICES.

The McClary Manufacturing Co'y

LONDON, TORONTO, MONTREAL, WINNIPEG.

TABULAR
STEEL

BOW SOCKETS

FORGINGS CARRIAGE
AND DROP.

The undersigned is now manufacturing full lines of

CARRIAGE :-
- : HARDWARE,

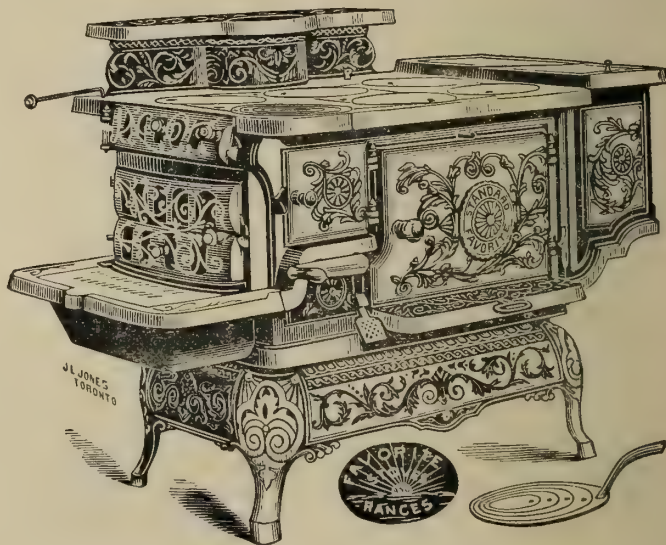
And in addition to these is prepared to MAKE ANY LINE OF FORGINGS.

Do not forget that STEEL TUBULAR BOW SOCKETS are now manufactured by me, and supplied promptly.

DIE MAKING A SPECIALTY.

GEO. GILLIES,
Gananoque, Ont.

The Standard Favorite



Is the Peer of Cooking Ranges.

600

Sold first season and every one giving unqualified satisfaction.

Live dealers everywhere are securing the exclusive sale in their various localities. Manufactured only by

CHOWN & CUNNINGHAM,
11 FRONT ST., TORONTO.



ART IN STOVE DECORATION.

Prof. E. S. Morse recently delivered a lecture in Detroit, Mich., taking for his subject, "Art in Japan." After discussing at some length the subject of decorative pottery, he expressed regret that art in America had not reached that point where sufficient incentive exists to cause a person to take up the study. In this connection he cited the Rookwood Pottery, of Cincinnati, as the only artistic pottery in the United States, and then he told briefly of an incident in the life of John G. Low, the noted art tile man. Mr. Low, although not a professional artist, painted very nicely, and went to Europe to continue his studies. He was especially expert in copying, and on one occasion a connoisseur visiting his studio noticed a picture about which he enquired, "Hello, is this a Michael Angelo?" At this the American student replied: "No, it's a John G. Low." Returning to the United States, Mr. Low began his life work of producing art tiles. Instead of hunting up cheap help he engaged the best modeler he could get, paying him a salary of \$5,000 a year. The salary amounted the first year to more than the total sales of the institution, and yet to-day the Low Art Tile Works at Chelsea consists of 11 kilns and thousands of beautiful tiles are turned out daily.

"I don't know anything especially," said Prof. Morse, "about Detroit manufacturers, but I know all about the appearance of stoves as they are produced in this country, and I know that, generally speaking, they are abominations. Great carbuncles of nickel and bunions of colored glass set in architectural patterns, or some misplaced decoration, are the rule. For instance, a

copy in repousse of 'The Last Supper' is set against the front of an air-tight stove, which is always red hot, and they call that embellishing a stove. That stove manufacturer who shall have the same faith and courage as shown by J. G. Low, who would hire the best modeler he could get to design art stoves, pay him a large salary and make true art stoves, would sell his stoves more rapidly than he could make them, and until that spirit exists and is demonstrated by the manufacturers and patrons of this country toward artists and art results, the welfare and progress of art in this country cannot keep pace or compare with art in Japan."

In New York State the car stove has been discarded, in compliance with requirements under the new law now in force. The company that uses stoves in its passenger cars now is guilty of a misdemeanor, and is liable to a fine of \$1,000 for each offence, and a further penalty of \$100 for each day during which such offence is continued.

Referring to the fact that Kansas farmers are burning corn for fuel and justifying them in doing so, the Des Moines Register advises stove manufacturers to arrange stoves so that they can burn corn as economically and with as little trouble as coal or wood, and urges that city people would thus aid in increasing the prosperity of farmers by burning more corn and less wood and coal. It is known that corn makes a very hot fire in the ordinary stove, but involves too much labor to keep firing up in order to maintain a regular heat. At present prices corn is the cheapest fuel for country use.

On Monday morning fire started in the hardware store of Messrs. R. P. Buchart & Bro., Owen Sound, and along with other buildings and property, destroyed the store and hardware stock. The total loss to Messrs. Buchart & Bro., was \$18,000, on which there was an insurance of \$8,000.

One sheet of paper recently made was 8 feet wide and $7\frac{3}{4}$ miles long.

Unlike daily papers and general periodicals, this paper places advertisements before the eyes of just that portion of the industries most calculated to avail themselves of the announcements therein, and, therefore is of more value to the Trade than any paper published in this or other worlds. Manufacturers and wholesalers please take note of this, and then act accordingly. It is the only paper in Canada that reaches this trade direct.

BUSINESS CHANCES.

MALLEABLE IRON FOUNDRY IN GUELPH.
Complete Machinery, Stock and Premises.
A good opening. A. S. SMITH, Mail Building,
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STEEL STAMPS **SEALS & STEEL DIES**

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STEEL RAILS NEW OR SECOND HAND **All Sections**

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PIG TIN, LEAD, COPPER, ANTIMONY,
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SCRAP IRON IN CAR LOTS, ETC.

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Try a sample lot of O.K. Paper; it is cheaper than Common Building Paper.

THE TWINE FACTORY.

A meeting of the Committee appointed by the town council and the principals in the proposed stock company, which will control the twine factory, took place yesterday afternoon in the office of Mr. T. T. Baines. Messrs. W. A. Morris, E. M. Fulton, and W. P. Whitlock, on behalf of the newly organized company presented a written offer as to what the company intended to do in consideration of a bonus of \$1,000 a year being continued to the new concern for a period of nine years. The offer contained definite information as to the satisfactory financial standing of the company, and also an agreement to employ a large number of employees. The bonus is asked conditionally, on the firm continuing in active operation twelve months in the year, or in case the business does not warrant active operation for the full year, then the bonus may be deducted at the rate of \$100 per month. The offer also contains suggestions as to the development of the business of this branch,

and states that the prospects were very favorable to a much larger business being done than in the past. The proposition will be considered in detail at the next meeting of the council. The offer seemed to be satisfactory to all the members of the committee, and it is quite probable that the council will ratify it.—Port Hope Times.

A DEVICE FOR EXHIBITING PAINTS, ETC.

A travelling correspondent of **HARDWARE** describes a stand made to hold sample bottles of dry paints and oils, which he ran across in his travels. The stand has five shelves on it, and is about eighteen inches wide. Each shelf was built as if it were a step in a flight of stairs. Through each shelf holes were bored the same size as the bottle used for the sample. Each bottle passing through a hole of one shelf rested on the shelf below, giving the goods a splendid appearance.

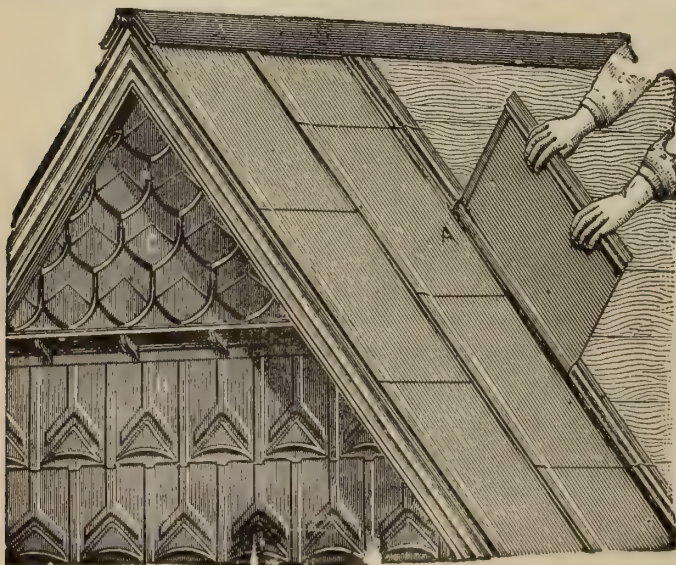
The object of business is to make profitable sales.

About 150 employes of the McClary Manufacturing Company met in the new building on the corner of Wellington and King streets and formed a social club for the employes, both male and female. The idea is to supply meals to members at a low figure, to provide suitable periodicals and papers, and also all kinds of games and music to suit the tastes of the members. It is proposed to have separate dining and sitting rooms for the ladies, also smoking and bathrooms for the men, and it is also suggested that a school of instruction in cookery be inaugurated. The organization will likely be known as the "The McClary Club." The following Board of Directors were elected:—Messrs. J. Holman, J. Connors, J. Boyle, G. Neilson, C. Ball, W. Lehman, T. Walton, J. Herrick, H. Graham, T. Hogg, T. White, H. Pofter, G. McClary, W. A. Gunn and W. M. Gartshore.

A feather duster disperses but does not remove the dust from the store.

You can lose more than we do by not subscribing for this paper.

Broad Rib Sheet Steel Roofing.



The Cheapest and Best Metal Roofing and Siding in the Market. Can be Laid as Cheap as a Shingle Roof.

Specially Designed for **FACTORIES, MILLS, ELEVATORS, Etc.**

ANY ONE CAN PUT IT ON.

We have recently perfected machinery for manufacturing **PLAIN SHEET METAL ROOFING** under the Walter's Patent. This Patent possesses advantages of construction not found in any other Metal Roofing. IT DOES AWAY WITH THE NECESSITY OF TONGUING UP EDGES, DOUBLE-SEAMING, COPING OF RIBS, RIVETING RIBS, EXPOSED FASTENINGS AND CLEATS. No expense will be spared to make THIS ROOFING in quality of metal and perfection in fitting, the very best in America. For prices apply to the Sole Manufacturers in Canada:

The Canada Galvanizing and Steel Roofing Company.
22 LATOUR STREET, MONTREAL.

GALVANIZED IRON FOR BUILDING.

Galvanized iron, when it is used in the construction and finish of new buildings, whether they be of the very best character or of cheap construction, loses much of its special identity. All parts harmonize, and after the paint has been applied, a casual observer does not know whether the finish is of metal or of some other material. The utility of galvanized iron in this connection is not less in the estimation of the architect and builder, but to the ordinary man of business it does not appear to the same advantage as where it is employed in remodeling an old building. All of our readers have had their attention called to the judicious use of galvanized iron in the remodeling of old buildings. Window-caps have been applied; a new cornice has been put on; string courses have been run across the front, and after the work was finished and painted a new building with modern lines and neat architectural appearance had taken the place of something which, however substantial, had long been an eye-sore to the public.—Carpentry and Building.

ADAMANT WALL PLASTER.

Plastering is now undergoing the same changes and improvements as are all materials used in building trades. And it is a

change which has long been desired, yet never before attained. The unsafe and unstable lime and hair mortar has too long shown its defects. Now comes the first material which fully meets the requirements of a sound and lasting wall. Adamant Wall Plaster comes in bags all ready to be taken to any room in the building, and mixed with water, thus doing away with much of the trouble and expense consequent upon carrying the hod to the work. In twelve hours after applying adamant the woodworkers can follow and put on casings, etc., and no swelling will occur. Houses of 1,000 yards can be finished complete for carpenters in six days or less if desired. Small and ordinary sized rooms which are desired for occupancy can be finished in one day. Adamant does not chip, crack nor pit; not easily marred, as it is a very hard and dense material. It adheres equally well to brick, lath or iron, and will last as long as the building; leaks in pipes will not cause it to cleave off. Rats can not gnaw through it. It will not harbor vermin and germs of disease, as it is not porous like old plaster. It can be painted, papered, frescoed, or given any desired decoration or finish. Its dense nature keeps a house cooler in summer and warmer in winter, and is not injured by furniture and chair backs easily.

The best recommendation is the unsolicited testimonials of all who use it, among

whom are some of our most wide-awake builders and architects. In fact adamant gives a wall worthy of that name.—Builder and Decorator.

RUSTLESS IRON.

The rustless process, which has been until lately an experiment, has now demonstrated that great economy can be used not only in ice pipes, but in every article where iron is used. In the past year over 2,000,000 kettles have been subjected to this process in Pittsburgh. The method is very peculiar. After the article is made it is put into a furnace about $3\frac{1}{2}$ feet high, 15 feet long and 8 feet broad. The furnace is made in an oval shape, air tight. After the iron has been in the furnace for two hours and has attained almost a white heat, the air that comes through the regenerators and air valves is shut securely off, and the furnace is made air tight. After the air has been shut off the superheater, which is located in the combustion chamber at the rear of the furnace and at right angles from the air valves, is opened, and the furnace is filled with steam and kept in this condition for eight hours. At short intervals a small valve is opened, so as to allow an exodus of steam in the furnace, allowing fresh steam to be put into the furnace. When the articles have been ten hours in the furnace there has been accomplished the formation of magnetic oxide upon the iron surface. They are then put into an acid well, which is the last treatment.

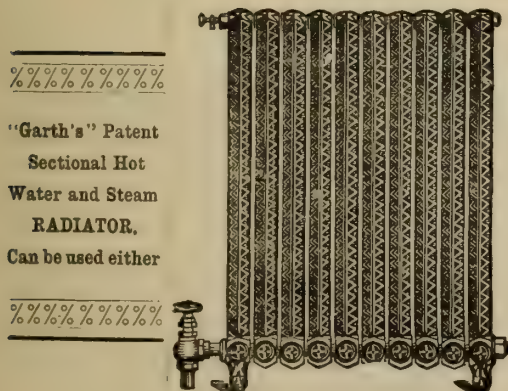
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CREAM SEPARATORS AND DAIRY UTENSILS.

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Sectional Hot
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RADIATOR.
Can be used either

for High or Low
Pressure,
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Patented June 1, 1887.

	7 in.	8 in.	9 in.	10 in.
Polished Copper, -	\$2 25	\$2 50	\$2 75	\$3 50
Polished, nickel-plated, -	3 00	3 25	3 75	4 50

Guaranteed as Represented.

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THE TIN PLATE TRADE IN 1889.

An English publication, the Colliery Guardian, in a review of the tin plate trade for the past year says :

In view of the immediate condition and prospects of the tin plate trade it is instructive to notice the varying character of the market in 1889—the year just ended. In January the market was quiet, but enquiries were more marked as the end of the month came on, when 13s. was paid for common coke. Figures in February ranged from 12s. 6d. (the exception) to 13s. 6d. for I C cokes. An advance in bars appeared probable, and makers steered clear of forward engagements, at the rates then prevalent. A half-penny per box advance was got at the commencement of March and before the close I C cokes (ordinary) fetched 14s. f.o.b., steel bars and brooms having as anticipated advanced. The proposed syndicate was at this time on the tapis, but was speedily shelved by the authorities in the trade as chimerical and impracticable. Tin plate exports were heavy this month—exceptionally heavy. An extended demand from Transatlantic states was discounted, makers insisted on better prices, and an intermittent drop of 3d. was followed again by a steady market at the preceding quotations of 14s. Buyers now held off. In the first weeks of May 13s. 3d. to 13s. 9d. were the quotations for ordinary cokes. Second-hand parcels were thrust on the market, and as a consequence values again receded about 3d. per box. Makers were, however, well off for orders. Prices kept up in June and July. Enquiry advanced in August. Buyers were willing to concede an advance, but makers did not care to accept these overtures, as raw material was apparently about to rise. When August ended first-hand parcels of ordinary cokes could not be got under 13s. 6d. at which figure many orders were placed in September; the market quieted as the month wore on. In October the market acquired fresh tenacity and ordinary cokes commanded 14s. in the third week. A panic almost set in, the United States having, it was reported, effected large purchases. Before November 15s. 6d. to 16s. were the quotations for ordinary cokes f. o. b. Then there was a reaction to some extent, though prices were well kept up. The unsettled condition of the iron market made buyers chary of negotiating orders in December. But when the year 1889 closed works were in full swing, and quotations for delivery of I C cokes at Welsh seaports ranged at from 15s. 9d. to 16s. 6d. The highest price for I C coke during 1889 was 17s. and the lowest 12s. 4½d.; in 1888 the figures were 15s. 3d. and 12s. 1½d. respectively, and 1887, 15s. 9d. and 12s. 9d.

Work can always be found in a store without a double-million microscope

H. H. Vivian & Co., limited, of London, Swansea and Birmingham, England, a company incorporated under the English Limited Liabilities Act, are seeking incorporation from the Canadian Parliament. This firm, the president of which is Sir Henry Hussey Vivian, M. P. for Swansea, is one of the richest incorporated companies in England, and produce everything from Swansea tin plates to steel armor plating for vessels. They have recently purchased a large number of mines near Sudbury, and ask incorporation for the purpose of acquiring, holding and working iron mines, dealing with iron and other ore, either by mining or otherwise, smelting, etc. Although they can mine and manufacture in Canada with-

out, they desire a recognition of their incorporation in Canada in order to enable them to extend their operations with facility. Should their operations prove successful they will in the near future extend their operations to Nova Scotia and New Brunswick. The company are not a new one, and their advent in Canada means that the vast mineral resources of the Dominion are already attracting British capitalists. They are about erecting large blast furnaces at Sudbury.

Master the whole business and the way to fortune has been mapped out.

A reputation for truthfulness is indispensable to permanent and satisfying success.

HENRY S. THORNBERRY & CO.,

Dealers in Electric Light and Electric Supplies, Bells, Batteries, Wire, Annunciators, etc. Contractors for **ELECTRIC LIGHTING AND ELECTRIC WORK.**

39 King St. West, **TORONTO, ONT.**

Clarke's Common Sense Sliding-Door Hanger

Slides back and forth with a more Graceful and Easy Motion and with less noise than any other Hanger.

With this hanger there is :

No Side-draft.
No Kicking.

No Flanges on the wheels.

No Jumping the Track.

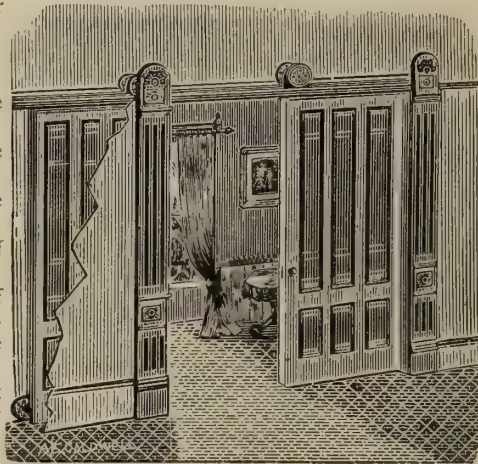
No Inaccessible Tracks in the Pockets.

No Tearing Down of Lath and Plaster.

No Dead Weight of heavy doors constantly hanging to the track.

No Tracks to be put in until ready to hang the doors.

No False Pockets in the Tracks for either



Single or Double Doors.

Doors equipped with this Hanger are suspended at the upper front corner and supported or rest upon a single roller secured to the lower inside corner, perfectly balanced, moving easily.

Common Sense Hangers can be applied to doors that have been hung with any other hanger without removing the plastering, woodwork, or any of the sheathing of the pockets, or creating any muss whatever.

MANUFACTURED BY

THE PETERBOROUGH LOCK MANUFACTURING COMPANY,
PETERBOROUGH, ONT.



TORONTO BUSINESS COLLEGE

Corner Yonge and Shuter Streets, Toronto, Canada.

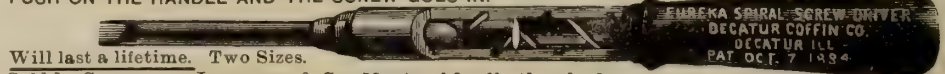
The Largest, most Complete and Practical Business College, Shorthand Institute, Telegraph School and General English Training Academy in the Dominion.

Individual Instruction given by men of Practical Business ability. Handsome prospectus and circulars mailed by addressing

60 W

J. M. CROWLY, Manager. NOTE ADDRESS.

PUSH ON THE HANDLE AND THE SCREW GOES IN.



Will last a lifetime. Two Sizes.

Sold by CAVERHILL, LEARMONT & Co., Montreal, & all other dealers

A NEW METHOD OF MELTING IRON.

A German inventor proposes a new method of melting iron, the advantages claimed for which are economy in fuel, greater facility for making sharp, strong castings, and a purer description of metal. The cupola is supplied with blasts through two tuyeres, one above the other, there being eighteen in each set, the tuyeres being ports, with the form of a vertical slat, and directly connected with a tuyere ring. The special feature of the cupola is that the bottom is a slightly inverted arch, pierced by two openings, through which both blasts, or rather imperfectly consumed gases of combustion and the fluid can flow. Below is a small chamber in which the iron collects. It is heated by gases forced down from the cupola above, those being supplied with the necessary air for combustion by a special tuyere leading to the main pipe, the chamber at the same time serving to preheat scrap, etc., which needs only to be pushed into the bath for dissolving it.—Exchange.

THE GEOLOGICAL SECTION.

The geological section of the Canadian Institute met on Thursday night at the in-

stitute, the president, Wm. Hamilton Merritt, in the chair.

Mr. R. Dewar read an interesting paper on arsenic and sulphur as metallurgical agents in the treatment of Canadian auriferous and argentiferous ores. He dealt principally with the Canadian refractory gold ores, most of which, he said, contain a great quantity of arsenic and sulphur. Mr. Dewar went on to show that if nature was properly studied in connection with these ores it would assist in extracting the gold from the alloy. He thought by the proper fusion and treatment of the fine gold and gold leaf they could be collected by the arsenic itself. Then by proper roasting all the gold could be obtained in a free state.

Considerable discussion on the points brought up by Mr. Dewar followed, and it was thought that if the method set forth by the lecturer was practicable it would be of incalculable advantage to the miners at Madoc, Lake of the Woods and other places where such ores abound.

The faculty to make friends and conciliate enemies, being all things to all men, is inherent in the first-class salesman.

He who is steadily a source of profit to his employers in the selling of merchandise must be accounted a first class salesman.

No young man can possibly have mistaken his calling who finds in it what the world wants done, and in himself the power to do it well.

CHARTERED BANKS.

The following is a list of the banks in Canada acting under a Dominion Government Charter:

ONTARIO.

Bank of Toronto.	Imp'l Bank of Canada.
Can. Bank of Commerce.	Traders' do
Dominion Bank.	Bank of Hamilton.
Ontario Bank.	Bank of Ottawa.
Standard Bank.	Western Bank of Can.

QUEBEC.

Bank of Montreal.	Merchants Bank of Can
Bank of B. N. America.	Banque Nationale.
Banque du Peuple.	Quebec Bank.
Banque Jacques Cartier	Union Bank of Canada.
Banque Ville Marie.	Banque de St. Jean.
Banque d'Hochelaga.	Banq de St. Hyacinthe.
Molson's Bank.	East. Townships Bank

NOVA SCOTIA.

Bank of Nova Scotia.	Halifax Banking Co.
Mer. Bank of Halifax.	Bank of Yarmouth.
People's Bank do	Exch. B'k of Yarmouth
Union Bank do	Com'l B'k of Windsor.

NEW BRUNSWICK.

Bank of N. Brunswick.	People's Bank.
St. Stephen's Bank.	

MANITOBA.

Commercial Bank of Manitoba.

BRITISH COLUMBIA.

Bank of British Columbia.

Soap and water are cheap, but soil on goods is expensive.

A customer secured is a promise of greater salary in time.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

Tin Plates and Boiler Tin.
Canada Plates, Half Polished.
" Full Polished.
Black Sheet Iron.
Extra Polished Sheet Iron.
Galvanized Sheet Iron.
Corrugated galva. sheet iron.
Russia Sheet Iron.
Iron Pipe and Fittings.
Iron Wire, Barbed Wire.
Sheet and Block Zinc.
Sheet and Pig Lead.

Sheet and Pig Copper.
Pig and Bar Tin.
Half-and-Half Solder
Granite and Agate Ware.
Copper Pitts and Kettles.
Stamped and Japanned Ware.
Stovepipe Elbows.
Stovepipe Dampers.
Stovepipe Wire.
Stovepipe Varnish.
Stovepipe Collars.
Stove Trucks and Carriers.

Stove Boards.
Stove and Shoe Polish.
Coal Hods and Vases.
Coal Tongs and Fire Irons.
Fire and Snow Shovels.
Fire Racks, Patent.
Fire Screens and Mica.
Star Thimbles.
Cinder Sifters.
Lamps and Lamp Goods.
Gas Fixtures and Globes.
Lanterns.

Elec.-Plated & Woodenware.
Cutlery.
Disston's & Maple Leaf Saws.
Axes.
Skates.
Meat Cutters & Lard Presses.
Cow Ties and Rope Halters.
Guns, Ammunition, etc.
Building Paper & Carpet Felt.
Kearney & Foots' Files.
Black Diamond Files.
Etc., Etc., Etc.

Builders' Hardware, House Furnishing Goods, Tinsmiths' Supplies, Plumbers' Supplies, Steamfitters' Supplies, Brush and Broom Makers' Supplies.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



The above Brand of Lead
Requires no Association Guarantee.
It is the STANDARD of the Dominion for
Purity, Fineness and Whiteness.
WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

Williamson and Lambe STORAGE.

54 & 56
Wellington St. E.,
TORONTO.

RUBBER STAMPS

ALL KINDS OF
Rubber and Metal Stamps
AT LOWEST PRICES. Write for Prices
The Hardware
Publishing Co.,
6 Wellington St. W., Toronto.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb... 24, 25c
Straits 100 lb ingots... " 24, 25
Strip " " 26, 27

Tin Plates—Charcoal Plates, Bright.

Bradley Grade—	Per box.
I.C., usual sizes	\$6 25 \$6 50
I.X., " "	7 50 7 75
I.X.X., " "	8 75 9 00
Raven & Ynis Grade—	
I.C., usual sizes	5 00 5 25
I.X., " "	6 00 6 25
I.X.X., " "	7 00 7 25
L.XXX., " "	8 00 8 25
D.C., 12½ x 17	4 75
D.X., usual sizes	5 75
D.X.X., " "	6 50 6 65

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 50 4 55
I.C., special sizes	4 65 4 75
B.V. Grade, I.C., usual sizes	4 50 4 65

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 50 8 75

Charcoal Tin Boiler Plates.

Bradley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, " "	
" 14x65, " "	

Iron and Steel.

Common Iron, per 100 lb	\$2 60
Refined " " "	2 81 2 95
Horse Shoe " " "	2 85 2 95
Band " " "	3 25
Hoop " " "	3 25
Swedish " " "	4 00 4 50
Nova Scotia Bar Iron	3 00
Sleigh Shoe Steel	2 75
Machinery, Tire Steel	3 25
Best Cast Steel, per lb.	0 13 0 14
Russian Sheet " "	0 11 0 12
Tank Plates	2 25 2 50
Boiler Rivets	4 75 5 00

Boiler Tubes.

2-inch	13c
3-inch	18½

Boiler Plate, ½ inch	\$3 50
" 5-16 "	3 35
" 3/8 "	3 25
Sheet Iron, 1 to 20 gauge	3 50
" 22 to 24 "	3 75
" 24 to 26 "	4 00
Canada Plates, Blaina	3 25 3 50
" " Boars Head	3 50 3 75
" " Maple Leaf	3 25 3 50
All Bright	3 25 3 50
Galvanized Iron, Queen's Head—	
16 to 24 gauge, per lb	5½, 6c
26 gauge, " "	6, 6½
28 " " "	6½, 6¾
Galvanized Iron, Gordon Crown—	
16 to 24 gauge, per lb	5½, 6
26 gauge, " "	6, 6½
28 " " "	6½, 6¾

Note—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, ½ inch, per lb	4½c
" 7-16 inch	5½
Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—Ingot.

Lake Superior, per lb	0 15½ 0 16
Baltimore " "	0 15 0 16
English B.S. " "	0 15½ 0 16

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	\$0 28 \$0 31
" round & square	"
1 to 2 in	0 26 0 28

Note—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,	
16 oz, 14x48 and 14x60	\$0 19 0 20
Untinned, 14 oz, and light,	
16 oz, irregular sizes	0 20 0 21

Note—Extra for tinning, 2½ cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x	
48 and 14x60	0 30 0 32

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 24
" 35 to 45 " "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned, per ss.	0 26
Spun " "	0 30

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge,	0 21 0 25
" 27 to 30 " "	0 23 0 29
" 30 and up	0 26 0 29
Sheets, hand-rolled 2x4 ft.	0 23 0 25

Zinc Spelter.

Foreign, per lb	0 06 0 06½
Domestic " "	0 05½ 0 05¾

Zinc Sheet.

5 cwt casks	0 06½ 0 06¾
Part casks	0 06½ 0 07

Lead.

Imported Pig, per lb	0 04 0 04½
Domestic " "	0 04 0 04½
Bar, 1 pound	0 05 0 05½
Sheets, 2½ lbs, per square ft,	
by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft,	
by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 27½ p.c. discount.

Note—Cut lengths, net price; ton lots 27½ and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb 0 20 0 22

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	\$0 21 \$0 22
Other makes " "	0 20 0 21

Pure White Lead, ground in oil,

Associat'n guarantee, per lb.	\$6 06½
No. 1 Do.	0 05½
No. 2 Do.	0 04½
No. 3 Do.	0 04½

Prepared Paints.

(In ½, 1 and 1 gallon tins.)	
Pure, per gallon	\$1 10
2nd qualities " "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)	
Venetian Red, per lb	0 05
Chrome Yellow " "	0 09
Golden Ochre " "	0 06
French " "	0 05
Marine Black " "	0 09
Green " "	0 09
Chrome " "	0 08
French Imperial Green " "	0 14

Colors, Dry

Yellow Ochre (J.C.) in bbls, per lb	0 01½
" (J.F.L.S.) " "	0 01½
Venetian Red (R.C.2) " "	0 01½
" (1343) " "	0 02
English Oxides " "	0 03½
American " "	0 02½
Paris Green, per lb	0 19
Burnt Sienna " "	0 08½
Burnt Umber " "	0 06
Drop Black " "	0 12
Chrome Yellows " "	0 12
" Greens " "	0 12
Golden Ochre " "	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 70
Brown Japan " "	0 70
No. 1 Carriage " "	1 50
Gold Size Japan " "	1 40
Pure Orange Shellac " "	2 20
Hard Oil Finish " "	1 50

Linseed Oil (in bbls).

Raw, per gal	0 65
Boiled " "	0 68

Turpentine (in bbls).

Selected Packages, per gal	0 65 0 67
Toronto Lead and Color Co.'s Paints.	
Pure Pr'd Paints, ½, 1 gal tins, p.gal	1 10
Elastic " "	0 90
Metallic paints, for barns, in bbls	0 75
Carriage " " qts, 60c; nts, 45c	
" Top Dressing " " 60c; " 45c	

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	0 05½
" No. 2	0 04½
" No. 3	0 04½

A. G. Peuchen & Co.'s Prices.

Paint Oil, boiled	0 35
Peuchen's Pure English Paint in 1, 2 and 1 gals.	per gal 1 12½
Peuchen's Prepared Paint	1 00
2nd Quality Mixed Paint	0 75
Carriage Colors, quarts	0 55
Pure Lead, a guarantee	0 06½
Best White Lead	0 05½
No. 1 Lead	0 04½
No. 2 Lead	0 04½
Yellow Ochre	0 01
Golden Ochre, French	0 02
Extra Golden	0 03
Paris Green, pure	0 18
One pound package, pure	0 20
Cookson's Venetian Red	1 50
Best Vermillion	0 15
2nd Quality Vermillion	0 10
3rd	0 07
No. 1 Furniture Varnish	0 65
Brown Japan	0 65
No. 1 Carriage	1 25
Elastic Oak	1 25
Orange Shellac	2 00
White Shellac	2 25

Acme Paints.

Neal's Carriage, discount 40 p. c.	0 02
English Oxide, by the barrel	0 01½
American Oxide	1 25
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p. c.	0 25
Granite Floor, in tins, 90c, 47½c.	1 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	0 90
" Wagon and Imperial, dis 40 p. c.	1 00
Prepared House	0 50
Pemb. Metallic, for barns, roofs, etc., in bbl lots	5 50
Acme Empire White Lead, per 100 lbs	0 80
Acme Perfection Wood Filler, per 100 lbs	1 25
Liquid Fish Glue, per doz.	4 00
Acme Carriage Top Dressing, \$1 75 per doz	8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, discount 45 per cent.	
Rim Fire Military, net list.	
Central Fire Pistol & Rifle, dis 18 p. c.	
Central Fire, Military and Sporting, net list.	
B.B. Caps, discount 45 p. c.	

Wads.

Eley's, per 1,000	\$0 25	\$1 60
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Anvils.

Per lb	0 10	0 12½
Anvil and Vice combined each	4 50	

Augers.

Gilmour's, discount 50, 50 and 10			
Hollow Stearn's per doz....	13 00	20 00	
Adjustable " each	5 50	6 50	
Past Hole, Vaughan's, each.	1 35	1 60	
Excelsior, Jennings', discount 50 per cent.			

Awls.

Sewing, per gross	0 65	1 50
Pegging, " "	0 65	1 25
Brad, " "	0 85	1 60
" handled, " "	3 60	7 30
Saddlers', " "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 50	9 00
" Sewing, " "	7 50	9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30
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Axes.

Per box	7 00	12 00
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Axle Grease.

Per gross	8 00	15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Light Brass Nos. 3 to 10..	Per doz.	1 80	14 50
" Nos. 2 to 10..		1 00	9 00

Door.

Gongs, Sargent's	5 50	8 00
" Peterboro	4 60	13 50
Cow.		
American make, discount 60, 60 and 10 per cent.		
Canadian, dis 45 and 50 p. c.		

Farm.

American, each	2 00	5 00
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House.

American, per lb	0 35	0 40
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Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00
Blacksmiths' discount 35, 40 per cent.		

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.		
Best, ditto, 37½, 40 per cent.		

Bench Stops.

Per doz	5 00	6 00
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Bits—Auger.

Gilmour's dis 55 to 60 p. c.	
Excelsior—Jennings, discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jennings' Gen, net list.	

Car.

Gilmour's, 47½ to 50 per cent.	
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Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind Rollers.

Annex	1 25	1 75
Mascot	1 35	1 85

Blind and Bed Staples.

All sizes, per lb	0 11	0 15
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Bolts.

Carriage, dis. 60 and 5 per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis., 40 to 45 p. c.	
Elevator, dis., 35 to 40 p. c.	
Machine, dis., 60 to 60 and 5 p. c.	

Boring Machines.

Complete, with Augers, ea.	5 25	7 00
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Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Broilers.			
Light, dis. 65.			
Vegetable, per doz.....	1 12	2 35	
Henis, No. 8	"	6 00	
" No. 9	"	7 00	

Butchers' Cleavers.

From 8 to 12 inch, per doz.	5 00	40 23
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Butts—Brass.

Wrought Brass dis. 60, 60 and 5 per cent.	
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Cast Iron.

Loose Pin, dis. 60 to 60 and 10 per cent.	
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Wrought Steel.

Wrought Steel.

Fast Joint, dis. 60, 60 & 5pc.	
Loose Pins, " 60, 60 & 5pc.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen. Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 70	0 95
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Carpet Stretchers.

American, per doz	1 00	1 50
Bullards	6 50	

Carpet Sweepers.

Bissell, per doz.	27 50
World	21 75
Daisy	24 00
Star	18 00

Crown Jewel, per doz	29 00
Grand Rapids	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50 p. c.	
Plate dis. 50 p. c.	

Cattle Leaders.

No 31 and 32, per gross.	8 50	11 25
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Cement.

Portland, car load lots	3 2
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.

White, lump, per lb	0 01½	0 01½
Red	0 05	0 06
Crayon, per gross	0 10	0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.		
Canadian, dis. 35 per cent.		
Tanged Firmer per doz....	0 85	4 00

Churns.

Amer., dis. 50 p. c. to 60 p. c.	
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Clamps.

Judd's, dis. 20 p.c.	
Stearns, per doz.....	3 00 10 00

Clips.

Axle, dis. 65 p. c.	
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Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0.	1 35	
No. 2.	2 70	

Compasses, Dividers, etc.

American, discount 65 p. c.	
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Cradles, Grain.

Canadian, discount 25 p. c.	
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Door Springs.

Door Springs.		
Torrey's Rod, per doz	2 00
Coil, per doz.....	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70.	
Canadian, dis 25 to 35 p. c.	

Drills and Drill Stock—Brest.

Drills and Drill Stock— <i>Brest.</i>			
Millar Falls, per doz.....	16 00	51 50	
P. S. & W., dis. 40 per cent.			

Twist.

Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.

Dis. 17½ to 22½ p. c.	
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Faucets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star	2 80	3 90
Fenns Corkstops, No 2 p. doz	1 70	
Petroleum, per doz	4 50	6 50

Files.

Kearney & Foot's discount Am. List, 50 & 5 to 50 & 10	
Barton Smith, dis 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis., Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25 p. c.	
Horse Rasps, Kearney & Foot's dis Am list, 50 p. c.	
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33½ p. c.	

Fluting Machines.

Each	0 60	2 00
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Forks.

Hay, Manure, etc., dis. 40 per cent.	
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Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis, 50, 50 & 10 p. c.	

Fruit Presses.

Henis' per doz	4 00
Enterprise, discount 10 p. c.	

Fry Pans.

Acme, discount 50, p. c.	
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Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p. c.	
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Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40
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Glass.

4th quality Star, 1st break	1 65
" 2nd	1 75
" 3rd	3 90
" 4th	4 20
" 5th	4 50

Window Glass.

Pilkington's ordinary.	
1st break	\$4 06
2nd "	4 32
3rd "	5 08
4th "	5 51
5th "	5 94
6th "	6 60
7th "	7 32

Picture Glass.

Pilkington's ordinary.	
1st break	4 80
2nd "	5 25
3rd "	6 00
4th "	6 60
5th "	7 20
6th "	7 65
7th "	8 58

Glue.

American, per lb	0 09½	0 10½
Canadian	0 09	0 10
French Medal	0 13½	0 15
White	0 16	0 20

Glue Pots.

Tinned, each	0 30	0 90
Enamelled "	0 55	1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25	4 65
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Hammers—Nail.

Maydole's net list, Can. discount, 25 to 27½ p. c.	
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Tack.

Magnetic, per doz	1 10	1 50
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Sledge.

Canadian, per lb	0 12½	0 15
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Ball Pean.

English and Can., per lb.	0 25	0 37½
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Handles.

Axe per doz	1 00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Hooks—Cast Iron.			Picture Nails.			Scale Beams.			Cigar Box Nails, dis. 35 p.c.		
Bird Cage, per doz	0 50	1 10	Porcelain Head, p. gross	1 65	3 00	Canadian, B. S. & M. dis. 40 per cent.			Shoe Finders' Tacks & Nails, dis. 25 p.c.		
Clothes Line, " "	0 27	0 63	Brass Head, " "	40	1 00	Scrapers.			Tape Lines.		
Harness, " "	0 72	0 88	Planes.			Box, per doz	2 10	4 50	English, per doz	\$2 75	\$9 50
Hat and Coat, per gross	1 00	3 00	Wood, bench, Canadian, or American			Foot, " "	40	3 50	Chesterman's, each	0 90	2 85
Chandelier, per doz	0 50	1 13	dis. 50.			Screens.			" steel, each.	0 80	8 00
Wrought Iron.			Wood, fancy Canadian, or American			Window, patent, per doz	6 00	7 50	Thermometers.		
Wrought Hooks and Staples, Can.			dis. 35, 37½ per cent.			Screw Drivers.			Tin case & dairy, dis. 75 p.c.		
dis. 17½, 20 p.c.			Bailey's (Stan R. & L. Co.) dis. 35, 37½			Sargent's, per doz	65	4 00	Ties.		
Wrought Hooks and Staples, Amer			per cent.			Screws.			Cow, per doz	1 25	2
dis. 75 to 75 and 5 per cent.			Misellaneous, dis. 15 per cent.			Wood, flat head iron, dis. 47½ per cent.			Tinner's Shears and Snips		
Wire.			Bailey's Victor, dis. 15 per cent.			Wood, round head iron, dis. 42½ per cent.			P. S. & W., 10 p.c. advance on American list.		
Hat and Coat, dis. 35, 40 p.c.			Plane Irons.			Wood, flat and round head, brass, dis. 25 p.c.			Tinware.		
Belt, per 1,000	0 60	2 70	English, per doz	2 00	5 00	Bench, wood, per doz	3 25	4 00	Stamped, dis. Assn list, 70, and 12½ per cent.		
Screw, bright, Eng., dis. 40, 5, 45 per cent.			Pliers and Nippers.			Bench iron per doz	4 25	5 75	Japanned, dis. 35, 50 p.c.		
Horse Nails.			Button's Genuine, per doz. prs. dis. 37½, 40 p.c.			Scythes.			Pieced, dis. 40, 50 p.c.		
Canadian, dis. 50, 50 and 10.			Button's Imitation, per doz.	7 40	10 25	Discount 40 per cent.			Transom Lifters.		
Ice Picks.			German, per doz	60	2 60	Scythe Snaths.			Payson's, dis. 25 per cent.		
Brass spun per lb	0 28	0 30	Plumbs and Levels.			Shears.			Traps.		
Copper, " "	0 40	0 45	R. S. & L. Co., dis. 65 p.c.			B. & W., japanned, dis. 75 per cent.			Game, Newhouse, dis. 17½, 20 per cent.		
Enamelled Can. 50 p.c.			Poppers.			B. & W. N. P., dis. 65 p.c.			Game, H. & N., or P. S. & W., discount 57½ to 62½ p.c.		
American, 50 and 10, 60 and 5 per cent			Corn, square, per doz	1 35	2 00	Seymour's dis. 60 p.c.			Mouse, per doz	0 35	1 50
Keys.			Pruning Shears.			Ætna, dis. 75 @ to 75 and 10 per cent.			Rat " "	2 00	4 50
Lock, Can, dis. 50 p.c.			Per doz	4 00	5 50	Sheaves.			Trowels.		
Cabinet, Trunk, and Padlock, Am. per gross	1 60	4 75	Pulleys.			Sliding Door, per set	77	1 40	Disston's, discount 10 p.c.		
Knobs.			Hothouse, per doz	55	1 00	Shot.			German, per doz	4 75	9 00
Door, japanned, and N.P., Can. list dis. 50 p.c.			Axle	22	33	Canadian, dis. 7½ per c.			Brade's " "	7 00	10 50
Bronze, Berlin, per doz	2 75	3 25	Screw	27	1 00	Shovels and Spades			S. & D., discount 35 p.c.		
Bronze, Gem, " "	6 00	9 00	Awning	35	2 50	Sieves.			Triers.		
Lava " "	8 75	10 00	Pumps.			Wood Rim, black, p. doz	1 15	1 35	Butter, per doz	6 25	9 00
Shutter, porcelain, F. & L. screw, per gross	\$1 30	4 00	Rumsey, Cistern & Pitcher Spout, 55, 60 per c.			" tinned, " "	1 35	1 60	Trucks		
Ladies.			Punches.			Tin Rim, " "	2 30	2 45	Warehouse, each	2 25	6 50
Melting, per doz	1 70	4 50	Saddler's, per doz	1 00	1 85	" black, " "	1 80	2 25	Twines.		
Lemon Squeezers.			Conductors' " "	9 00	15 00	Snaps.			Bag, per lb	0 12½	0 20
Porcelain lined, per doz	2 20	5 60	Tinner's solid, per set		72	Harness, German, p. gro.	2 00	5 50	Wrapp'g, mott'd, pr. pack	0 50	0 60
Galvanized, " "	1 87	3 85	" hollow, per inch		1 00	Acme, " "	3 00	5 00	cotton, per lb	0 18	0 20
King, wood, " "	2 75	2 90	Putty.			Lock, Andrew's " "	4 50	11 50	Mattress, per lb	0 33	0 45
" glass, " "	4 00	4 50	Bladder, per 100 lbs	2 00	2 25	Soldering Irons.			Staging " "	0 27	0 35
All glass, " "	1 20	1 30	Tins, lbs	2 50	2 75	Per lb	0 30	0 32	Broom " "	0 30	0 55
Lines.			Rail.			Wrought Spikes.			Binding, flax, per lb		
Fish, per gross	1 05	2 50	Barn Door, per foot	3	3½	Discount, net list.			" jute " "		
Chalk, " "	1 90	7 40	Sliding Door, " "	3½	3½	Spoke Shaves.			Vises.		
Locks—Door.			Rakes.			Wood, English	1 80	5 00	Hand, per doz	4 00	6 00
Canadian, dis. per cent.		50	Cast Steel and Malleable, Canadian list dis. 40 per cent.			Iron, American	1 35	2 35	Bench, parallel, each	2 00	4 50
Russell & Erwin, per doz	2 90	7 50	Razors.			Spoons and Forks.			Coach, each	6 00	7 00
Cabinet.			Boker's, per doz	7 50	11 00	T.S.P. Co., dis. 40 & 10 p.c.			Peter Wright's, per lb	0 12	0 13½
Eagle, dis. per cent	33½	35	Wade & Butcher's " "	3 60	10 00	Hutton's, per doz	50	2 50	Pipe, each	5 00	9 00
Padlock.			Razor Stropps.			Nevada, " "	60	2 50	Saw, per doz	6 50	13 00
English and Am. per doz	50	6 00	Currier's, per doz	1 25	3 60	D. & A., " "	1 70	4 50	Washer Cutters.		
Scandinavian, " "	1 00	2 40	Rivets and Burrs.			Basting, Amer'n, per doz	50	1 15	Per doz	4 00	8 50
Eagle, dis. per cent	15	1 17½	Copper Rivets, dis. 40 to 40 and 5 p.c.			Tea and Table, tinned iron, per gross	70	3 00	Well Wheels.		
Mallets.			Iron " 40 per cent.			Squares.			Amer., per doz. 8, 10 & 12 in.	3 38	6 00
Tinsmiths', per doz	1 25	1 50	Burrs, Iron, 30, 33½ per c.			Fence, galvanized, per lb	5	5½	Wire.		
Carp'trs', hickory " "	1 25	3 75	Rivet Sets.			Wrought Iron, dis. 75, 75 and 10 per cent.			Market, bright and annealed, Nos. 1 to 16 10 to 15 p.c. advance on list from stock.		
Lignum Vitæ, " "	3 85	5 00	Canadian, dis. 30, 35 per c.			Try and bevel, dis. 50, 55 per cent.			Market, oiled, coppered, galv., 10 to 15 p.c. advance.		
Caulking, each	1 60	2 00	Rope.			Staples.			Market, tinned, per lb	0 04½	0 08
Mattocks.			Sisal, per lb	12	12½	Fence, galvanized, per lb	5	5½	Galvanized Fence, 10 to 15 per ct. advance on list.		
Canadian, per doz	8 50	10 00	Manilla, " No. 1	14½	15	Stocks and Dies, Amer. dis. 25 per cent.			Tinned Broom, from 19 to 22 gauge, per lb	0 06	0 06½
Meat Cutter.			Cotton, " No. 2	22	25	Stone.			Malin's Wire on spools, dis. 30 to 45 per cent		
Enterprise, dis. per cent	20	25	Deep Sea, " "	15	16	Washita, per lb	0 15	50	Clothes Line, galv., p. 100 ft	0 25	0 55
Dixon's, each	1 60	2 00	Rules.			Hindostan, per lb	0 06		Barbed Wire.		
Woodruff's " "	1 10	1 70	Boxwood, dis. 75 & 10 & 5 80 percent.			" Slips, per lb	0 13		Galv. steel barb fencing	0 53	0 06
Hale's, " "	1 05	1 50	Ivory, dis. 40, 40 & 5 per cent.			Labrador, per lb	0 15		"Lock Barb," 4 point	0 53	0 06
Hume, " "	13 00	16 00	Sad Irons.			" Axe, " "	0 50		Ditto Glidden 2 point	0 05½	0 06
Mincing Knives.			Mrs. Potts, per set	1 15		Turkey " "	0 50		Galv. Ste. 1 plain twist	0 43	0 05
American, per doz	42	2 35	N. P.	1 50		Arkansas " "	0 10		Galvanized Barb, "Ly-	0 05	0 05½
Molasses Gates.			Sand and Emery Paper.			Water-of-Ayr " "	3 50	5 00	man," 2 to 4 points		
Stebbin's Patent, dis. per cent, 65 to 70 per cent.			B. & A., sand, dis. 25, 30 p.c.			Grind, per ton	15 00	18 00	Terms, 60 days or 2 per cent off for cash—10 days.		
Nails.			Emery, per quire	55	90	Stove Polish.			Wire Cloth.		
Cut, 3 inch and upwards			Sash Cord.			Per gross	1 88	7 50	Ordinary, discount 25 p.c.		
per keg	2 80		Per lb	22	50	M. L. S., per gross	2 50		Painted Screen, p. 100 sq ft	2 25	2 35
55 per cent. Brads & Moulding Nails, discount 55 to 60 per cent.			Sash Locks.			Jacoby " "	5 00		Wrenches.		
Wire Nails, 60 to 65 per cent. dis.			Triumph and Morris, dis. 37½, 40 per cent.			Mirror Black Lead, per gr.	2 00		Agricultural, dis. 70, 70 & 10 per cent		
Nail Pullers.			Kempshell's dis. 40, 62½ per cent.			Jos. Dixon's, bulk, per lb.	0 07		Standard, dis. 60, 60 & 10 p.c.		
German & American	1 85	3 50	Canadian, dis. 45, 50 p.c.			Dixon's Plumb	0 15		Coe's Gen'l, dis. 40, 45 p.c.		
Nail Sets.			Sash Weights.			M. L. S. Paste, per gross	9 00		Diamond, dis. 33½, 35 p.c.		
Square, round and octa-			Sectional, per lb	2½	3 00	Nicholson's, per doz	1 00	1 25	Tower's Engineer, each	2 00	3 00
gon	3 38	4 00	Sausage Stuffers.			Tacks, Brads, etc.			" S., per doz	5 80	7 50
Diamond	12 00	15 00	Each	1 00	3 00	Cut, Carpet, gimp, blue, dis. 35 p.c.			G. & K.'s Pipe " "	6 00	
Oilers.			Saws.			tinned, dis. 45 p.c.			Burrell's " each	3 40	
McClarey's Galvan. Iron			Hand, Disston's, dis. 10, 15 per cent.			Swedes' iron, blue or tinned, dis. 42½ p.c.			Pocket, per doz	1 25	2 00
Oil Can, with Pump,			S. & D., dis. 35 per cent.			Upholsterers' dis. 42½ p.c.			Wringers.		
per doz	19 50		Cross-Cut, Disston's, per ft. 35, 47.			Copper Tacks and Nails, dis. 45 p.c.			Each	3 50	5 00
Zinc and Tin, dis. 50, 50 and 10.			S. & D., dis. 25 per cent.			Patent Brads, dis. 40 p.c.					
Copper, per doz	1 25	3 50	Hack, complete, each	1 75	2 75	Finishing Nails, dis. 42½ p.c.					
Brass, " "	1 50	3 50	" frames only		75						
Malleable, dis. 25 per ct.			Saw Sets.								
Pails.			Per doz	1 65	9 00						
Galvanized, per doz	2 00	3 50	Scales.								
Pencils.			Canadian List, dis. 40 p.c.								
Dixon's, per gross	1 00	4 25									
" Carpenter	2 25	3 60									
Picks.											
per doz	6 00	9 00									

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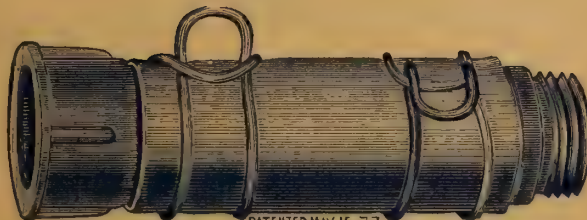
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No. 1.



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Size							
Hose Ties, best wire.....	per gross.	\$3 00	\$3 00	\$4 00	\$5 00	\$8 00	\$12 00
No. 1. Fountain with spike, nickel plated	doz.						7 00
No. 2. Magic Branch, spray or straight	"						12 00
No. 3. " " " "	"						10 00
Branches nickel plated, extra.....	"						50

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Star and Crescent	per lb. 16c.
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Diamond	per lb. 25c.
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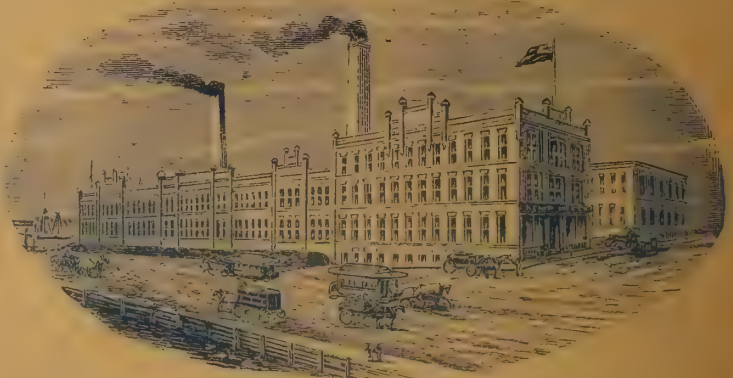
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MONTREAL OFFICE: 115 St. Francois Xavier Street.

Vol. 2.

TORONTO AND MONTREAL, MARCH 21, 1890

No. 12

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. Hugh C. McLean, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

PRICES OF MATERIAL.

The high prices of iron, glass and all other material in the production of which the furnace is an important agent, stand upon a basis that seems able to heave them still higher. The two main underprops of that basis are the price of coal and the extent of consumption. Both are pushing upward. The signs at all events point that way. If consumption were not growing, the strike of the one hundred thousand English colliers that is now in progress would be likely to collapse, but that it is not likely to collapse appears to be a reasonable inference from the attitude of the employers. Many of them have conceded the demands of the strikers, those demands being the advance recommended by the miners' delegates at their meeting in Manchester, namely, 5 per cent. now, and an additional 5 per cent. in July. The battle is not over, but the miners have every prospect of getting the best of it, and the fact that many owners have yielded shows that the colliers did not miscalculate the strength of the production when they staked their own and their families' bread upon it. The strike in northern England was followed by a similar movement of ten thousand colliers in Wales. The success of these is not apt to be frustrated if their English brethren win.

There is no organ of commerce more vital than the coal mining industry. A general strike in it is at once followed by paralyzing and far-reaching effects. It is likely therefore to be settled in shorter time than any other sort of strike. Already numerous cotton mills have closed, railways are feeling the stress of scant coal supplies, and many other centres of employment are in a position similar to that brought on by a strike of their own hands. These circumstances tend to hasten settlement, and in whose favor has already been guessed at.

Hardware dealers and others whose trade

involves the products of furnace work may therefore look for a further advance. The signs on all hands indicate it. The German colliers have not yet come to the end of their protracted strike, and those who have resumed work did so on account of concessions obtained. Twenty thousand iron and steel operatives have struck in England for shorter hours for the same pay. The southern producers of pig iron in the United States have it is true came down \$1.50 per ton, but only as a consequence of temporary dulness consequent upon the enormous demand in the latter months of 1889, the filling of which demand at the time left all manufacturers' stocks full for some time. What promises to bring back prices is the prospect that 2,000,000 tons of rails will be needed for railway purposes in that country this year. The outlook strengthens the belief that prices of iron and allied metals will be higher.

THE STOVE TRADE.

The winter's trade has been a disappointment. A large surplus stock lies at the different stores throughout the country, for which there will be no market until next fall, and it is problematical if there be a good one then. The undetermined data are what sort of winter we shall have, and what new ideas will then influence the market. A departure or two may put a lot of the present stock out of date.

This is the second bad season. The trade of 1888-89 was little better than that of 1889-90. The latter trade was the lighter, and the cost of the material was heavier, while increased competition owing to the stimulus of last year's deficit and the number of makers brought sales to as low a rate as they could be cut without absolute loss. Last winter the weather was mild, the demand for expensive base burners fell off, and neither circumstance could be fully foreseen. It is unlikely, therefore, that there will be nearly so large an output of stoves from our factories this year, as stocks on hand will fill a large share of the most wholesome demand, that is, it innovations do not attract the whole demand.

A SPECIFIC vs. AD VALOREM DUTY ON GLASS.

There are no doubt arguments in favor of ad valorem as against specific duties, but there are some commodities at all events upon which it appears reasonable that the duty should be always specific. Such articles are those in which the average range of fluctuation in value is great. In winter, for example, a certain commodity may be much dearer on account of the increase in the cost of its production or on account of an enlarged demand. If it has to be brought over sea it will be dearer again by the addition put on freight charges at that season. When it comes to be taken out of bond by the payment of an ad valorem duty the cost is still further increased. When things are already dear, does not the economy of their very production itself protect? Why should the Government wish to make revenue heavier at a time when the prime cost of the article tends to discourage buying?

Glass is an article upon which in our opinion the duty should be specific. The Government now gets 30 per cent. upon it. There are brands which from circumstances of their production alone are dearer now 35 per cent. than they were above a year ago. Why should the Government seek to raise 35 per cent. more revenue from glass this year than it got last? Are glass-importers supposed abler to pay it because their glass costs them more? Also, if the revenue derived from that source was sufficient a year ago should it not be sufficient now? Or does the trade which must exist before there can be a revenue from any mode of levying, find encouragement in a duty that increases with the prices? If the duty were stationary the trade would be likely to be larger and therefore to afford a better basis for a revenue.

It is not that revenue on the average is considered too large, but that at special seasons it is too heavily felt on glass, and therefore operates to check consumption. Let the aggregate revenue of the last five years be taken, and from the total weight of the glass imports let the average rate per pound

be ascertained. If this be made the specific duty it will come the same at all seasons, and under all prices, and although yielding as much duty as before, it will not have an inconvenient expansibility at a time when prices themselves are discouraging to trade. There should be a specific duty on glass if it is nothing more than an illusory way of getting the heavy duty accepted more cheerfully.

TIN PLATE.

The Welsh manufacturers find that the unrestricted output of their mills is more than equal to their market. They have therefore agreed to limit their output. Works are shut down for one week of the present month, and this mode of treating the situation is to be continued in following months until the demand has got ahead of the production. To come to an agreement of this kind involved the harmonizing of all the employers on the one hand, and the reconciling of the workmen on the other. This has been got over so far as to secure the adoption of the limited time scheme for this month at all events. It is a phenomenon not often seen in the industrial world that a large army of workmen patiently forego nearly one-fourth of their wages to relieve a congested condition of the market. It is unlikely, however, that one or two applications of this method will be sufficient to bring about a healthy relation between the supply and the demand, and if not, the workmen can scarcely be depended on to continue party to their own loss. With the plain evidence before their eyes that they already produce fully up to the market, very many employers are enlarging their works and developing the facilities of speedier production. As well, new capital is seeking investment in new manufactories. There is not correction but aggravation of the real trouble. Instead of mills working three-fourths of the time, there should be only three-fourth of them at work. The tendency of any additions to those now running is to further outrun the demand, and bring prices low. And these won't stand reduction as iron, steel and coal continue dear. The only possible reduction must be the parings of wages which the men are as likely to assent to as partial idleness.

The great market which the Welsh producers have had to supply is the United States. That country uses more Welsh tin plate than all the rest of the world does. Last fall plate was hard to get, no orders for future supplies being taken. Prices so far have not been affected by the over production, except in a few staple sizes, and these the dulness of the cannery business has reduced the demand for. In the trade of the general class so far prices are preserved.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

Brushes.

There are decided signs of a rise in the price of hair, tooth, nail and other brushes in the Canadian market very shortly. At present we understand the wholesalers are selling off the stock they have carried over from last season, and which they can afford to dispose of at their old prices, but when that is sold it is more than probable that dealers will find that they cannot duplicate at old figures. The cause principally is a rise of 40% in the price of bristles, which is a very large increase for goods sold on such close margin as brushes. It is said that this rise in bristles is principally the result of the formation of a meat canning trust of gigantic size, who have bought up all over Europe the product of this seasons hog farming, and whose method of treating the animal—as is well known to any one familiar with the Chicago stock yards—is extravagant as compared with that of the prudent farmer, who saves his bristles as carefully as he does his pork.

Another reason why brushes are to be dearer this year is, that in Paris the great centre of brush manufacturing, where the prices are set for the world, the Grippe epidemic has been so widespread that almost every industry has been closed. The largest brush maker in France, Loonen, who employs 1,400 hands, had over 700 sick at one time, and was compelled by the authorities to close down so as not to spread the plague. This same trouble affected all the makers, and lasted so long that the orders for brushes that should have been filled in December and January are not yet made up. There is always comfort in the fact that orders were taken by the makers at old prices before the epidemic, but if the invoices are accompanied by a new schedule of prices, it is more than likely that the goods arriving will be sold on the basis of the new schedule. Another month or six weeks will tell at any rate.

ZINC CEILINGS.

The large use of zinc and sheet metal for architectural ornamentation in America and Australia, says an English exchange, is one of the notable facts which the records of contemporary buildings in those countries brings to our notice. Cornices, window dressings, mansard and other roofs, dormers and ornaments are largely formed of sheet metal, fixed upon brackets to the walls, or otherwise secured to the structure. Unfortunately, we have no definite information as to the durability of this sort of architectural decoration, though, judging from English experience of metal work and zinc applied externally, there is little promise of the permanence of these appliances. In Sydney zinc appears to be used for ornamental ceilings, and a ceiling of this kind on a rather large scale has been recently fixed in an hotel dining-hall at Sydney, which for rich-

ness of ornamentation and "beauty of design" is said to be unrivaled. The ceiling is divided into 15 deep and rich panels, "handsomely decorated and gilded." The chief advantages of a zinc ceiling are that it can be soon fixed without dirt, and is a comparatively light material. Certainly, its internal employment is more likely to be a success than its external application. The metal can be molded into panels or coffers, and fixed up in large pieces, and the material can be decorated or gilded. Molded zinc cornices can be fixed in situ. The acoustical properties of the material is a point that has to be tested. One thing in its favor is its durability. We are not aware that metal ceilings have been employed in this country to any extent, though there are many substitutes for plaster. One question is the fixing of the sheets, and the allowance to be made for expansion and contraction. To cover old ceilings, or to prevent the appearance of cracks, the metal ceiling is well adapted, as the sheets can be easily fixed, care being taken to prevent the unpleasant rattling of the sheets from vibration or shaking of the floor.

THE COPPER SYNDICATE.

The declaration that the French government is about to proceed criminally against those concerned in the copper syndicate has created great interest in copper trade circles. It is understood that the proceedings will result in the disclosure of the names of all the parties to the undertaking, which the producing companies having contracts with the syndicate have all along been most anxious for. As the firms behind the active movers in the syndicate are very wealthy, the bringing home of the partnership will prove of substantial advantage to the copper companies, as they will proceed against them for fulfillment of the contracts. The Tharis Company stands to gain a quarter of a million sterling if the steps now being taken disclose the necessary association of parties. —Age of Steel.

W. Griffin & Co., wholesale stove merchants, Hamilton, have entered an action against John and G. K. Crocker and James E. Demare, of Brigden, to recover the amount of an account for \$955.10. On Feb. 1 the stock, said to amount to \$3,000 in value, was seized by the Messrs. Crocker on a chattel mortgage and since sold to Mr. E. A. Smith, of Sparta. The plaintiffs allege that the chattel mortgage was fraudulent, null and void, as made when Demare was insolvent, and that the mortgage was given to free defendant's preference over the other creditors, and to defeat, delay and prejudice the claims of the other creditors. The case will be tried in Toronto.

He who is steadily a source of profit to his employers in the selling of merchandise must be accounted a first class salesman.

CAVERHILL, LEARMONT & C'Y,

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Shelf Hardware Merchants.

WAREROOMS, SAMPLE ROOMS AND OFFICES :

CAVERHILL'S BUILDING,
St. Peter Street,

MONTREAL.

THE MINING LAWS.

We quote the following letter of Mr. A. McCharles to The Mail :—

SIR,—A correspondent in to-day's Mail complains that in all the schemes for the restoration of the University not a single reference is made to the valuable collection of minerals destroyed with so much else in that disastrous fire. But this, I am sorry to say, is only an indication of the general lack of public interest in the great mineral wealth of the province. For Ontario presents the strange contrast of having the largest area of mineral lands and the greatest variety of miners, but the least mining enterprise of any colony in the British Empire. Beginning at the eastern boundary of the province, we have first a large phosphate belt that will become more valuable every year with the growing demand for artificial fertilizers in Europe and America. Then comes a great iron and mica belt extending from Kingston to Lake Nipissing, and evidently containing more iron than the whole three ranges on the south shore of Lake Superior, out of which 10,000,000 tons of ore are to be taken this year. Next comes a remarkable mineral belt—perhaps unlike any other in the known world. Near the middle of it there is a peculiar inner range, characterized by tremendous hills and ridges of the finest nickel and copper ores, with numerous collateral and cross veins carrying gold, silver, platinum, and other rare metals. The Australian gold mines have yielded \$1,250,000,000 in the last thirty years, and the Sudbury nickel range alone is capable of producing this amount, if not more, within the next thirty years, if worked on a proper scale. Going farther west, we find a second iron belt around Echo lake and Sault Ste. Marie, with good indications of gold and silver. Then a native copper belt on the north shore of Lake Superior, and geologically similar to that on the south shore, where the great Michigan copper mines are. Next we have

the famous Port Arthur silver belt, of which Agagis predicted over twenty years ago that it would turn out some day to be one of the richest silver districts in the world. Then comes a third iron belt of great value; and last, but not least, a very promising gold belt around Lake of the Woods, on the western boundary of the province—though Ontario, in regard to extent of territory and mineral resources, is more like an Empire than a mere province. To the north of the Canadian Pacific railway the country is still unexplored, but we know that valuable coal beds are to be found on or near James' bay.

In view of these important facts outsiders may well wonder why there is so little mining enterprise among us, and I have been assured that more money is sent to the Louisiana lottery from Ontario than is put into mining here. It is rather difficult to account for this state of things. Our farmers have done their work nobly and well in every way, from subduing the forest to the making of cheese; and our merchants have built up a commercial reputation for themselves and the country that we may justly be proud of. But our capitalists, who should be the first to go into mining have not shown the same enterprise and public spirit. True, they have established loaning, banking, insurance, and other institutions enough and to spare to get money out of the people, till the province is literally plastered over with mortgages and other obligations of all kinds, but what wealth producing industry have they started yet?

Now, we all deplore that so many of our young men leave the country every year. Our loss in this way is simply incalculable, putting it merely on a money basis. It costs on an average \$2,000 to raise a boy to manhood even on a farm, and it is estimated that two out of every five young men raised in Ontario, if not in Canada at large, for the past twenty-five years have gone to the United States. It is all very well to blame the Dominion Government for the exodus,

but the Provincial Governments, who control the lands, timber, minerals, and everything else by which our young men could be given a start in life, are equally responsible for it, if not more so. The district of Algoma is capable of maintaining a population of a million at least if its vast mineral resources were properly developed. Thousands of our young men could then get employment in connection with our mines and be kept in the country. It would also create a home market for a great deal of our farm products. This would be the true National Policy for us.

There are, however, some hopeful signs. The people of Ontario are beginning to realize that more attention must be given to our mining interests in future if we are to prosper at all. Then, the new Mining Act, for which special credit is due to the Hon. A. S. Hardy, is a step in the right direction, and will, I venture to say, do more for the progress of the country than any bit of legislation we have had for a long while if passed in its present shape, and the price of mineral lands is put low at first so as to encourage prospecting and development of works, and give the poor man a chance.

To come back to the University museum, it will give me very great pleasure to send down samples of all the different ores on the Sudbury range, before the summer is over, and let others do the same from the districts they operate in.

Yours etc.,

A. MCCHARLES.

Toronto March 8.

Unlike daily papers and general periodicals, this paper places advertisements before the eyes of just that portion of the industries most calculated to avail themselves of the announcements therein, and, therefore is of more value to the Trade than any paper published in this or other worlds. Manufacturers and wholesalers please take note of this, and then act accordingly. It is the only paper in Canada that reaches this trade direct.

SOME BIG BOILERS— THE UNITED STATES AHEAD.

In the Iron Trade Review of February 27 appeared the following items taken from a Canadian exchange:

The Polson Iron Works Co., of Toronto, 28th ult., shipped to Owen Sound the last four large boilers constructed by them for the car ferry they are now building at their ship-yard there for the Canadian Pacific Railway Co. These boilers are the largest ever made in Canada and also the largest ever carried by rail on this continent. They are of the cylindrical return multi-tubular type, and are 14 feet 3 in. in diameter, and 14 feet long, weighing thirty-seven tons each. The shell plates are 11-16 of an inch in thickness, and were specially rolled in Scotland. The tubes are of German manufacture, and are 4 inches in diameter, 11 feet long and 148 in number. There are in each boiler three of Fox's corrugated furnaces, 42 inches in diameter and 10 feet 11 inches long. The Government test showed an allowance of 94 pounds working pressure. The riveting of these boilers was done by a Tweddell hydraulic riveter, with a gap of 8 feet 4 inches, lately erected in the company's shops.

It seems, however, that though Canada has done well in the matter of big boilers, an East Saginaw, Michigan, firm has eclipsed the record, as will appear from the following letter to the editor of the Iron Trade Review:—

Noticing in the item attached, cut from your issue of February 27th, the statement that the boilers mentioned were the largest ever carried by rail on this continent, we wish to make a correction. We have already shipped by rail, on a car built especially for the purpose, boilers weighing 46 tons, being 13 feet in diameter, with the shell plates made of steel one inch in thickness, and allowed by Government test 160 pounds working pressure. We have under construction now twelve boilers, all of them weighing over 40 tons each, and they are all to be shipped by rail. The shell plates of four of these boilers are made of 11-16 in thickness, with three 46-inch Fox corrugated furnaces, the weight being 52 tons. All of this work is being riveted on a hydraulic machine, with a gap of 10 feet 6 inches. We mention this to let our Canadian neighbors know that the Yankees always go them one better on anything in this line that they turn out.

Yours truly,

WICKES BROS. BOILER WORKS,

H. T. WICKES, Secretary.

It is quite clear that the broom will have to go to the Michigan firm, unless, in the meantime, some other works can put in a better record. We await further returns.

Mr. C. M. Irwin, hardware dealer, Arthur, favored our office with a call this (Friday) morning.

THE BLACKSMITH.

An exchange remarks that "no botch can be a blacksmith." This is true, but it is also true that the term "blacksmith" is often applied to inferior craftsmen. A poor compositor in a printing office is sneeringly alluded to as a "blacksmith." An expert blacksmith, however, is one of the most accomplished among workmen. The Carriage Journal knows a wealthy retired manufacturer, now living in Iowa, who began his business career forty years ago in a little cross-roads blacksmith shop in Jefferson county, N.Y. His first work at the forge and anvil was the fashioning of horseshoe nails at \$2 a week. Before the first half year of his nail-making experience he acquired such a reputation that a Watertown firm paid him \$10 a week for his services. In Watertown the young nailmaker acquired such a reputation as a blacksmith that a Long Island firm that did the horseshoeing for the only famous Fashion racecourse secured the craftsman by paying him \$20 a week, the highest salary ever given to a horseshoe maker up to that time. In 1860 this blacksmith was receiving \$75 a week for hand work, which was practically the only style of work then known to the disciples of Vulcan. In 1860 the Prince of Wales visited this country. While out driving with one of his New York entertainers, one of the horses "cast a shoe." The shop where young Bentley worked was only a few blocks distant, and the clever young manipulator was appealed to. His address and workmanship made such an impression upon the Prince that he gave Bentley an English sovereign. The following day the clever artisan fashioned a setting for the gold coin, on his anvil, and he has worn the sovereign every day of his life since. In 1864 he made a clock, and subsequently constructed a mammoth watch in the shop where he worked. It was the boast of his friends that Bentley could duplicate any article of hardware at his forge. He worked as a smith until he retired from business. Although an employer for fifteen years, he labored daily with his men, his enthusiasm for his calling suffering no diminution from advancing years. In 1883 he suffered from paralysis and was obliged to retire. Barney Bentley is not an educated man, but it is doubtful whether the most erudite blacksmith has ever surpassed him in fine forge work. The Carriage Journal agrees with the Horseshoer that the honorable name "blacksmith" is frequently taken "in vain."

—Carriage Journal.

The 1890 catalogue of the Metallic Roofing Co. of Canada (Limited) has by this time reached most of our readers. One has been issued every year since the company was organized, and this, the seventh of the series, has improved at the same rate of progression as its predecessors successively did.

It is well filled with explanatory matter, verbal and illustrative, and its contents are exactly of the kind to be of use to the trader of whom enquiries are made by intending builders. The letter-press and the illustrations are well put before the eye by handsome type, liberal spacing and dark terra-cotta ink. It is a manual that should be carefully preserved.

The hardware store of Messrs. Gardner Bros., Essex Centre, was burnt on Thursday morning.

According to the Iron Trades Journal of the 15th ult., the stocks of tinplates at the ports of the United Kingdom on 1st Feb., awaiting shipment, were 503,979 boxes. A year ago the total was 299,485 boxes.

Messrs. Chown & Cunningham are getting out two sizes in four styles of a new coal cook to be called the "Victor." It will have the same ornamentation as their new "Standard Range," which is a favorite for its beauty as well as its usefulness. The new Victor Cook will have the same kind of fire pot as the Standard Range.

Messrs. Chown & Cunningham have also adopted a device whereby all the unconsumed gases that make their way out of the chimney will be converted into elements of heat. By another plan to be introduced into their make this year, they have overcome that difficulty hitherto experienced by makers in heating the oven below as much as above.

The Sultana island mine has been sold to Messrs. Taylor, Son & Co., London, England, for half a million dollars cash. Messrs. Taylor, Son & Co., through their engineer, thoroughly examined the mine before purchasing. Mr. J. F. Snow, the original discoverer of the location, and R. J. Snow own a twentieth interest in the property.

Mr. J. B. Anderson, steel manufacturer of Guelph, Ontario, is reported as saying that American steel manufacturers have completely "knocked out" the English in Canadian markets. He says also that this very fact is only one of the thousand things that are changing public opinion from England to America, and will finally result in annexation. Mr. Anderson's statement is interesting, if his inference is not logical.

One of the largest leather main driving belts in the Dominion has just been furnished by George F. Haworth & Co., Toronto, to the Ontario Government for use in the Central prison works in this city. This belt runs off an immense fly wheel of sixteen feet diameter, and drives all the machinery in the prison works. It is thirty inches wide, double thickness, and one hundred and eighteen feet long; and is made out of Hoyt's American pure oak tanned leather. This firm of George Haworth & Co. have furnished most all the large driving belts in Ontario, some of which have been in constant use for the past thirteen years, running night and day.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

Black Diamond Files

Sixty Per Cent. off American Standard List.



PROVINCE OF ONTARIO.

Alexandria—St. Dennis, T. & M., general store, offering to compromise.

Athens—Ackland, Jas. H., general store, assigned and meeting of creditors.

Ayton—Wenger, Isaac, general store, etc., deceased.

Blenheim—Jackson & McLachlan, millers, burnt out, partially insured.

Clandebye—Flanagan, Jno., general store, stock sold.

Coldwater—Caswell, Geo., (estate of), general store, stock, etc., advertised to be sold by auction on the 18th inst.

Crediton—Brown & Reider, general store, succeeded by Brown & Siebert.

Grand Valley—Tough & Hendry, (estate of), general store, stock, etc., advertised to be sold by auction on the 25th inst.

Hamilton—Lyons, Thos., (King St. West) grocer, assigned and stock advertised to be sold by auction on the 14th inst.

Hespeler—Woods & Taylor, dry goods, groceries, etc., sold out grocery business to S. H. Northcott.

Ivy—Brown, Alex., general store, sold out to Stephen Mills.

Kingston—Bibby & Virtue, hardware, etc., dissolved, business continued by H. D. Bibby.

Millbrook—Howell, R., grocer, succeeded by R. E. Stanton.

Ottawa—Bambrick Bros., grocers, dissolved, Jno. Bambrick continues.

Owen Sound—Butchart, R. P. & Bro., hardware, etc., burnt out, partially insured.

Shelburne—McCutcheon, Mrs. M., fruits and confectionery, succeeded by W. Gray.

Smith's Falls—Keith, D. B., grocer, assigned in trust.

Stayner—Long Bros. & Gartlan, general store, sold out to M. Gartlan & Co.

Stratford—Douglas, Thos. J., tinware, etc., assigned to J. B. Cook, Hamilton.

Toronto—Richardson, I. T., tinware, etc., offering to compromise; Frost & Picken, (estate of), hardware, paints and oils, stock sold.

Zurich—Happel & Cleghorn, general store, succeeded by Appel & Zeller.

PROVINCE OF MANITOBA AND NORTH-WEST TERRITORIES.

Banff—McNulty, J. H., general store, admitting his brother, under style McNulty Bros. & Co.

Brandon—Barrett & Co., groceries, etc., dissolved partnership, A. M. Chaney continues.

Emerson—Smith, J. J. & Co., general store, dissolved partnership, J. J. Smith continues.

Moosomin—McNaughton, R. D., general store, admitted N. M. Smith and Jas. A. Whiting. Style, R. D. McNaughton & Co.

Winnipeg—Schailff, Isaac, groceries, etc., bill of sale; Tennebaum, Israel, groceries, clothing, etc., bill of sale.

QUEBEC.

Montreal—Cammell, Jno. H., fruits, butter, etc., advertised to be sold out by bailiff; Campbell, J. C., grocer, offering to compromise; Deneau, Louis, w. and r. crockery, offering to compromise; Hood, McEnroe & Co., wholesale crockery, etc., dissolved, Jno. C. McEnroe retires, Clara Helena Goodman admitted; style now Hood, Mann & Co.; Pelletier, Jos. A., grocer, assigned in trust; Treponier, Euclid, grocer, meeting of creditors on 24th inst.

New Rocklands—Owens, Owen, general store, offering to compromise.

St. Hughes—St. Germain, F. A., general store, assigned in trust.

Three Rivers—Sarrasin, F. X., general store, stock, etc., advertised to be sold by auction on 18th inst.

NOVA SCOTIA.

Guysboro—Bukley, Jas. H., general store, offering to compromise.

Halifax—Fuller, H. H., & Co., hardware, Louis J. Fuller and Wm. J. Brine, admitted partners under same style.

Shelburne—McGowan, Jno. A. Jr., groceries and dry goods, bill of sale.

Spring Hill—Purdy, A. G., general store, bill of sale.

BRITISH COLUMBIA.

Duncan's Station—Adams & Beaumont, general store, dissolved partnership.

PORTLAND CEMENT

IN MONTREAL AND TORONTO.

FIRE BRICKS

Square and Shaped.

DRAIN PIPES

English and Scotch (all sizes).

CAST IRON PIPES

For Water and Gas Works.

CONTRACTORS' SUPPLIES

Of every description.

WM. McNALLY & CO.,

Offices, 50 & 52 McGill Street

Yards: McGill, Wellington, Grey Nun and Youville Sts.

MONTREAL.

HOBBS HARDWARE CO'Y LONDON.

WHOLESALE ONLY.

— Plate Glass, Builders' Hardware —
●● Silverware ●●

ROOFING MATERIAL, CORDAGE, CROSS,
CUT SAWS.

See our Eleven Hundred Page Hardware Catalogue.

ANDREW C. DALLAS ::

DEALER IN

PIG TIN, LEAD, COPPER, ANTIMONY, SPELTER, ETC.; COPPER AND BRASS SHEETS AND TUBING; GALVANIZED IRON & TIN PLATES; IRON BEAMS, CHANNELS, ANGLES, SHEETS, ETC.; SCOTCH AND AMERICAN PIG IRON; SCRAP IRON IN CAR LOTS, ETC.

TELEPHONE 1821.

38 YONGE ST. --- TORONTO.



In a fire that broke out in Regina on Saturday, Smith & Ferguson's hardware store was destroyed.

Kingston merchants are arranging to form a protective association to save themselves from swindlers.

Mr. A. B. Appleby, of Peterborough, does a huge trade in hides. During the past year his business has amounted to a quarter of a million dollars.

The clerks in the Winnipeg stores are again moving in the direction of having the stores closed at seven o'clock during the summer months.

Mr. J. Rogers, of Vancouver, is in Ottawa on business with the Customs Department. He proposes to establish a sugar refinery at Vancouver with a capital of half a million.

Copper pyrites have been found on the farm of Wm. Woodbridge, Colchester South. Efforts are to be continued to discover the extent of the supply.

Many stove dealers throughout the country speak highly of the model cook stove manufactured by the McClary Manufacturing Co., London, and of the dealers, Messrs. Boyle & Son, Napanee, who do a very large trade in stoves and tinware.

Recent reports from the Beaver mine near Port Arthur are that there are twenty thousand tons of ore uncovered, averaging \$100 per ton. This will be started at once and by May the shipments should be from \$30,000 to \$50,000 per month.

The Walker foundry business in Belleville was last week offered for sale under chancery order to wind up a partnership dispute. No bid having been made, the local master will receive private offers up to the 20th inst., and if no satisfactory offer be made he will then advertise for tenders.

The difficulty of soldering aluminum has heretofore stood seriously in the way of its application in many directions. But that difficulty bids fair soon to be overcome. The best results so far obtained have been with the use of pure zinc as a solder, and Venetian turpentine as a flux.—Chicago Journal of Commerce.

Mr. Wm. G. Colville, who was manager five years for Messrs. J. L. Fenn & Co., Bracebridge, and previous to that served six years with Messrs. Adam Hope & Co., of Hamilton, has now accepted a position as travelling salesman for the Dominion—for "Spooner's Copperine." He is a Scotchman by birth, a young man of good address, and well up in hardware and machinery, and we wish him every success.

The first block of tin produced from an American tin mine recently reached the office of the American Tinplate Association, of Pittsburg. It was from Hermosa, South Dakota. The Company's tin will be on the market in the next sixty days. The cost of producing the tin in the form of pigs is \$2.15 a ton. The cost of producing tin in Cornwall, England, is \$4.44 a ton. The American tin is said to be excellent.—Chicago Journal of Commerce.

The town of Port Hope voted on Thursday upon the question of bonusing the Cardage Company. The result of the poll has not yet been reported. The bonus asked is \$1,000 a year for nine years. For this the company offers to extend present buildings. In the upper storey rope will be manufactured; below they will make twine. They will employ forty-five hands more than the Morris Bros. did. If the town grants the bonus the company expects to have 100 hands at work in two months.

The will of the late Mr. Chanteloup, brass founder, Montreal, stipulated that a large portion of the estate should go to a niece, then supposed to be living in some part of old France. This lady has cabled to Messrs. Girouard & Co., and states that she is married to one Auguste Girardin, of Baccarat, France, but as the fortunate legatee intimates that she is not wealthy, the sum of \$500 has been sent over in order that Madame Girardin may come to Canada and prove the claim to her late uncle's estate. Her share is about a quarter of a million.

The Hamilton moulders disclaim any present intention of demanding a higher rate of wages, but decline to sign a new agreement with the founders, saying they do not wish to bind themselves. They are much dissatisfied with the system of working adopted of late years in the foundries. Work is rushed in the fall, all the hands obtainable being put on, and then the shops shut down for nearly the whole of the winter, or, at all events, they keep only a few men going. The men are just getting to work now in any large number since they left off before the Christmas holidays.

A despatch received in Hamilton on Saturday morning from Pittsburg, Pa., stated that the wife of Thomas Boggess died there early that morning suddenly, and under suspicious circumstances. Boggess left Hamilton last fall, leaving his stock of furniture as an offset against heavy liabilities. He went to Pittsburg, where his wife shortly joined him, and they have been living there since. About two weeks ago Boggess came back to Hamilton on a visit, leaving his wife behind. In Pittsburg Mr. and Mrs. Boggess went by the name of Rodgers, and the telegram sent on Saturday to Mrs. Charles Fletcher, mother of the deceased woman, who lives on rey street, in this city, reads: "Your daughter, Mrs. Emily Rodgers, died suddenly this morning." Mrs. Fletcher says she received a letter from her daughter on Friday, in which she made no mention of being ill. Mrs. Boggess was about 25 years of age, and had been married seven years. An inquest and post-mortem will be held in Pittsburgh, to satisfy the relatives, who have suspicions that death did not result from natural causes. Boggess is the man whose operations and failure received some attention in these columns last winter.

Last Friday we paid a visit to the Kemp Manufacturing Company's works. They lie on the west bank of the Don and cover a very wide and deep area, being one of the largest manufactories of this city. We owe it to Mr. Kemp's kind attention that we are able to say something about the establishment in this issue. A tour of the works found it busy throughout its whole huge extent. About three hundred operatives were at work, and we saw the output of their industry in many forms. Pails, boilers, coffee pots, canners' packages, dust pans, cash boxes, oil cans, tin whistles, every conceivable product of manufacture, from tin plate that the best skill and the most perfected machinery could turn out. The newest thing we saw was a line of culinary ware made from tin plate embossed with the emblems of Canadian nationality, the beaver and the maple leaf. A specially interesting apartment in the building was the "library," a fire proof chamber in which are kept the different dies used in manufacturing. Above two thousand lay numbered in their own similarly numbered compartments upon the shelves. The issue of each die is noted on a slip, upon which is the name of the workman and the date of taking out. This is placed in the compartment until the die is returned. Our visit to their lithographing department was also interesting. There the labels for canned goods are prepared. The trade of the company is from sea to sea.

A large and influential meeting of merchants, bankers, and others was held in Quebec on Saturday, presided over by Mr. Chateauvert, Vice-President of the Board of Trade, to consider a bill now before the Legislature, respecting the abandonment of insolvent estates, and providing that liquidators must declare a dividend within thirty days after the delay allowed for the filing of claims. It was unanimously decided that the bill was not wanted, that the business community had neither inspired it nor had been consulted as to its opportuneness. It was further agreed that a deputation of all the trade should call on the hon. Prime Minister and his colleagues on Monday to explain the views of the trade. Messrs. Levasseur and Bedard subsequently arranged for an interview with Hon. Mr. Mercier arranged for a meeting. Correspondence has been exchanged with Montreal, and a strong delegation is expected to join the Quebec merchants.

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SOMETHING ENTIRELY NEW.

Dry hard with a fine gloss in 12 hours.

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We have been selling Toronto Lead & Color Co's pure paint about five years. think it the best mixed paint in the market.

WALLACEBURG, DEC. 14th, 1889.
It has given perfect satisfaction, and we

SHAW & WOOLIVER.

CAUTION.

Joseph Rodgers & Sons,
(LIMITED.)

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MARK.

TRADE



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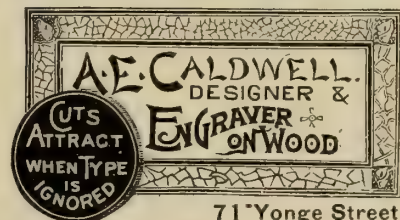
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Try a sample lot of O.K. Paper; it is cheaper than Common Building Paper.

TRADE SALES.

The stock of Geo. Caswell, Coldwater, was withdrawn.

On Tuesday afternoon Suckling, Cassidy & Co., disposed of the following stocks:

Godson & Co's dry goods stock, Trenton, valued at \$5,005.00, to A. L. Purdy, Brighton, for 50c. in the dollar.

David N. Hogg's dry goods stock, Stratford, valued at \$15,028.27 to Geo. B. Ryan, of Guelph for 49c. in the dollar.

James Steele's clothing and men's furnishings stock, Toronto, valued at \$3,127.50 to D. R. Owen, Guelph, for 50c. in the dollar.

Minaker & Bro's dry goods stock, Cobourg, valued at \$17,787.72, to Samuel Clarke, of the same town, at 54c. in the dollar.

Messrs. Suckling & Cassidy's trade sale on Tuesday and Wednesday was well attended, and transferred a large quantity of stock to the retail stores.

J. D. Tait's dry goods stock, St. Catharines, valued at \$50,181.82, to Mr. Price, a relative of the insolvent, resident in St. Catharines, for 73c. in the dollar.

On the 13th inst. the same auctioneers sold the hardware stock of Messrs. Frost & Picken of this city, amounting to \$1,257.86, to M. C. Drew, of Toronto, at 57c. in the dollar.

The general stock of Tough & Henry, Grand Valley, amounting to \$6,757.55, will be sold at Suckling, Cassidy & Co.'s., ware-rooms on Tuesday the 25th inst. The terms are one-third cash, and the remainder in two and four months on approved security at 7 per cent.

The bankrupt stock and fixtures of Isabella Crothers, grocer and confectioner, Belleville, were sold in that town on Monday. The groceries and confectionery were bought by Arthur McGinnis at 52 cents on the dollar, and the fixtures by H. F. Forward at 30 cents on the dollar.

The dry goods, millinery, etc., in the stock of James Muir & Co., Paris, amounting to \$14,016.48, will be sold by Suckling, Cassidy & Co. at their ware-rooms on Tuesday the 25th inst. The terms are one-fourth cash, and the rest in two, four and six months, with interest at 7 per cent. on secured paper.

The stock in trade of John Flanagan, the defaulting Biddulph treasurer, of Clendoye, valued at \$2,356.41, was sold by auction on Friday by Messrs. W. Y. Brunton & Son, the purchaser being Mr. R. C. Struthers, of London, and the figure paid 52½c. on the dollar. The real estate realized about \$800 over and above mortgages.

The object of business is to make profitable sales.

A feather duster disperses but does not remove the dust from the store.

You can lose more than we do by not subscribing for this paper.

EMBARRASSMENTS.

Joseph Meehat, merchant, Dalhousie Mills, who lately compromised at 50c. on the dollar, has assigned.

Oliver Quenneville, general merchant, South Casselman, is offering to compromise.

John Fox, general merchant, Orillia, has secured a settlement from his creditors at 60c. on the dollar in three, six and nine months.

The creditors of Minaker & Bro., Cobourg, have ordered the debtors' estate to be wound up. The liabilities are \$18,000, and assets \$21,000.

A. McIntyre, of Lucknow, owes \$19,000, with assets at \$11,000. Twelve years ago he was worth \$15,000 or \$20,000, and erected a handsome block in Lucknow at a cost of \$12,000. Not only was the pile of bricks free of encumbrance, but he had a handsome surplus in the bank. His reverses of late years have, however, been numerous, and his estate will not pay thirty cents on the dollar.

HECK'S COLUMN.

Is it politic or profitable for you to pay your clerk one, two, or three per cent. on all cash sales? As I understand it from many business men of to-day, they pay their clerks this little extra, as they call it, to induce them to work in the interest of their employer. Just so; that is why you do this, and it is very, very thoughtful of you, but look a little more carefully into this plan and see if, by paying a bonus at the end of each year to your employees, you would not encourage more work from them.

Say, for instance, that you employ five clerks in your store, and all have been in your employ for at least one year, and are well acquainted with your customers, or even if they are not, I will show you how you are being deceived. One customer pays cash, another is a trade man, and a third a monthly or yearly account man. Now you are the clerk that is employed to wait on customers and are allowed a percentage on all cash sales; which customer would you be inclined to wait on in a pleasing manner? I say nature would want the man that pays cash; therefore, you wish to get this man, and, if another clerk gets him before you, and you are left to serve the man who has an account on the firm's books, little, if any, interest will be shown him. Your fellow workman is making a percentage on every dollar's worth of goods he sells, and this takes the ardor out of your salesmanship. I have talked with merchants on this subject, and when they carefully consider how it is paying them, and how much dissatisfaction there is among their clerks, they are all inclined to favor the bonus at the end of the year for service done in building up their business by their clerks.

HECK.

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CHEAPER
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THAN HAND MADE

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TORONTO & HAMILTON
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Telephone No. 1716. Telephone No. 73.
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Awarded Gold and Silver Medals 1887 and 1888, also Bronze Medal and Diploma 1889.

The London Brush Factory
61 AND 65 DUNDAS STREET.
MANUFACTURE BRUSHES OF EVERY DESCRIPTION.
MILL AND MACHINE BRUSHES MADE TO ORDER.
FULL STOCK CARPET SWEEPERS
THOS. BRYAN.

SIMPSON, HALL, MILLER & CO.,
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Galt Rag and Metal Co. Dealers in Rags, Bones, Scrap Iron, Copper, Brass, Lead, Zinc, Scrap Rubbers, Paper Stock, &c. Highest Cash Prices Paid. Orders by mail will receive prompt attention. Galt, Ont.

FRANKEL BROS.

WHOLESALE DEALERS IN

SCRAP IRON,

Rails, Metals, Cotton Waste, etc.

OFFICE AND YARD :
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Telephone Number 1204.

SCRAP IRON.

WE BUY AND SELL all kinds of Scrap Iron for the purpose of re-melting and rolling.

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WE BUY AND SELL all kinds of Rails, either for scrap or relaying.

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WE BUY AND SELL Copper, Brass, Lead, Zinc, Rubber, etc., in any quantity.

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WE SELL Cotton Waste (white and colored) for the purpose of cleaning and wiping machinery and packing car boxes.

OUR QUOTATIONS ARE ON A CASH BASIS.

TO THE PUBLIC.

We also make a specialty of buying OLD LOCOMOTIVES, OLD STEAMBOATS, BURNT SAW MILLS, BURNT GRIST MILLS, Etc.

MARKETS

TORONTO, March 21, 1890.

The features noticed last week are quite applicable to this, the general condition of the market not having changed in the least. There is, perhaps, a slightly greater movement in some lines, yet it is not general, and is not likely to be permanent. Merchants show a decided disposition to refrain from ordering for prompt delivery, preferring to wait until navigation opens, when they anticipate that freight will be lower. On this account they are not ordering goods, except for absolute necessity. Merchants look forward to a much increased business with the opening of navigation, and, indeed, it is safe to presume that trade will assume more life then, but it would hardly be safe to predict that the spring and early summer trade will equal in volume that of last year. The general depression in trade and the scarcity of money are valid reasons why the volume of business should be somewhat curtailed; yet on the other hand it may be said that in the hardware trade in very few instances can goods be forced on merchants if they are not really required. All cheap lines are ordered only when needed, and even should a merchant overbuy, his goods are always in season and usually worth the price paid for them. The natural requirements of the country are increasing year by year, and hardware and metals are sure to feel the benefit of this increase, so that there is no reason to look forward to the future with any great degree of anxiety. The only cloud on the commercial horizon is that represented by the scarcity of money, and this is, perhaps, a serious cause for anxiety. Yet the worst part of the season has been safely tided over, and matters in this respect are likely to get better rather than worse.

There is still to be noted a pretty free movement in lumbermen's supplies, such as chains, ropes, etc., while contractors' and builders' hardware shows a steady sale, but outside of these lines but little life is observable, while all the minor metals are very quiet.

The only change to note in prices is an advance in nails, but staple lines are rather easy, although foreign quotations are firm on account of the strikes. The effect of these, however, has not been felt in this market, except in the case of goods placed for prompt delivery. Iron and steel are moving here slowly, and practically no foreign iron is selling, the high price preventing business being done. Manufacturers are not as busy as they were a couple of months ago, although they are still asking the highest figures for their output, which in some cases are refused by dealers.

Advices from the English centres are conflicting with respect to the effects of the labor troubles, and the fluctuations in the prices of warrants indicate that business in iron and steel is at a stand still for the time being. Early cables quoted 51s. 3d. for Scotch warrants and 52s. for Middlesbrough, while the later advices noted a decline to 50s. 11d. and 51s. 4 1/2d. respectively. Hematite warrants were quoted at 63s. 7d. Stocks in store are steadily decreasing, and this steadies the market somewhat. Hematites are improving in price. Makers have blown out six furnaces and agree to further restrict

MARKETS—Continued

production if necessary. No changes in quotations for manufactured iron are given, but actual business is said to be done at 5s. to 10s. concessions in some instances.

Payments have been improving lately, although the improvement is not of a very marked nature. The south, east and west parts of Ontario show the best results in this respect, but returns from Northern Ontario are still unsatisfactory. From Manitoba not much money is being received, and collections from that section are reported very slow.

NAILS.

As mentioned above, nails have risen in price this week. The advance is 10c., making the quotations now on a basis of \$2.90 for 3-inch and upwards. Makers appear to have arrived at the conclusion that the advance was necessary on account of the cost of raw material, as they are not apparently very busy, while consumers are holding off till the opening of navigation. Some of the American wire nail manufacturers have decided to close their factories for two weeks, the object being to reduce the stocks of wire nails on hand, with a view to bettering the present unsatisfactory condition of the market. Some of the jobbers have large stocks on hand.

COPPER.

Prices are to some extent nominal in this market, as the demand is exceedingly limited. The London market has shown little change, merchant bars being cabled £47 7s. 6d spot, and £47 15s futures. Copper bars are being gradually absorbed in the place of furnace material by consumers, but merchant warrants remain flat, speculation being effected by the depression on the Continental Bourses.

TIN.

The demand is merely nominal, and prices are easy at quotations. The cable quotation from London is £90 7s. 6d spot, £91 2s. 6d. futures. Large purchases for American account have strengthened the block tin market, but after the demand was satisfied, prices gradually declined, but the market is much firmer again, although quiet.

TIN PLATE.

Foreign advices are to the effect that a larger business has been done at inside prices. Some few firms still refuse to join the movement to reduce the output, but the Union is determined not to be thwarted, and will exhaust all resources to bring opposing masters into the agreement. Stocks continue to accumulate at the shipping ports and amount now to 537,000 boxes, against 336,000 boxes a year ago.

LEAD.

Lead is rather weak here, and quite lifeless. The London quotation is unchanged at £12 10s. for soft Spanish, with the demand dull.

SPELTER.

Ordinary Silesian is cabled at £22 to £22 5s. with a very moderate business doing. Most of the output till July 1 has been sold for forward delivery, and the readiness with which the lots sold are received shows that the demand and supply are at least in equilibrium.

STEEL RAILS.

The cable says:—The demand has not improved. Competition is keener and prices are again lower. Heavy sections £6, light at £6 15s. and £7 f.o.b. at N. W. England shipping point.

PAINTS AND COLORS.

Prepared paints are moving pretty freely at the present time, although probably there is not quite as much selling as at this time last year. Prices in these lines not particularly firm, owing to the keen competition. Linseed oil has advanced 1c. per gallon this week. This will make the quotation 66c. for raw, and 69c. for boiled. There is an active demand for the oil, which is exceedingly scarce in this market, it being estimated that there are hardly 150 bbls. at present in the city. Canadian crushers are very busy, and have orders that will keep them busy for some time to come. A report from Liverpool dated March 1, says:—"We are seeing an almost daily advance in linseed oil, which is now quoted 23s. f.o.b. for prompt, and 22s. 7½d. to 22s. 9d. for March and April. There is practically no crushing, the demand for cake being still poor, and such as is wanted can be bought cheaper on the continent than it can here. We do not hold out much hope of lower prices." Turpentine is slightly easier, owing to the probability of the new crop arriving earlier than usual. It is not, however, quoted lower. There is a fair demand for it, and stocks are moderately large, the supply being placed at around 500 bbls. Whiting is very scarce and is difficult to obtain to fill orders from present stock. Prices have advanced to 90 and 95c. per 100 lbs., and there is a probability of its going higher before fresh stock arrives. Leads are still advancing. Dry white has advanced about 5s. the quotation being £21 17s 6d. Red leads are very scarce both here and in England. The prices here is held at 5 to 5½c.

HIDES AND SKINS.

HIDES—A car of cured changed hands on Tuesday at 4¾c., and this price still holds. For green the prices are unchanged; No. 1 are 4c., No. 2 are 3c., and No. 3 are 2c.

SKINS—Sheep are \$1.25 to \$1.50, and there are few offering. Calf are 6c. for No. 1, and 5c. for No. 2.

TALLOW—Rough is 1¼ to 2c., and rendered is 5 to 5½c.

WOOL—Good fleece is 22c. Pulled is 24c. for lowest, 25 to 26 for super, and 30c. for extra-super. The pulled is now about all that comes upon the market.

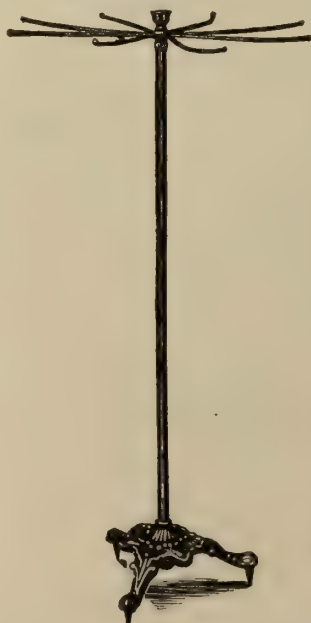
NEW YORK MARKETS.

NEW YORK, MAR. 20, 1890.

The bugbear of cheap Southern product is still having a more or less unfavorable effect upon the market for pig iron here and in neighboring markets. Pittsburg has a local competition on steel productions that is anything but favorable in its effect upon the trade at large, and there seems also to be a little uneasiness in the West. In point of fact the iron and steel trades, as a whole, are in a somewhat perturbed condition, and, as natural under such circumstances, business is almost at a standstill. The rolling mills are still fairly well employed on old orders, general foundry work is going ahead in the usual way, car and locomotive builders are said to have a good amount of work in hand, and the minor industries, to all accounts are doing as well as usual at this period. It seems to be the rule, however, that new orders for products of the mill and foundry are coming in rather slowly. This is the case alike in establishments devoted to the manufacture of heavy structural material for railroads, buildings, etc., and to the smaller branches down to minor descriptions of hardware. Along with the fact that there is more or less uneasiness among the producers of crude and partly finished material, the slow manner in which new orders come to hand is not without effect. Hence irregularity to values nearly all along the line, with indications of positive weakness where speculative interest may exist, and in some quarters where sharp competition usually comes to the front when circumstances require special effort to secure orders. At Pittsburg there is an example of the last-named condition at the present time. Speculative interest figures there also, and in the South as well. The two localities are, in consequence, the centres of weakness, and as affairs run just now there is little hope of improvement until consumers' wants again catch up with the production.

STEEL RAILS.

Orders for steel rails have been few in number and wholly for small lots, the position thus being the same as a week ago. Some of the Eastern companies still quote \$35 at the mill for standard sections, and claim to be selling small lots at that rate, but others are down to \$34 and looking for



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MANUFACTURERS OF
SINGLE AND DUPLEX

Steam and Water-Power Pumps

FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP CONDENSERS

FOR ATTACHING TO

High Pressure Steam Engines,
MARINE AND STATIONERY.

GREAT ECONOMY

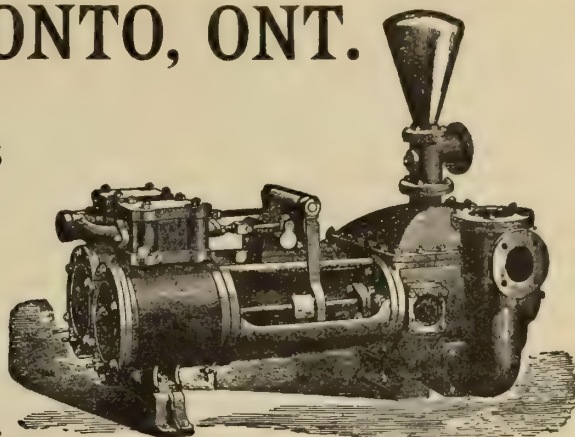
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FUEL AND POWER

GUARANTEED.

Prices and particulars on application.

OFFICE AND WORKS: Corner Front and Parliament Sts.



business at the lower figures. Sales were said to have been made at \$33.50 in Pittsburgh recently. The official report of the Board of Control shows total sales of 30-lb. and heavier rails by the associated mills for 1890 delivery to have been 857,768 tons up to March 1. Deliveries during the first two months of the year, 219,636 tons. These returns do not include light section rails or the business of the Alleghany Steel Company. Steel in the form of billets, slabs, etc., continues very irregular, more particularly in Pittsburgh, where Carnegie, Phipps & Co. and the Alleghany Mill are having a sharp brush. Billets and slabs have been sold there at \$32 and \$33, and as low as \$47.50 has been touched on wire rods.

COPPER.

Rumor has it that there have been quite heavy sales latterly of copper by the Lake Superior producers, and it is highly probable that there is foundation for the rumor. Particulars are not divulged, however, and the best we can do under the circumstances is to summarize rumors. These place the quantity at from 5,000,000 to 20,000,000 pounds, and vary on prices between 14c. and 14½c. It is stated that the mining companies have refused a bid of 14c. for 5,000,000 pounds for delivery during the balance of the year, and that all the large concerns quote 14½c. as bottom rate. Lake copper was purchased in this market Tuesday, however, at 14¾ delivered at Philadelphia. Of casting copper there have been very fair sales at 12¾ and 13c., according to brand.

TIN.

Pig tin has been positively dull the past few days. Consumers have purchased nothing to speak of and speculation halts pending news from the alleged disabled steamer "Egypt" or radical change in the London market. Spot tin was offered Tuesday at 20.40c. and March delivery at 20.30c. in ten ton lots. Jobbing prices were about 20¾@20¾; April and May deliveries were 20c. bid and 20c. asked.

LEAD.

The lead market has been rather dull and is a shade weaker, although telegrams from the West state that prices are firmly held there. Sales here the past few days amount to about 250 tons at 3.95@3.97½c. which prices were quoted at the close.

SPELTER.

Spelter is rather lower again and dull at the decline. Western common ordinary brands was offered openly at 5.05c. and it was intimated that 5c. had been accepted in some instances.

TIN PLATES.

The demand for tin plate has not improved in the slightest degree, and prices continue unsettled, with the tendency in buyers' favor. The efforts towards a general curtailment of production, do not appear to be successful, and prices are therefore still unsettled in the foreign market as well as here.

MONTREAL

MONTREAL MARKETS.

MARCH 20, 1890.

There is no movement whatever in the hardware trade. It is not expected there will be any activity till lower freights are quoted, which will be probably in about two weeks.

IRON AND HARDWARE.

Trade is probably a shade better than last week. Last report of pig iron warrants in Glasgow quote 51s. 2d. Summerlees firm at \$27. Canadian bars \$2.40 to \$2.50. Foreign \$2.75. Tin sheets and galvanized iron continued firm. No change in tin plates. Charcoals are scarce at \$4.50 to \$4.75. Cokes \$4.25. The quotation for Canada plates is \$3.15, though some has been sold lower than this. Copper continues unchanged at former prices. Zinc 6½c, and spelter 6¼c. The pig lead market in London is quiet but steady, closing yesterday for Spanish at £12 12s. 6d. f.o.b.

NAILS.

There is a continued quietness in nails at unchanged prices, but the lowering of freight

rates in about two weeks will no doubt cause considerable movement. Following are the prices:—

IRON CUT NAILS.

2 dy @ 60 dy, hot cut, per keg	2 75
10 dy @ 9 dy, " "	3 00
8 dy @ 7 dy, " "	3 25
6 dy @ 5 dy, Am. pat	5 50
4 dy, " "	4 25
3 dy fine hot cut, " "	2 75
3 dy @ 5 dy, cold cut, Am. pat.	3 25
4 dy, cold cut, " "	3 75
3 dy, hot cut, nails " "	5 95

Steel Wire
Cut Nails Nails

10 dy @ 60 dy, per keg	\$2 85	\$3 75
9 dy " " "	3 10	4 10
8 dy " " "	3 10	4 45
7 dy " " "	3 35	4 80
6 dy " " "	3 35	5 15
5 dy " " "	3 60	5 15
4 dy " " "	3 60	5 45
3 dy " " "	4 35	6 50
3 dy fine " " "	5 85	8 20

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	\$4 75
4 dy @ 5 dy, per keg	4 00
6 dy @ 7 dy, " "	3 75
8 dy @ 9 dy, " "	3 50
10 dy @ 30 dy, " "	3 25
Cut spikes, " "	3 90

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	\$5 15
1 " " "	4 75
1 ½ " " "	4 45

Finishing nails 75c. per keg over same size hot cut, viz., from \$6.60 for inch to \$2.65 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.60 for 1-inch to \$3.40 for 3-inch per 100 lbs. Sharp and flat

I.C. Fell & Co
STEEL
STAMPS SEALS & STEEL DIES

STENCILS, NAME, PLATES,
RUBBER STAMPS, TRADE MARKS.

13 VICTORIA ST., TORONTO.



PUSH ON THE HANDLE AND THE SCREW GOES IN.

Will last a lifetime. Two Sizes.

Sold by CAVERHILL, LEARMONT & Co., Montreal, & all other dealers



Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont.

pressed nails from \$7.10 for 1-inch to \$3.90 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand 50 per cent. discount, for small lots. P. B. & Co. brand 50 per cent. of list for small lots. Large lots 50 and 10 four months, with 5 per cent off for cash in 30 days.

CEMENT AND FIRE BRICK.

We quote no new feature in the market since last report. Prices remain as follows:—Cement \$2.60 to \$3; firebrick \$25 to \$30 per 1,000 as to brand.

GLASS.

In this market glass continues scarce at unchanged figures. A shipment is expected in a few days, which may lower prices. Prices—first break \$1.65; second \$1.80; third in 100 feet cases \$4.

PAINTS AND OILS.

There has been some improvement in the paint and oil business for the week. Gable advices report the London linseed oil market firm because of scarcity, with an advance for the week of 7s. 6d. per ton. Prices in Montreal are without alteration, however, at 68c. for Raw, and 71c. for Boiled, best brands. In Turpentine the market is bare, and spot prices are hardly obtainable. To arrive next week, the quotation is 66c.

Mixed paints and leads are selling at an advance of five per cent over prices ruling in this month last year. English markets would require a further improvement, but makers are disposed to compromise with buyers at this advance.

One sheet of paper recently made was 8 feet wide and 7 ¾ miles long.

MONTREAL NOTES.

Mr. R. McK. Haldimand, of W. L. Haldimand & Son, manufacturers' agents, has just returned from a business trip to the Maritime Provinces. He reports a good business in that section and the merchants looking forward to a good year's business.

A law point of commercial value was decided by Mr. Justice Davidson last week in the case of James Morrison against T. McArthur & Co., paint and oil merchants, on Notre Dame street. The financial partner of the firm, Mr. Wilson, had borrowed \$500 on the street from the plaintiff, and had

given his note for it, signing only his own name and not the firm's. Mr. Morrison, when the note came due, sued the firm of McArthur & Co. for the amount. But the firm pleaded that the obligation was a personal one to Mr. Wilson, who had to meet a private bill with it. However, it was proved that Mr. Wilson had assured Mr. Morrison at the time of the loan that the firm was in good standing, and it was further proved that the plaintiff had looked to the firm for payment, and that with the knowledge of the latter, who endorsed the note. The court decided that the firm are responsible, because Mr. Wilson led Mr. Morrison to believe that the loan was for the firm.

REFRIGERATORS.

Hardwood-Lined Galvanized Iron, Patent Locks. Economical, Reliable, Cheap.



MILK
DELIVERY
CREAMERY

{ CAN }

FIXTURES
TAPS
GATES

Milk cans made up. Sap Buckets and Spiles. Galvanized Iron Eave Trough 8 lengths. Oil, Gas and Vapor Stoves.

We make and supply everything used by Stove and Tinware Dealers.

WRITE FOR PRICES.

The McClary Manufacturing Co'y

LONDON, TORONTO, MONTREAL, WINNIPEG.

TABULAR STEEL **BOW SOCKETS**
FORGINGS CARRIAGE AND DROP.

The undersigned is now manufacturing full lines of

**CARRIAGE :-
-: HARDWARE,**

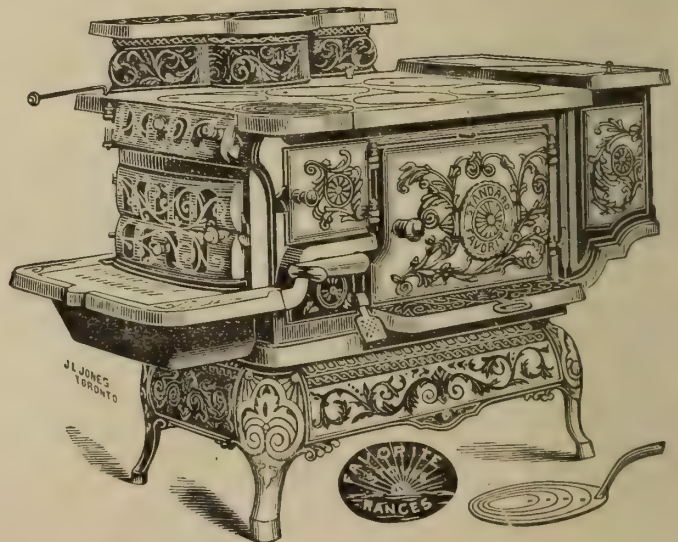
And in addition to these is prepared to MAKE ANY LINE OF FORGINGS.

Do not forget that STEEL TUBULAR BOW SOCKETS are now manufactured by me, and supplied promptly.

DIE MAKING A SPECIALTY.

GEO. GILLIES,
Gananoque, Ont.

The Standard Favorite



Is the Peer of Cooking Ranges.

600

Sold first season and every one giving unqualified satisfaction.

Live dealers everywhere are securing the exclusive sale in their various localities. Manufactured only by

CHOWN & CUNNINGHAM,
11 FRONT ST., TORONTO.



AN IMPROVED COMBINATION HEATER.

Mr. John Robinson, grocer, Grand Valley, is evidently a man of resources. In his store he has one of Chown & Cunningham's large box stoves, made expressly for stores, schools, hotels, etc. The capabilities of this stove to radiate heat Mr. Robinson undertook to develop and systematize, with the object of diffusing superfluous heat through other rooms of his building. At the bottom of the back end of stove he introduced two one-inch iron pipes, the pipes being separated by almost the whole width of the stove, so as to bring them against the side walls. These pipes ran the whole length of the stove and then were bent into repeated folds of the same length, until they reached the top. Then they were brought out at a central opening, joined and conducted upstairs. Also, upstairs was placed a little reservoir of water which kept the pipes full, and which was readily boiled in the longitudinal coils in the stove. The heat, conducted through the water of the whole length of pipe, was sufficient to keep the upper story as warm as was desired. But Mr. Robinson's economy of caloric did not stop here. He fixed two drums lengthwise and sidewise of the stove, and had them made with air ventilating tubes. These he connected with a cold air channel from the outside. Thus he made a combination heater of the box stove, using the hot air system above stairs and the cold air system below.

The firm that made the stove has been thinking seriously of elaborating Mr. Robinson's application of combination to the box stove. Since the stove is very heavy and capable of standing nearly any strain of fuel consumption, it has been thought of as a good idea to take out the side panels and

replace them with water compartments, to which pipes need be attached merely from the outside, thus reducing the cost. If the fire had to be allowed to go out, a faucet could be placed below after a winter's night, turned open when the fire started and as the ice melted the water could be set free and remove the danger of bursting.

HOUSE-HEATING.

The development of house-heating methods has so steadily pursued one line, that for some time back everybody felt that except for cooking purposes the stove would soon be a relic thing. There appear now to be symptoms of a reaction. The stove is not yet obsolete as a heater, and despite the fact that fewer base burners have been sold this winter than ever before, there seems to be a strong disposition among manufacturers to go more largely into the making of them. The time seems to be one of transition in the history of heating methods. Last winter not only in the cities and towns, but even in the better class of country dwellings, there were furnaces used in an enormous number of cases where stoves had always been used before. But the number of furnace makers was large, there was strong competition, unsatisfactory heating was rendered in many cases, which was the outcome of competition and a demand for cheap furnaces. The furnace has been tried and in many cases has been found wanting. There is, moreover, a sentimental attachment to the fireside which keeps the stove in favor, and the general run to the furnace causes a counter run to the stove. The stove did not completely supersede the open fire-place, and people's tastes were soon strong enough to establish very generally the more primitive method of heating. There was therefore service for the hearth as well as for the stove, and now it seems as if a similar division of labor would end in a compromise between the base burner and the furnace. There is an increasing likelihood that we will have both for a long time yet, and that from choice. Manufacturers, however, are pondering the question,

whether, after so large a stock of base burners has been left on their hands, it is better to drop the making of them, or to continue the making of them on the strength of their faith that public opinion is veering round to them again.

What further complicates the question and makes of the present a compound transition, is the uncertainty of the effect a more perfected hot water system will have upon the situation. That might make hot-air furnaces a superfluity quite as much as they threatened to make base burners.

The faculty to make friends and conciliate enemies, being all things to all men, is inherent in the first-class salesman.

Goods conveniently located save time, money and temper in showing.

Restore goods to their proper places as soon after using as possible.

Soap and water are cheap, but soil on goods is expensive.

A customer secured is a promise of greater salary in time.

A reputation for truthfulness is indispensable to permanent and satisfying success.

Work can always be found in a store without double-million microscope.

Rivalry, open, fair, good natured and enterprising, is the life of business.

Every line of goods embodies a history and a science worth years of study to understand.

Master the whole business and the way to fortune has been mapped out.

B. GREENING WIRE CO., LTD. MANUFACTURERS OF

Painted Screen Cloth,
Clothes Line Wires,
Perforated Sheet Metals,
Wire Cloth, all kinds,
Wire Rope, all kinds,
Metallic Lathing.

Wholesale agents for Ontario Wire Fencing Co. Send for Catalogue mentioning your requirements.

Hamilton, Canada.

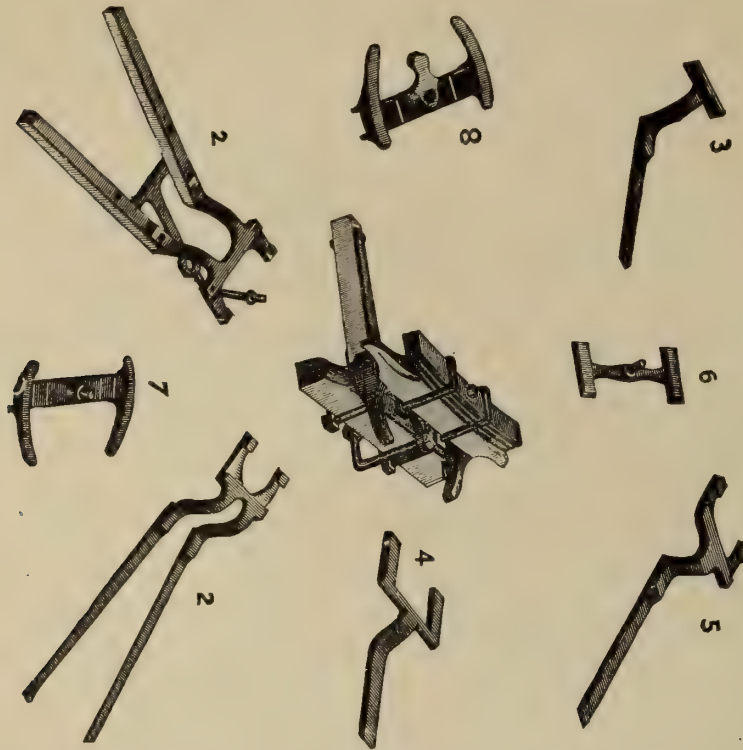
MILK CAN TRIMMINGS

Complete stock now on hand. Send for prices. Quality and price guaranteed. Largest assortment of Tinnery Sundries in Canada.



Thos. Davidson & Co., Montreal.

BURDSALL'S PATENT FIFTH WHEEL.



The only perfect drop-reach Gear Irons ever invented. For neatness, strength, and simplicity of construction, it excels all others. Any style of gear may be constructed, light or heavy, single or double reach, end spring. Timken spring, or side bar with the one set of top or bottom plates. To make the same set answer for Timken's and similar gears, all that is necessary is to use No. 3 instead of No. 5. The bearings are such that the king bolt is relieved of all strain. There is no hole in the axle to weaken it. The upper reach iron being detachable, may be made of Norway or malleable, and the fifth wheels of steel or malleable. The lower half of fifth wheel is clipped to the axle. The bodies may be hung very low if required.

Nos. 4 and 5 are for single reach, the former being the back reach and the latter the front one.

No. 2 is front top double reach iron, and the bottom front reach iron is the same for both except such change as is necessary for the connection on single and double reaches. These irons are made in either wrought or malleable sets. In the malleable the bottom front reach irons, both single and double, and the back coupling for single reach are wrought.

They are sold to the trade by George Gillies, Gananoque.

CHARTERED BANKS.

The following is a list of the banks in Canada acting under a Dominion Government Charter:

ONTARIO.

Bank of Toronto.
Can. Bank of Com'erce.
Dominion Bank.
Ontario Bank.
Standard Bank.

Imp'l Bank of Canada.
Traders' do
Bank of Hamilton.
Bank of Ottawa.
Western Bank of Can.

QUEBEC.

Bank of Montreal.
Bank of B. N. America.
Banque du Peuple.
Banque Jacques Cartier
Banque Ville Marie.
Banque d'Hochelaga.
Molson's Bank.

Merchants Bank of Can
Banque Nationale.
Quebec Bank.
Union Bank of Canada.
Banque de St. Jean.
Banq de St. Hyacinthe.
East. Townships Bank

NOVA SCOTIA.

Bank of Nova Scotia.
Mer. Bank of Halifax.
People's Bank do
Union Bank do

Halifax Banking Co.
Bank of Yarmouth.
Exch. B'k of Yarmouth
Com'l B'k of Windsor.

NEW BRUNSWICK.

Bank of N. Brunswick. | People's Bank.
St. Stephen's Bank.

MANITOBA.

Commercial Bank of Manitoba.

BRITISH COLUMBIA.

Bank of British Columbia.

SHEET STEEL

SHINGLES AND SIDING

PAINTED AND GALVANIZED,
FIRE AND STORM PROOF, DURABLE
AND CHEAP.

We have the Heaviest and Cheapest Shingles and Siding in Canada.

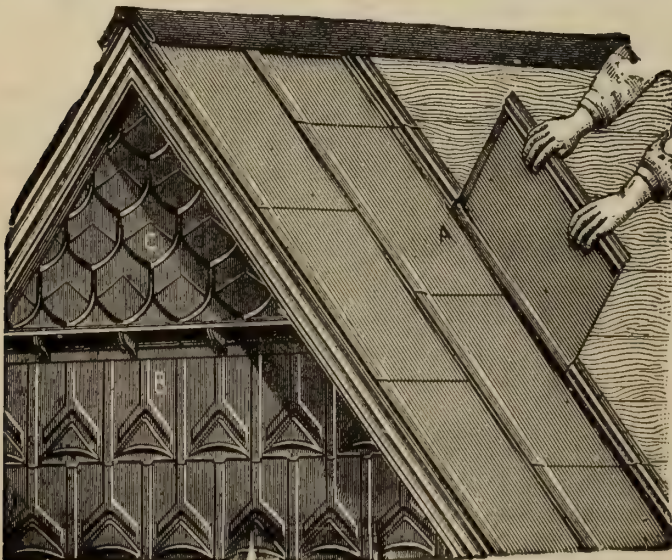
Prices and Circulars on Application.

THE METALLIC ROOFING COMPANY, Ltd.

SOLE MANUFACTURERS.

TORONTO AND WINNIPEG.

Broad Rib Sheet Steel Roofing.



The Cheapest and Best Metal Roofing and Siding in the Market. Can be Laid as Cheap as a Shingle Roof.

Specially Designed for FACTORIES, MILLS,
ELEVATORS, Etc.

ANY ONE CAN PUT IT ON.

We have recently perfected machinery for manufacturing PLAIN SHEET METAL ROOFING under the Walter's Patent. This Patent possesses advantages of construction not found in any other Metal Roofing. IT DOES AWAY WITH THE NECESSITY OF TONGUING UP EDGES, DOUBLE-SEAMING, COPING OF RIBS, RIVETING RIBS, EXPOSED FASTENINGS AND CLEATS. No expense will be spared to make THIS ROOFING in quality of metal and perfection in fitting, the very best in America. For prices apply to the Sole Manufacturers in Canada:

The Canada Galvanizing and Steel Roofing Company.

22 LATOUR STREET, MONTREAL.

JOHN J. CARTSHORE,

Telephone 616. 49 Front St. W., Toronto.

Railway & Tramway Equipment**STEEL RAILS NEW OR SECOND HAND All Sections**

Cast and Wrought SCRAP IRON in Car lots. Charcoal Pig Iron.

Zebra Spiral Steel Fencing Wire.**Australian Fence Wire Strainers.**

Send for Prices.

**TORONTO BUSINESS COLLEGE**

Corner Yonge and Shuter Streets, Toronto, Canada.

The Largest, most Complete and Practical Business College, Shorthand Institute, Telegraph School and General English Training Academy in the Dominion.

Individual Instruction given by men of Practical Business ability. Handsome prospectus and circulars mailed by addressing
J. M. CROWLY, Manager. NOTE ADDRESS.

Toronto Plate Glass Importing Co.

Highest Award, Toronto, '87



For Mirrors and other Glasses

GLASS IMPORTERS,**Bevellers and Mirror Manufacturers.****Pilkington's British Plate & Sheet Glass.****Glass Shades and Stands.**TELEPHONE 1599.
CABLE ADDRESS, "PLATE."**55 Victoria Street, - - - Toronto, Ont.**

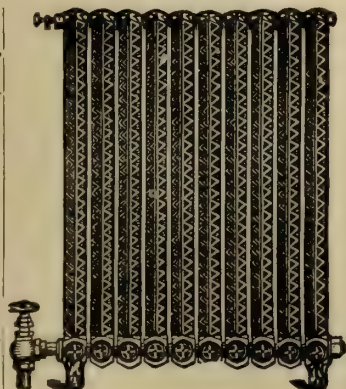
DOMINION METAL WORKS

MANUFACTURES

Plumbers', Steam and Hot Water Fitters', Cotton, Woollen Mill, Brewery, Laundry, Tobacco Factory and Railroad Supplies.

CREAM SEPARATORS AND DAIRY UTENSILS.

ALSO MANUFACTURES

"Garth's" Patent
Sectional Hot
Water and Steam
RADIATOR,
Can be used eitherfor High or Low
Pressure,
Exhaust or Single
Pipe System
of Steam Heating**GARTH & CO.**

536 to 542 Craig Street, Montreal.

SEND FOR CATALOGUE AND PRICE LIST.

COPPER TEA KETTLES

WITH BOOTH'S PATENT TUBULAR HANDLE.

ALWAYS COOL TO THE HAND

The Best, Strongest & Handsomest in the Market

Patented June 1, 1887.

	7 in.	8 in.	9 in.	10 in.
Polished Copper, -	\$2 25	\$2 50	\$2 75	\$3 50
Polished, nickel-plated, -	3 00	3 25	3 75	4 50

Guaranteed as Represented.

BOOTH & SON, TORONTO.



CARELESSNESS.

The following timely hints, found in an article in the Independent will be found of interest to builders :—

"If men persist in running the ends of floor beams into the flues of chimneys and leaving them so, out of sheer laziness or besotted stupidity, it must be expected that houses so built will take fire. If apartment houses are built with a wooden box from cellar to roof, kiln-dried in course of time, with temptations added in the use of matches and hot coals, the house will be on fire from cellar to roof in a flash, if the start of a little fire comes, whether the first week or the thousandth. If people build, and other people occupy, such a dwelling in the cellar of which a baker fries crullers in hot fat before daybreak in the morning, just as soon as the slipping of the baker's foot or some other little slip spills the fat on the fire, the whole structure will be in a roar of flame, although there may be a hundred little children dreaming in their cribs on every floor. If builders run up a church wall and leave it unsupported by floor beams or shoring, and a heavy gale comes, the wall will crash down on a dwelling alongside. The intention, the plan, the forethought, or lack of forethought, are all immaterial. The poison does not observe it has been swallowed by mistake, and therefore omit to attack the stomach in the way natural to it. It is the act, and not the motive, which determines results. And if a tinder-box shaft is put into a building, or if there is a furnace flue placed too near the wood, these things act precisely as if they had been planned to set buildings on fire as soon as they are brought into the right conditions, and if there are open air spaces, and connecting within walls and under floors and roofs—as there are, in all buildings except perhaps one in ten thousand—the fire goes through those spaces to the top as readily and certainly as if they had been planned to be the flues they really are.

Then when the train which bad building and bad habits have laid goes off and the fire breaks out we run and bring a fire department, maintained at a heavy cost, which stops the burning with a water damage second only to that of fire, then we look to the insurance companies and consider that there is no real loss if only we have been 'covered.'

Now just as long as these bad habits continue, fires and all the list of preventible calamities will follow them. That these reckless ways will continue indefinitely is

not to be expected—they are too costly, their cost will compel reform. But is it not time to seriously undertake the reform and stop the cost from running up further?"

Messrs. Hy. New and A. E. Carpenter, of Hamilton, and Thos. Turnbull and W. C. Trotter, of Montreal, saw Messrs. Bowell and Foster on Wednesday in reference to the duties on clay sewer pipe. The deputation desired that the duty be changed to a mixed duty of specific and ad valorem equal to about the present ad valorem duty in order to prevent the great under-valuation which it is alleged is now going on. The deputation was accompanied by Messrs. Brown, Carpenter and McKay, M.P.'s.

Comparatively few of the users of indoor closets and baths are aware of the full importance of having a perfect system of ventilation and that it is of such a nature as to have occupied the attention of the Dominion Government and decided them in laying down a formuly for their construction. Messrs. Smith Bros., of King street, are the first to fully comprehend what the statute calls for, and they have perfected a system which, by a series of ventilation pipes, traps and air currents, has rendered the dangerous presence of sewer gas impossible. The inventors have coupled with the use of the trap a fresh-air receiver which establishes a continuous current of air passing up the soil pipe and removing effectually all gas-producing, noxious-smelling substances. An excellent plan in detail may be seen by calling at their establishment, 172 King street. —London Advertiser.

WHERE THE NICKEL COMES FROM.

In the Copper Cliff mine, Sudbury, Canada, it is said more nickel is being produced than the entire market of the world calls for at current prices. A little branch of the main line of the Canadian Pacific railway, four miles in length, leads out to the mine, which opens into the face of a crag of the brown, oxidised Laurentian rock, characteristic of this region. The miners are now at work at a depth of about 300 feet below the surface. As fast as the nickel and copper bearing rock is hoisted out, it is broken up and piled upon long beds, or ricks of pine wood, to be calcined or roasted, for the purpose of driving out the sulphur which it contains. The roasting process is of the nature of lime kilning or charcoal burning. Each great bed of ore requires from one to two months to roast. When roasted the rock goes to the principal smelter, a powerful blast furnace "jacketed"—in mining phrase—with running water, to enable it to sustain the great heat requisite to reduce the crude obdurate mineral to fluidity.

The dross of the molten mass is first allowed to flow off, and afterward the nearly

pure nickel and copper, blended together in an alloy called the "mat," or matte, is drawn off at the base of the furnace into the barrow pots and wheeled away, still liquid and fiery hot, to cool in the yard of the smelter. The mat contains about seventy per cent. of nickel, the remaining thirty per cent. being mainly copper. When cold, the conical pot loaves of mat can easily be cracked in pieces by means of heavy hammers. The fragments are then packed in barrels and shipped to Swansea, in Wales, and to Germany, where the two constituent metals are refined by secret processes, which are very jealously guarded by the manufacturers.

So jealously is the secret kept that no one in America has yet been able to learn the process, although one young metallurgist spent three years in Swansea as a common laborer in the factories in order to obtain it. At present there are produced daily at the Copper Cliff mine about ninety pot loaves of mat, each weighing near 450 pounds, an output which yields an aggregate of more than 4,000 tons of nickel a year. —Manufacturing Jeweler.

A new discovery of tin has been made in Dutch India, and a company with a capital of £125,000 has been formed to carry out mining operations.

At the Cwmtawe district meeting of tin-platers, held on Saturday at Pontardawe, it was reported that seventeen of the nineteen works in the district had arranged to stop next (this) week.

The case of Jas. Kelly vs. John Heard & Co., all of St. Thomas, was settled out of court on the day set for its trial, by the defendant paying \$325 to the plaintiff and costs. The action was brought by the plaintiff under the Employes' Liability Act to recover for the loss of his son's hand in the mill of the defendants, the son being a minor.

Mr. Edward Howard, of Exeter, who was injured by a lathe in the factory becoming detached, last week, is again the victim of a painful accident. He returned to work the other morning, and while engaged sawing lumber a knot flew from the board, caused by the rapid buzzing of the saw, and striking Mr. H. on the eye severely injured the optic. Fortunately the sight will not be impaired.

Tenders for the construction of the new brick carriage factory for William Gray & Sons, were opened at Chatham, the other day. Eighteen contractors tendered, and it is understood that after examining them all the Messrs. Gray have decided to accept that of Messrs. Cucksey and Pritchard for \$11,000. The main building will be in "L" form, 163 feet on Wellington street; and 136 feet on William street, the latter 43, the former 40 feet in depth, and all three stories high.

THE DOMINION WIRE ROPE CO'Y, Limited,
MANUFACTURERS OF



(Works at Lachine).

FOR HOISTING, MINING, TRANSMISSION
OF POWER, TOWING, SHIPS' RIGGING,
AND GUYS, LANG'S PATENT WIRE
ROPE FOR TRANSMISSION AND
COLLIERY PURPOSES,
ETC., ETC.

JAMES COOPER, Agent,
MONTREAL.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in
Canada. Experienced glaziers sent to set same
when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

HENRY S. THORNBERRY & CO.,
Dealers in Electric Light and Electric Supplies, Bells, Batteries, Wire, Annunciators, etc. Contrac-
tors for ELECTRIC LIGHTING AND ELECTRIC WORK.

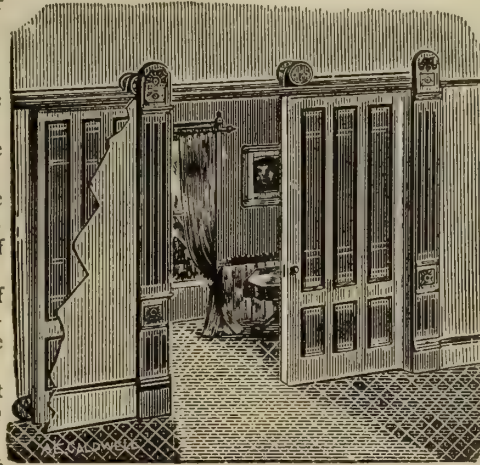
39 King St, West, TORONTO, ONT.

Clarke's Common Sense Sliding-Door Hanger

Slides back and forth with a more Graceful and Easy Motion and with less noise than any
other Hanger.

With this hanger
there is :

- No Side-draft.
- No Kicking.
- No Flanges on the wheels.
- No Jumping the Track.
- No Inaccessible Tracks in the Pockets.
- No Tearing Down of Lath and Plaster.
- No Dead Weight of heavy doors constantly hanging to the track.
- No Tracks to be put in until ready to hang the doors.
- No False Pockets in the Tracks for either



Single or Double
Doors.

Doors equipped with this Hanger are suspended at the upper front corner and supported or rest upon a single roller secured to the lower inside corner, perfectly balanced, moving easily.

Common Sense Hangers can be applied to doors that have been hung with any other hanger without removing the plastering, woodwork, or any of the sheathing of the pockets, or creating any muss whatever.

MANUFACTURED BY

THE PETERBOROUGH LOCK MANUFACTURING COMPANY,
PETERBOROUGH, ONT.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

Tin Plates and Boiler Tin.
Canada Plates, Half Polished.
" Full Polished.
Black Sheet Iron.
Extra Polished Sheet Iron.
Galvanized Sheet Iron.
Corrugated galva. sheet iron.
Russia Sheet Iron.
Iron Pipe and Fittings.
Iron Wire, Barbed Wire.
Sheet and Block Zinc.
Sheet and Pig Lead.

Sheet and Pig Copper.
Pig and Bar Tin.
Half-and-Half Solder.
Granite and Agate Ware.
Copper Pitts and Kettles.
Stamped and Japanned Ware.
Stovepipe Elbows.
Stovepipe Dampers.
Stovepipe Wire.
Stovepipe Varnish.
Stovepipe Collars.
Stove Trucks and Carriers.

Stove Boards.
Stove and Shoe Polish.
Coal Hods and Vases.
Coal Tongs and Fire Irons.
Fire and Snow Shovels.
Fire Racks, Patent.
Fire Screens and Mica.
Star Thimbles.
Cinder Sifters.
Lamps and Lamp Goods.
Gas Fixtures and Globes.
Lanterns.

Elec.-Plated & Woodenware.
Cutlery.
Disston's & Maple Leaf Saws.
Axes.
Skates.
Meat Cutters & Lard Presses.
Cow Ties and Rope Halters.
Guns, Ammunition, etc.
Building Paper & Carpet Felt.
Kearney & Foots' Files.
Black Diamond Files.
Etc., Etc., Etc.

Builders' Hardware, House Furnishing Goods, Tinsmiths' Supplies, Plumbers' Supplies, Steamfitters' Supplies,
Brush and Broom Makers' Supplies.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



The above Brand of Lead
Requires no Association Guarantee.
It is the STANDARD of the Dominion for
Purity, Fineness and Whiteness.
WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

Williamson and Lambe STORAGE.

54 & 56
Wellington St. E.,
TORONTO.

Engineers' Safeguard.



CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb.	24, 25c
Straits 100 lb ingots.	24, 25
Strip	26, 27

Tin Plates—Charcoal Plates, Bright.

Bradley Grade—	Per box.	
I.C., usual sizes	\$6 25	\$6 50
I.X., "	7 50	7 75
I.X.X., "	8 75	9 00
Raven & Ynis Grade—		
I.C., usual sizes	5 00	5 25
I.X., "	6 00	6 25
I.X.X., "	7 00	7 25
L.X.X., "	8 00	8 25
D.C., 12 1/2 x 17	4 75	
D.X., usual sizes	5 75	
D.X.X., "	6 50	6 65

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 50 4 55
I.C., special sizes	4 65 4 75
B.V. Grade, I.C., usual sizes	4 50 4 65

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 50 8 75

Charcoal Tin Boiler Plates.

Bradley Grade—	Per lb.	
I.X.X., 14x56, 50 sheet bxs	6 1/2c, 7c	
" 14x60, "		
" 14x65, "		

Iron and Steel.

Common Iron, per 100 lb	\$2 60
Refined " "	2 81 2 95
Horse Shoe " "	2 85 2 95
Band " "	3 25
Hoop " "	3 25
Swedish " "	4 00 4 50
Nova Scotia Bar iron	3 00
Sleigh Shoe Steel	2 75
Machinery, Tire Steel	3 25
Best Cast Steel, per lb.	0 13 0 14
Russian Sheet " "	0 11 0 12
Tank Plates " "	2 25 2 50
Boiler Rivets	4 75 5 00

Boiler Tubes.

2-inch	13c
3-inch	18 1/2

Boiler Plate, 1/2 inch	\$3 50
" 5-16 "	3 35
" 3/8 "	3 25
Sheet Iron, 1 to 20 gauge	3 50
" 22 to 24 "	3 75
" 24 to 26 "	4 00
Canada Plates, Blaina	3 25 3 50
" Boars Head	3 50 3 75
" Maple Leaf	3 25 3 50
All Bright	3 25 3 50
Galvanized Iron, Queen's Head	
16 to 24 gauge, per lb	5 1/2c
26 gauge, "	6, 6 1/2
28 " "	6 1/2, 6 3/4
Galvanized Iron, Gordon Crown	
16 to 24 gauge, per lb	5 1/2c
26 gauge, "	6, 6 1/2
28 " "	6 1/2, 6 3/4

Note—Cheaper grades about 1/2 cent per lb less.

Chain.

Proof Coil, 1/2 inch, per lb.	4 1/2c
" 7-16 inch "	5 1/2
Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—Ingot.

Lake Superior, per lb	0 15 1/2 0 16
Baltimore " "	0 15 0 16
English B.S. " "	0 15 1/2 0 16

Bolt or Bar.

Cut lengths, round, 1/2 to 1 in.	\$0 28 \$0 31
" round & square	
1 to 2 in	0 26 0 28

Note—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,	
16 oz, 14x48 and 14x60	\$0 19 0 20
Untinned, 14 oz, and light,	
16 oz, irregular sizes	6 20 0 21

Note—Extra for tinning, 2 1/2 cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x	
48 and 14x60	0 30 0 32

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb.	0 20 0 24
" 35 to 45 "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Pits.

Plain Tinned, per ss.	0 26
Spun " "	0 30

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21 0 25
" 27 to 30 "	0 23 0 29
" 30 and up	0 26 0 29
Sheets, hand-rolled 2x4 ft.	0 23 0 25

Zinc Spelter.

Foreign, per lb.	0 06 0 06 1/2
Domestic " "	0 05 1/2 0 05 1/2

Zinc Sheet.

5 cwt casks.	0 06 1/2 0 06 3/4
Part casks	0 06 1/2 0 07

Lead.

Imported Pig, per lb.	0 04 0 04 1/2
Domestic " "	0 04 0 04 1/2
Bar, 1 pound	0 05 0 05 1/2
Sheets, 2 1/2 lbs, per square ft,	
by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft,	
by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 27 1/2 p.c. discount.

Note—Cut lengths, net price; ton lots 27 1/2 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7 1/2c.

Solder.

Half-and-half (guar.) per lb	0 20 0 22
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Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb.	\$0 21 \$0 22
Other makes " "	0 20 0 21

Pure White Lead, ground in oil,	
Associat'n guarantee, per lb.	\$6 06 1/2
No. 1 Do.	0 05 1/2
No. 2 Do.	0 04 1/2
No. 3 Do.	0 04 1/2

Prepared Paints.

(In 1/2, 1 and 1 gallon tins.)	
Pure, per gallon	\$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)	
Venetian Red, per lb.	0 05
Chrome Yellow "	0 09
Golden Ochre "	0 06
French "	0 05
Marine Black "	0 09
" Green "	0 09
Chrome "	0 08
French Imperial Green "	0 14

Colors, Dry

Yellow Ochre (J.C.) in bbls, per lb	0 01 1/2
" (J.F.L.S.) "	0 01 1/2
Venetian Red (R.C.2) "	0 01 1/2
" (1343) "	0 02
English Oxides "	0 03 1/2
American " "	0 02 1/2
Paris Green, per lb	0 19
Burnt Sienna "	0 08 1/2
Burnt Umber "	0 06
Drop Black "	0 12
Chrome Yellows "	0 12
" Greens "	0 12
Golden Ochre "	0 03 1/2

Varnishes (in bbls).

No. 1 Furniture, per gal	0 70
Brown Japan "	0 70
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 20
Hard Oil Finish "	1 50

Linseed Oil (in bbls).

Raw, per gal	0 66
Boiled "	0 69

Turpentine (in bbls).

Selected Packages, per gal.	0 65 0 67
Toronto Lead and Color Co.'s Paints.	
Pure Pr'd Paints, 1/2, 1 gal tins, p.gal, 1	1 10
Elastic " "	0 90
Metallic paints, for barns, in bbls	0 75
Carriage " " qts, 60c; nts, 45c	
" Top Dressing " " 60c; " 45c	

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	0 05½
" No. 2	0 04½
" No. 3	0 04½

A. G. Peuchen & Co.'s Prices.

Paint Oil, boiled	0 35
Peuchen's Pure English Paint in 1, ½ and ¼ gals.	per gal 1 12½
Peuchen's Prepared Paint	1 00
2nd Quality Mixed Paint	0 75
Carriage Colors, quarts	0 55
Pure Lead, a guarantee	0 06½
Best White Lead	0 05½
No. 1 Lead	0 04½
No. 2 Lead	0 04½
Yellow Ochre	0 01
Golden Ochre, French	0 02
Extra Golden	0 03
Paris Green, pure	0 18
One pound package, pure	0 20
Coekson's Venetian Red	1 50
Best Vermillion	0 15
2nd Quality Vermillion	0 10
3rd	0 07
No. 1 Furniture Varnish	0 65
Brown Japan	0 65
No. 1 Carriage	1 25
Elastic Oak	1 25
Orange Shellac	2 00
White Shellac	2 25

Acme Paints.

Neal's Carriage, discount 40 p. c.	
English Oxide, by the barrel	0 02
American Oxide	0 01½
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p. c.	
Granite Floor, in tins, 90c, 47½c.	0 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount 40 p. c.	
" Wagon and Imperial, dis 40 p. c.	
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz	1 25
Acme Carriage Top Dressing, \$1 75	per doz 4 00 8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, discount 45 per cent.	
Rim Fire Military, net list.	
Central Fire Pistol & Rifle, dis 18 p. c.	
Central Fire, Military and Sporting, net list.	B.B. Caps, discount 45 p. c.
Eley's, per 1,000	\$0 25 \$1 60

Wads.**Anvils.**

Per lb.	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	0 65 1 59
Pegging, "	0 65 1 25
Brad, "	0 85 1 60
" handled	3 60 7 30
Saddlers', "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	7 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Light Brass Nos. 3 to 10.	Per doz. 1 80 14 50
" Nos. 2 to 10.	1 00 9 00

Door.	
Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50

Cow.

American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 pc.	

Farm.

American, each	2 00 5 00
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House.

American, per lb.	0 35 0 40
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Bellows.

Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount 35, 40 per cent.	

Belt.

No. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 percent.	

Bench Stops.

Per doz	5 00 6 00
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Bits—Auger.

Gilmour's dis 55 to 60 p. c.	
Excelsior—Jennings, discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jennings' Gen, net list.	

Car.

Gilmour's, 47½ to 50 per cent.	
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Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb.	0 11 0 15
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Bolts.

Carriage, dis, 60 and 5 per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis. 40 to 45 p. c.	
Elevator, dis. 35 to 40 p. c.	
Machine, dis. 60 to 60 and 5 p. c.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 65.	
Vegetable, per doz	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	5 00 40 23
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Butts—Brass.

Wrought Brass dis. 60, 60 and 5 per cent.	
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Cast Iron.

Loose Pin, dis. 60 to 60 and 10 per cent.	
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Wrought Steel.

Fast Joint, dis. 60, 60 & 5pc.	
Loose Pins, " 60, 60 & 5pc.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.

Horse, per doz	0 70 0 95
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Carpet Stretchers.

American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz	22 50
World	21 75
Daisy,	24 00
Star,	18 00

Crown Jewel, per doz

Grand Rapids,	29 00 32 40
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Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50pc.	
Plate	dis. 50pc.

Cattle Leaders.

No 31 and 32, per gross.	8 50 11 25
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Cement.

Portland, car load lots	3 2
Thorold	1 10
Queenston	1 10
Napance	1 10

Chalk.

White, lump, per lb.	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz	0 85 4 00

Churns.

Amer., dis. 50 p. c. to 60 p. c.	
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Clamps.

Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clips.

Axle, dis. 65 p. c.	
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Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
" No. 2	2 70

Compasses, Dividers, etc.

American, discount 65 p. c.	
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Cradles, Grain.

Canadian, discount 25 p. c.	
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Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English, "	2 00 4 00

Draw Knives.

American, dis. 70.	
Canadian, dis 25 to 35 p. c.	

Drills and Drill Stock—Breast.

Millar Falls, per doz	16 00 51 50
P. S. & W., dis. 40 per cent.	

Twist.

Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.

Dis. 17½ to 22½ p. c.	
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Fawcets.

Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star,	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10	
Barton Smith, dis 50 & 10 per cent.	
Nicholson's dis, Amer. list, 50, 50 and 5 per cent.	
Canadian, dis., Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25pc.	
Horse Rasps, Kearney & Foote's dis Am list, 50 pc.	
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33½ p. c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc., dis. 40 per cent.	
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Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis, 50, 50 & 10 p. c.	

Fruit Presses.

Henis' per doz	4 00
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Enterprise, discount 10p. c.**Fry Pans.**

Acme, discount 50, p. c.	
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Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p. c.	
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Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 40
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Glass.

4th quality Star, 1st break	1 65
" 2nd "	1 75
" 3rd "	3 90
" 4th "	4 20
" 5th "	4 50

Window Glass.

Pilkington's ordinary.	
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1st break	\$1 06
2nd "	4 32
3rd "	5 08
4th "	5 51
5th "	5 94
6th "	6 60
7th "	7 32

Picture Glass.

Pilkington's ordinary.	
1st break	4 80
2nd "	5 25
3rd "	6 00
4th "	6 60
5th "	7 20
6th "	7 65
7th "	8 58

Glue.

American, per lb	0 09½ 0 10½
Canadian	0 09 0 10
French Medal	0 13½ 0 15
White	0 16 0 20

Glue Pots.

Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list, Can. discount 25 to 27½ p. c.	
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Tack.

Magnetic, per doz	1 10 1 50
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Sledge.

Canadian, per lb.	0 12½ 0 15
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Ball Pean.

English and Can., per lb.	0 25 0 37½
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Handles.

Axe per doz	1 00 3 50
Store door "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 30 p. c.	
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Hoe.

Hooks—Cast Iron

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1 13

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 17, 20 p.c.		
Wrought Hooks and Staples, Amer. dis. 75 to 75 and 5 per cent.		

Wire.

Hat and Coat, dis. 35, 40 p.c.		
Belt, per 1,000	0 60	2 70
Screw, bright, Eng. dis. 40, 5, 45 per cent.		

Horse Nails.

Canadian, dis. 50, 50 and 10.

Ice Picks.

Star, per doz	3 00	3 25
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Kettles.

Brass spun, per lb	0 28	0 30
Copper, "	0 40	0 45

Enamelled Can. 50 p.c.

American, 50 and 10, 60 and 5 per cent

Keys.

Lock, Can. dis. 50 p.c.

Cabinet, Trunk, and Pad-

lock, Am. per gross 1 60 | 4 75 |

Knobs.

Door, japanned, and N.P., Can. list

dis. 50 p.c.

Bronze, Berlin, per doz 2 75 | 3 25 |

Bronze, Gem, " 6 00 | 9 00 |

Lava, " 8 75 | 10 00 |

Shutter, porcelain, F. &

L. screw, per gross \$1 30 | 4 00 |

Ladles.

Melting, per doz 1 70 | 4 50 |

Lemon Squeezers.

Porcelain lined, per doz 2 20 | 5 60 |

Galvanized, " 1 87 | 3 85 |

King, wood, " 2 75 | 2 90 |

" glass, " 4 00 | 4 50 |

All glass, " 1 20 | 1 30 |

Lines.

Fish, per gross 1 05 | 2 50 |

Chalk, " 1 90 | 7 40 |

Locks—Door.

Canadian, dis. per cent 50 | |

Russell & Erwin, per doz 2 90 | 7 50 |

Cabinet.

Eagle, dis. per cent 33½ | 35 |

Padlock.

English and Am. per doz 50 | 6 00 |

Scandinavian, " 1 00 | 2 40 |

Eagle, dis. per cent 15 | 1 17½ |

Mallets.

Tinsmiths', per doz 1 25 | 1 50 |

Carp'trs', hickory " 1 25 | 3 75 |

Lignum Vitæ, " 3 85 | 5 00 |

Caulking, each 1 60 | 2 00 |

Mattocks.

Canadian, per doz 8 50 | 10 00 |

Meat Cutter.

Enterprise, dis. per cent 20 | 25½ |

Dixon's, each 1 60 | 2 00 |

Woodruff's, " 1 10 | 1 70 |

Hale's, " 1 05 | 1 50 |

Hume, " 13 00 | 16 00 |

Mincing Knives.

American, per doz 42 | 2 35 |

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to

70 per cent.

Nails.

Cut, 3 inch and upwards | |

per keg 2 90 | |

55 per cent. Brads & Moulding Nails, | |

discount 55 to 60 per cent.

Wire Nails, 60 to 65 per cent. dis. | |

Nail Pullers.

German & American 1 85 | 3 50 |

Nail Sets.

Square, round and octa-

gon 3 38 | 4 00 |

Diamond 12 00 | 15 00 |

Oilers.

McClarey's Galvan. Iron | |

Oil Can, with Pump, | |

per doz 19 50 | |

Zinc and Tin, dis. 50, 50 and 10. | |

Copper, per doz 1 25 | 3 50 |

Brass, " 1 50 | 3 50 |

Malleable, dis. 25 per ct. | |

Pails.

Galvanized, per doz 2 00 | 3 50 |

Pencils.

Dixon's, per gross 1 00 | 4 25 |

" Carpenter 2 25 | 3 60 |

Picks.

per doz 6 00 | 9 00 |

Picture Nails.

Porcelain Head, p. gross 1 65 | 3 00 |

Brass Head, " 40 | 1 00 |

Planes.

Wood, bench, Canadian, or American

dis. 50.

Wood, fancy Canadian, or American

dis. 35, 37½ per cent.

Bailey's (Stan R. & L. Co.) dis. 35, 37½

per cent.

Miscellaneous, dis. 15 per cent.

Bailey's Victor, dis. 15 per cent.

Plane Irons.

English, per doz 2 00 | 5 00 |

Pliers and Nippers.

Button's Genuine, per doz. prs. dis

37½, 40 p.c.

Button's Imitation, per

doz. 7 40 | 10 25 |

German, per doz 60 | 2 60 |

Plumbs and Levels.

R. S. & L. Co., dis. 65 p.c. | |

Poppers.

Corn, square, per doz 1 35 | 2 00 |

Pruning Shears.

Per doz 4 00 | 5 50 |

Pulleys.

Hothouse, per doz 55 | 1 00 |

Axle 22 | 33 |

Screw 27 | 1 00 |

Awning 35 | 2 50 |

Pumps.

Rumsey, Cistern & Pitcher Spout,

55, 60 per c.

Punches.

Saddler's, per doz 1 00 | 1 85 |

Conductors' " 9 00 | 15 00 |

Tinner's solid, per set 72 | |

" hollow, per inch 1 00 | |

Putty.

Bladder, per 100 lbs 2 00 | 2 25 |

Tins, lbs 2 50 | 2 75 |

Rail.

Barn Door, per foot 3 | 3½ |

Sliding Door, " 3½ | 3¾ |

Rakes.

Cast Steel and Malleable, Canadian

list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 | 11 00 |

Wade & Butcher's " 3 60 | 10 00 |

Razor Stropps.

Currier's, per doz 1 25 | 3 60 |

Rivets and Burrs.

Copper Rivets, dis. 40 to 40 and 5 p.c.

Iron " 40 per cent.

Burrs, Iron, 30, 33½ per c.

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope.

Sisal, per lb 12 | 12½ |

Manilla, " No. 1 14½ | 15 |

Cotton, " No. 2 22 | 25 |

Deep Sea, " 15 | 16 |

Rules.

Boxwood, dis. 75 to 10 & 50 percent.

Ivory, dis. 40, 40 & 5 per cent.

Sad Irons.

Mrs. Potts, per set 1 15 | |

" N. P. 1 50 | |

Sand and Emery Paper.

B. & A., sand, dis. 25, 30 p.c. | |

Emery, per quire 55 | 90 |

Sash Cord.

Per lb 22 | 50 |

Sash Locks.

Triumph and Morris, dis 37½, 40 per

cent.

Kempshell's dis. 40, 62½ per cent.

Canadian, dis. 45, 50 p.c.

Sash Weights.

Sectional, per lb 2½ | 3 00 |

Sausage Stuffers.

Each 1 00 | 3 00 |

Saws.

Hand, Disston's, dis. 10, 15 per cent.

S. & D., dis. 35 per cent.

Cross-Cut, Disston's, per ft. 35, 47.

S. & D. dis. 25 per cent.

Hack, complete, each 1 75 | 2 75 |

" frames only 75 | |

Saw Sets.

Per doz 1 65 | 9 00 |

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent.

Scrapers.

Box, per doz 2 10 | 4 50 |

Foot, " 40 | 3 50 |

Screens.

Window, patent, per doz 6 00 | 7 50 |

Screw Drivers.

Sargent's, per doz 65 | 4 00 |

Screws.

Wood, flat head iron, dis. 47½ percent.

Wood, round head iron, dis. 42½ per

cent.

Wood, flat and round head, brass,

dis. 25 p.c.

Bench, wood, per doz 3 25 | 4 00 |

Bench iron per doz 4 25 | 5 75 |

Scythes.

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35, 37½ p.c.

Shears.

B. & W., japanned, dis. 75 per cent.

B. & W. N. P., dis. 65 p.c.

Seymour's dis. 60 p.c.

Ætna, dis. 75 @ to 75 and 10 per cent.

Sheaves.

Sliding Door, per set 77 | 1 40 |

Shot.

Canadian, dis. 7½ per c.

Shovels and Spades.

Canadian, dis. 37½ p.c.

Sieves.

Wood Rim, black, p. doz 1 15 | 1 35 |

" tinned, " 1 35 | 1 60 |

Tin Rim, " 2 30 | 2 45 |

" black, " 1 80 | 2 25 |

Snaps.

Harness, German, p. gro. 2 00 | 5 50 |

Acme, " 3 00 | 5 00 |

Lock, Andrew's " 4 50 | 11 50 |

Soldering Irons.

Per lb 0 30 | 0 32 |

Wrought Spikes.

Discount, net list.

Spoke Shaves.

Wood, English 1 80 | 5 00 |

Iron, American 1 35 | 2 35 |

Spoons and Forks.

T.S.P. Co., dis. 40 & 10 p.c.

Hutton's, per doz 50 | 2 50 |

Nevada, " 60 | 2 50 |

D. & A., " 1 70 | 4 50 |

Basting, Amer'n, per doz 50 | 1 15 |

Tea and Table, tinned | |

iron, per gross 70 | 3 00 |

Squares.

Iron, per doz 1 65 | 2 90 |

Steel, dis. 75 p.c.

Try and bevel, dis. 50, 55 per cent.

Staples.

Fence, galvanized, per lb 5 | 5½ |

Wrought Iron, dis. 75, 75 and 10 per

cent.

Stocks and Dies, Amer. dis. 25 per

cent.

Stone.

Washita, per lb 0 15 | 50 |

Hindustan, per lb 0 06 | |

Slips, per lb 9 | |

Labrador, per lb 0 13 | |

Axe, " 0 15 | |

Turkey, " 0 50 | |

Arkansas, " 1 50 | |

Water-of-Ayr, " 0 10 | |

Scythe, per gross 3 50 | 5 00 |

Grind, per ton 15 00 | 18 00 |

Stove Polish.

Per gross 1 88 | 7 50 |

M.L.S., per gross 2 50 | |

ECONOMY CUSHING WEATHER STRIP

(9) - - - (10)

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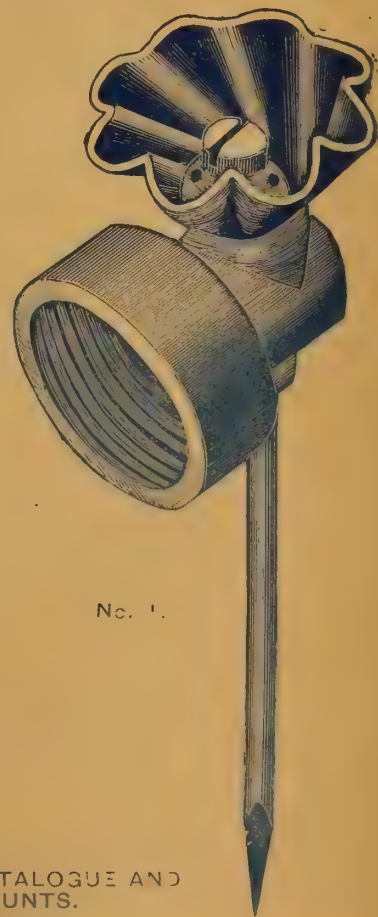
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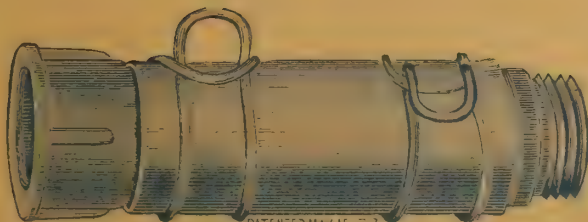
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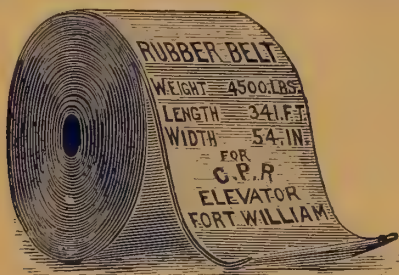
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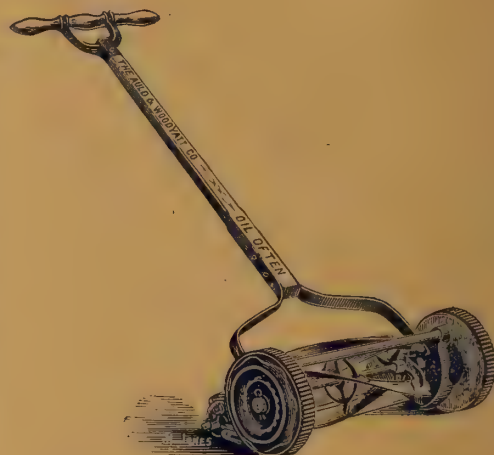
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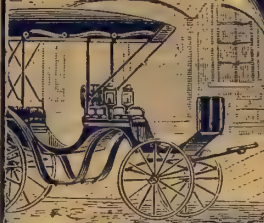
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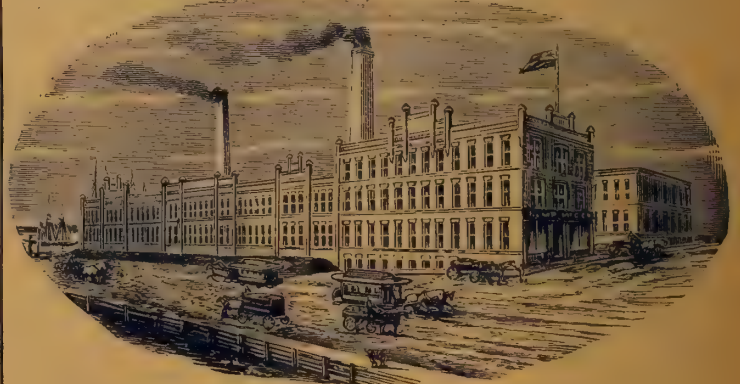
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Vol. 2.

TORONTO AND MONTREAL, MARCH 28, 1890

No. 13

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. Hugh C. McLean, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

THE TIN-PLATE OUTLOOK.

Although tin-plate has been dear for several months, it is not yet near the high price it reached ten years ago, and it will now get farther from rather than closer to that price. The situation, described in our last issue, in which the market has been thrown by over-production, is likely to be aggravated by an increase of the customs duty levied on tin-plate by the American government. The United States is the great tin-plate market. Last year that country imported five and-a-half million of the seven and a-half million boxes made in Wales. For some years it has made its own pig-iron and steel, and now offers to produce its own tin-plate if adequate protection is given. The protection is recommended in the McKinley Bill approved by the Ways and Means Committee, and as both Houses of Congress are now Republican, it seems not unlikely that the measure will be adopted. It proposes to raise the duty on tin-plate from 1c. to 2 2-10c. a pound. American manufacturers have made for some time both sheet iron and sheet steel, and the prospective wealth of the tin deposits of the Black Hills in Dakota strengthens the supposition that after a few years' protection American mills will be able to supply the United States market. A year ago intending manufacturers had influence enough to get a bill through the Senate doubling the duty of one cent, but the measure was thrown out by the then Democratic House of Representatives.

Although it is almost a foregone conclusion that the duty on tin-plate will be raised as recommended by the Ways and Means Committee, yet there is a strong element of opposition to it in the United States itself. The canning industry is as legitimate a candidate for protection as is the tin-plate man-

ufacturing interest, and leading canners are urging that the duty be left as it is, claiming that the proposed increase will ruin their industry. In their business they hold consumption is increased by low prices, so that present low prices are not an outgrowth so much of brisk competition as they are a consequence of the nature of the demand. Their representations, however, are not unanimous, and if they were it is probable they would be unavailing.

In Wales the situation, yet unaffected by contraction of the market, is grave enough. Sixty mills are idle, inquiries are falling off, and the accumulation at the shipping ports is nearly double what it was a year ago. Manufacturers who would not book a month ahead when prices were good, have now to close down for want of business. The fact that the producing capacity of the 500 Welsh mills was 400,000 cwt. above the demand at full tide, shows that the monopoly of the tin-plate trade which Welsh makers had had tempted too many into it. The attempt to relieve the congestion by a temporary and occasional stoppage of all works has met with difficulty. There are some mills that took future orders freely when prices were on their way up last fall. These claim to have steady work for two or three months yet, and refuse to close. Also among the manufacturers there are those who hold that any cessation will be a direct hindrance rather than a help just now. If the output is limited, they argue, the effect will be to throw United States buyers upon the infant tin-plate industry of their own country, and thus give the latter a start which it would be a long time getting in the face of unremitting supplies at low figures from the Welsh works. Thus to reduce the output would be to co-operate with the protectionist intentions of the framers of the McKinley Bill. Makers who look at the question in this light see, therefore, no other way of adjusting the matter than by a lowering of the cost of production, and as raw and manufacturing material cannot be reduced, they urge a reduction of wages. A lowering of prices will also tend to restrain capitalists from adding to the mills now in operation, and will have a generally improving effect.

CATALOGUES RECEIVED.

The manifold forms of finished ware into which raw material is made at the Dominion Tin and Stamping Works, are very fully classified and illustrated in the new catalogue which the proprietors, the Kemp Manufacturing Co., have just got out. The manual contains 124 pages, each bearing from four to eight cuts. The cuts are faultless, reproducing the mint-like finish that goes with fine new goods made from tin plate. In the same section with each cut, under the name of the article, is a terse tabulated statement of the different sizes. The matter of the book is divided into twenty-three departments, of which the openings are indicated in the margin, and the continuance at the top of each page. An index on the first page facilitates ready reference. A few extra leaves are added at the end for memoranda. Stamped ware, tinner's trimmings, japanned ware, pieced tinware, heavy polished ware, embossed ware, galvanized iron ware, house furnishing goods, oil stoves, stove pipes, copper ware, machine oilers, coal hods, shovels, wire goods, spoons, etc., etc., are illustrated in multifarious styles of manufacture. The book is a credit to the press that issued it as the type-assortment secures the best of display effect. The Old English lettering of the names of articles greatly enhances the beauty of the letter-press. In the opening words of this catalogue there is an absence of egotism that is worthy of imitation by catalogue-compilers.

Another Catalogue that is of real service to the trade is Messrs. Chas. Boeckh & Sons'. Its contents, like those of the handbook just noticed, are typical of a manufacturing industry that is exceedingly varied in its products. When paint brushes, for instance, are made in hundreds of varieties, it is necessary that they should be described and labelled, in order that buyers may be able to indicate their want. For such a purpose a catalogue is most necessary, and serves both maker and buyer. Messrs. Chas. Boeckh & Sons give a very full presentation of the numerous lines they manufacture, and have put the subject matter in an intelligible and concise form. Their il-

illustrations are numerous and useful, being in several cases illuminated. The book is divided into four parts. Part 1 exhibits pictorial and verbal descriptions of paint brushes; Part 2, of fine artists' brushes; Part 3, of household brushes; Part 4, of brooms, woodenware, etc. It should be in the office-library of every business man who deals in the lines it represents.

THE ABUSE OF COMPROMISES

EDITOR HARDWARE:

SIR,—Do you not think that the time has come when merchants paying one hundred cents on the dollar should have some protection against business men who are slaughtering goods and defrauding by compromising? If this kind of business is continued by wholesale men accepting such offers I consider the sooner honest men fall into the ranks the better for them. Otherwise they will become bankrupt, simply because they cannot compete with those who are let off at a certain rate on the dollar. What is the cause of so many failures? It is not hard times, it is the fault of the wholesalers to a certain extent. They have their Dun Wiman and Bradstreet for their protection, but it is of little or no use to them. They sell just the same to men that have no rating or credit, therefore the consequence is failure. The sooner steps are taken to banish this compromising the better for trade. Merchants who are in the habit of buying heavily will economize and endeavor to pay one hundred cents on the dollar. If such fraudulent schemes are to be encouraged by our masters of business, how are we backwoods merchants going to be honest and live? If such work does continue my advice to all merchants is, buy heavy, get long terms, slaughter goods at the expense of creditors and then offer so much on the dollar.

Yours,

MERCHANT.

Minden, 13th March, 1890.

This is a question upon which the sense of the honest traders of the country is not unanimously nor often enough expressed. There is no doubt they think unanimously but they do not speak. There is no reason why fraud should turn trade upside down. If it does it shows that there is more energy in the fraudulent element than there is in the body of honesty upon which trade rests. This is not saying that there are more dishonest traders than honest ones, but that the honest ones are rather apathetic, while the others keep both eyes open and manage to have an almost preponderating influence upon the business of the country. The influence is that of the more active rather than that of the more numerous members of trade. Their activity is concentrated upon one object, and that is to get all the privileges and to avoid all the responsibilities that are connected with business. Honest men may possess ten times the energy, but they turn too little of it into the service of self-defence. They strive to hold their own against such competition as dishonesty inaugurates, and thus become its victims.

What is wanted is a more pronounced and general utterance from dealers of honest methods. This would hasten a movement that is already making headway among wholesalers. The Wholesale Grocers' Guild will not assent to a compromise unless there are extenuating circumstances that are very clearly set forth. A late agreement between Toronto and Montreal dry-goods men regulates many things which directly favor the compromising evil. The influence of boards of trade throughout the country is working strongly for the correction of many trade evils that are tributary to this one, and the formation of a business men's association in every trading centre will be the final organized effort of honest traders to redeem the good name of trade in this country. We think that there is progress being made, but if the will of the upright retailers throughout the country were unmistakably declared, wholesalers would soon put their foot down on easy compromises.

RETAILERS OF MANITOBA AND N.W.T.

Owing to pressure on our space we have been unable to give our readers before this a report of the Retailers' Convention which opened in Winnipeg on Monday, the 3rd inst. In this issue we publish an account of the proceedings of that assembly, reduced from the report of the Manitoba Free Press.

The wholesale and retail trade of Manitoba and the North-west were represented by over one hundred delegates present on Monday. The only business done on that day was the appointment of committees to draft an outline of organization, to plan an order of business, and to devise ways and means.

On Tuesday forenoon the election of officers resulted as follows:—President, J. B. Baird, Pilot Mound; Vice-President, Mr. Anderson, Portage la Prairie; Secretary, W. T. Reid, Neepawa; Treasurer, Wm. Hunter, Winnipeg; Council, A. E. Hill, Carberry; W. J. Heminway, Carman; Mr. Fraser, Brandon; Mr. Sherlock, Glenfell; Mr. Young, Virden; Mr. Lewis, Birtle; Mr. Sanders, Deloraine; Mr. Bryson, Winnipeg; and Mr. Rollins, Crystal City.

BOARD OF TRADE DEPUTATION.

On Tuesday afternoon the following deputation from the Winnipeg Board of Trade was received: Messrs. Whitla, Ashdown, Galt, Grant, Stobart, Parsons, Bell, McKenzie and others. Mr. Whitla, President of the Board, made a brief address, welcoming the retailers, and referring to the importance of the convention. He thought Mr. Jas. Steen, who had been instrumental in calling it, was entitled to the thanks of the business community. Mr. Ashdown followed, expressing the opinion that the convention would result in much good. Mr. Geo. F. Galt expressed the hope that the convention would be made an annual occurrence. Mr. F. W. Stobart, Ald. Kenneth McKenzie and other members of the deputation also addressed the convention. Mr. Grant spoke at length on the butter question, and answered a number of questions in regard to it. A vote of thanks was tendered to the deputation for their visit and to the Board of Trade for furnishing the hall in which to hold the convention.

THE CREDIT SYSTEM.

After the deputation withdrew the convention engaged in a discussion of the credit system. It was moved by R. Rollins, seconded by B. R. Hamilton, "That in the opinion of this convention the credit system as it now exists is detrimental to the best interests of the retail trade. That credits are given for too long a time. That this convention recommends the general adoption of the coupon system."

Mr. Heminway moved, seconded by Mr. Livingstone, "That in the opinion of this meeting all books should be closed from the first day of November to the first day of May."

Mr. B. R. Hamilton moved as an amendment, seconded by R. Rollins, "That this convention recommends the suspension, as far as possible, of all credit during the winter months, say from 1st December until 1st of April."

Mr. Heminway thought that whatever action was taken should be strictly adhered to by the whole convention. Mr. Hill, of Carberry, thought it would be folly to make a cast iron rule regarding credits. It was all very well to talk and pass resolutions but it was not so easy to close up their books. He moved as an amendment that this convention recommend a general discount for cash. Mr. Francis, of Headingly, thought that to pass a resolution abolishing all credits and the closing up of books would be to make the convention look ridiculous. It was utterly impossible to carry out such a resolution, particularly as the convention did not represent more than ten per cent. of the merchants of the province. He stated frankly that even if Mr. Heminway's resolution was passed he for one would not abide by it. Mr. Ross, of Neepawa, moved the following amendment to the amendment:—"That it is the opinion of this convention that there should be an entire suspension of credit from the 1st of November until the 1st of April, but where this is not considered practicable credit should not extend to a period over thirty days." Mr. Heminway made a vigorous speech in support of his motion saying that the credit system was ruining the country. Finally he asked leave to withdraw his motion, and expressed his willingness to accept Mr. Ross' amendment. The convention refused to grant this leave however, and so the motion was allowed to stand. A vote was then taken, and Mr. Hamilton's amendment adopted. Mr. Hill, of Carberry, suggested recommending a discount for cash. This suggestion caused quite a long discussion. Mr. Heminway thought the discount and credit system could never be satisfactorily arranged till the obnoxious Exemption Act was repealed. He suggested that the convention send a deputation to the Government and ask them to repeal the Exemption Act from the statute book.

BANKRUPT STOCKS.

After the report of the committee on ways and means, recommending a tax of fifty cents on each member to defray expenses, had been adopted, the question of bankrupt stocks was brought up and briefly discussed. It was pointed out that solvent dealers endeavoring to do a legitimate business were greatly injured by bankrupt stocks being thrown on the market and slaughtered; and it was thought that such stocks should be, as far as possible, absorbed by the wholesale men in order to protect solvent firms. Disapproval of the supply account system was also strongly expressed.

The discussion was resumed on Wednesday.


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"Gem" Ice-Cream Freezers

TWO TO FOURTEEN QUARTS.

"Crown Ice-Cream Freezers

EIGHTEEN TO THIRTY-TWO QUARTS.

 Write for Prices, as we
are Headquarters.

MONTREAL.

day morning by the motion of Mr. Meikle, seconded by Mr. Jordan, that in view of the great loss and discouragement to solvent merchants by the sale and sacrifice of bankrupt stock in their vicinity this convention would strongly urge upon the wholesale merchants to devise some plan to prevent as far as possible the loss occasioned thereby to their good customers, and in some cases ultimately loss to themselves, by causing other failures. Carried.

It was moved by Mr. Rollins, seconded by D. A. Hopper, that in the opinion of this convention it is detrimental to the interest of the retailers that wholesale houses establish supply accounts in competition to legitimate dealers. Carried.

PEDDLERS, PRICES, PRODUCE.

Then followed a general discussion on matters affecting the retail trade—the trouble caused by the competition of peddlers, the advisability of merchants in towns relying somewhat on one another in keeping up a uniform rate of fair prices; the advisability of cutting prices on goods which are deteriorating in value. There was a general consensus of opinion that on staple goods prices should be regulated, perhaps by local associations; outside of that every man, it was thought, should be a law unto himself. In this connection it was moved by H. C. Ross, that this convention recommend the forming of local associations or boards of trade by the merchants in the different towns in this province and the North-west Territories for the regulation of the price of produce for securing uniformity in the price of staple articles, and to discourage the practice of cutting prices of general goods. The resolution was carried.

INSURANCE.

On Wednesday afternoon Mr. Heminway moved, seconded by W. J. Sutton,—“That in the opinion of this convention the insurance rates of this province, particularly the rates charged merchants, are excessive and exorbitant, therefore be it resolved that we, representing the retail mercantile interests, form ourselves into a body and notify the insurance companies through the city Board of Trade that unless the rates be reduced to correspond closely with those of other provinces we will use our utmost endeavor to induce other companies to come in, as well as form local companies to do business, and it is also resolved to ask the wholesale merchants to co-operate with the convention in a united effort to secure a reduction, owing to the fact that under present circumstances in many cases merchants are unable to carry

sufficient insurance to protect themselves and their creditors, and that a committee be appointed to co-operate with the Board of Trade in the matter.”

Mr. R. T. Riley objected to the whole system of insurance in this country, finding particular fault with the Board of Underwriters as now constituted, as it was to the interests of the underwriters, who were the insurance agents. He also took exception to the forms of policies and advocated the formation of a local company. If such a company were formed it must have no connection with the Board of Underwriters. He thought that at least the convention should enter a vigorous protest against the way of conducting insurance here and bring the Board of Underwriters in Manitoba to their senses.

Mr. Ashdown made a brief speech pointing out the importance of the subject and making valuable suggestions. Mr. Whitla made a vigorous speech declaring that the time had come for decisive action. He advised an agitation against the insurance companies and no surrender in the matter. The business men of Manitoba would be themselves to blame if they did not get their rights in this matter. Ex-Mayor Ryan also favored a vigorous course of action against the companies for lower rates. Mr. Labonde advocated the wholesale and retail merchants forming a co-operative insurance company. He went at length into the details of this proposition, pointing out the experiences of other cities in co-operative insurance. The chairman thought that if the merchants of the country stood shoulder to shoulder they would be able to force insurance companies to come to reasonable terms. Mr. Ashdown desired to mention the importance of obtaining copies of applications for insurance in duplicate, and also of carefully reading over the policies when obtained. After some further general discussion the resolution was unanimously adopted. A committee was appointed to co-operate with the board of trade in the matter of obtaining a reduction in the rates. Mr. Riley suggested that before the members of the committee left the city they should wait on the government and see if some legislation could not be obtained which would further the important object. This suggestion was adopted, a motion of Mr. Rollins instructing the committee to interview the government being adopted.

MUNICIPAL ASSESSMENT.

Mr. Whitla spoke strongly against the system of assessment in this country con-

tending that great injustice was being done to the business community by it.

THE EXEMPTION ACT.

As to the Exemption Act, Mr. Ashdown was afraid they would never succeed in getting the government to abolish it, but he thought perhaps they might succeed in getting it modified. Mr. Jas. Steen made a vigorous attack on the Legislature which had passed the Exemption Act, saying that many of its members were unprincipled dead beats, most of them desiring to become sheriff—proof. At the time it was passed, he said, bailiffs were after several members of the House. Mr. Hamilton did not think the Exemption Act was as iniquitous as some seemed to think. He thought the farmers in this country who might be unfortunate should have some protection. He thought the convention should not undertake too much lest they accomplish nothing. The retailers, he was afraid, would be antagonizing the farmers.

Mr. Morton moved, seconded by Mr. Herbert, that this convention desires to bring before the notice of our legislators the anomaly in local taxation whereby the merchants' stock is taxed to its full value while the personal property of farmers and the capital of financial concerns and other accumulated funds, are exempt from taxation entirely and this convention hereby appoints a committee to work in harmony with the Winnipeg Board of Trade in getting this anomalous state of affairs brought to an end.” This motion was carried.

It was also resolved that the convention desires to express its decided disapproval of the exemptions from execution or seizure guaranteed to debtors in the Act known as an Act for the administration of justice, especially in so far as they take away the means of recovery by process of law of debts for goods actually necessary for household supplies, and the convention pledges its support to the Winnipeg Board of Trade in any efforts made by its members to have these exemptions abolished in connection with debts incurred for family necessities.”

The committee appointed to wait on the Legislature is composed of Messrs. Baird (Pilot Mound), Reed (Neepawa), Ross (Rapid City), Hamilton (Neepawa), and Hemenway (Carman).

NEXT MEETING.

After some discussion it was decided to hold the next convention during the month of September of this year, the exact date to be fixed by the president.

THE OUTLOOK FOR COPPER.

Since we last reviewed the position of the copper market many changes have taken place in the surroundings of the copper trade itself, and in the condition of other trades directly and indirectly affecting it. At the present moment these changes and their influences give rise to much controversy on the future outlook for the metal, and it may not, therefore, be uninteresting or unprofitable to again summarise, arrange, and analyse these new data, and to weigh their importance and value in endeavoring to arrive at some logical and substantial estimate of the situation. Despite the depression which has recently characterised the market, we venture to think the outlook is rather encouraging than not. In the first place it is not contended by the most prepossessed and obdurate pessimist that the depression arises (except perhaps in one single exception, which will be referred to later on) from any alteration in the internal condition of the trade. On the contrary, it is freely admitted on all hands, that the copper market is suffering from, and is in sympathy with, the relapse which has taken place in the iron market. That this opinion has foundation in fact, and is not merely an optimist view fathered by a wish, we shall endeavor to show. After noting at the outset that the fall in the value of copper has been coincident with the relapse in the Scotch pig-iron market, one naturally, in an investigation of this description, turns immediately to a consideration of the statistical position of the metal. Nearly twelve months ago, when the copper syndicate came to grief, the stock of copper held in public warehouses in this country amounted to 124,800 tons, besides a large quantity stored at various smelting works in South Wales. What these private stocks amount to now it is impossible to tell, but we are advised on good authority that some diminution has taken place in them. On the other hand, the public stocks now amount to 95,200 tons, a decrease of $23\frac{3}{4}$ per cent. in twelve months. They are now about double the minimum quantity on record. A steady depletion at this rate would, therefore, in something like eighteen or nineteen months, reduce the stocks to the really unreasonable and unhealthy figure at which they stood prior to the French boom. Further, it is important to note—and it is significant of the very active demand for the metal which has set in—that this heavy reduction has been brought about in the face of, and notwithstanding, the fact that the imports into this country during the period under review were nearly as heavy as those during 1888, so that the reduction in stocks can be unquestionably ascribed to increased consumption of the metal. The single exception referred to at the outset of these remarks has reference to the litigation now pending in the French law courts. The un-

certainly as to the effect of this litigation is compelling, by force majeure, extra quantities of metal to be placed on the market, and has naturally had some influence in inducing customers to hold off in anticipation of lower values. Until the judicial investigation closes it is, of course, quite impossible to predict what the effect will be, but judging from the firmness with which copper warrants in French hands are held some radical change in the proprietorship must be forced before consumers can hope to have their wishes realised. As an instance of the tenacity with which such copper is being held may be instanced the stubborn retention of some 25,000 tons of Anaconda matte in Liverpool warehouses, which has remained untouched for over twelve months. It would be unreasonable to suppose that the owners will, after evincing such faith, place this material on the market in such a manner as to frustrate their object, unless compelled to do so by the decision of the French Courts, which is not probable. At the same time, it is a matter of surprise that holders of this stock do not realise in reasonable quantities to the smelters, which they could do with advantage at the present moment and without disturbing the market; whereas the other sales of Chili blocks and G.M.B. copper by the same holders in the open market has a natural tendency to weakness. The free selling of Chili block in the G.M.B. market, depleted as it is of all the best brands (a contingency which we pointed out some time ago in an article on the G.M.B. contract would arise), has unquestionably a depressing effect, whereas sales of furnace material to smelters could be made judiciously without affecting the market, at least not to the extent these open speculative sales do. Furnace material, too, at the present moment fetches higher prices than Chili block, having regard to the increased cost of smelting, following the higher value of coal and other fuel. The result of the past twelve months' trade on the statistical position cannot, we think, be regarded as anything but satisfactory. But the improvement bids fair to be lasting for two apparent and important reasons; the consumptive demand is likely to increase at the present price of the metal by its larger use in electrical plant, and by the heavy demand for sulphate of copper for use in the French, Italian, and Spanish vineries. According to a recent report of the Director-General of Agriculture in France the vine disease is still on the increase, despite the strenuous efforts which have been made to stamp out the phylloxera pest, and as the metal is irretrievably lost, its extended employment in this form has an important bearing on the question of supply and demand. The other material point pertaining to a maintenance of that improvement so far gained in the statistical position, and to the general outlook for the metal, is the fact

that the supply is seriously curtailed by the fire which has broken out in the Anaconda and St. Lawrence mines. This threatens to be of far greater consequence than was at first anticipated, and has already affected the imports into this country. At the same time the present value of the metal has reached an unremunerative level for the Chilean producers, and the supply of bars is gradually getting less. Mainly from these two causes the imports of copper into England and France during the first fortnight of the month amounted to 12,850 tons only, against 15,100 tons in the corresponding period of last year, a decrease of 2,250, or 15 per cent. From the very favorable data available for forming an opinion on the condition of the copper market, there is reason to suppose that the market will at least maintain its present level for some time to come, and when freed from speculative influences (as it is becoming more and more), higher values will be warranted on the merits of the decreased supply and increased consumptive demand.—The Mining Journal March 1st.

EMBARRASSMENTS.

Bridget A. Kelly, general merchant, Chatham, is in financial difficulties, and Mr. H. E. Townsend, Toronto, is effecting a settlement with her creditors. The liabilities are \$2,000.

John Linden, real estate and insurance agent, Toronto, shows \$10,000 liabilities and \$8,000 assets, part of the latter amount being involved in a couple of law suits. R. S. Weir and Charles McArthur have been appointed inspectors.

Sill. Jones & Co., general merchants, Jarvis, have called a meeting of creditors, who are Toronto and Hamilton houses. The liabilities will be \$10,000 to \$12,000.

J. Shapira & Co., who opened out a clothing and jewelry business at Valleyfield, Ont., last fall, are now absent, and there are few assets on the premises. Their liabilities are \$6,000.

J. D. Baptie, planing mill owner, Peterboro', has obtained an extension.

John Speers, proprietor of a small woolen mill at Almonte, is offering to compromise.

T. Thompson, general merchant, Orangeville, is asking an extension of time on liabilities of about \$10,000. Toronto houses are largely interested.

The inspectors of the estate of McCraney & Wilson, the insolvent lumber dealers, have decided to refuse the offer of 30 cents on the dollar made by the firm, and have ordered the assignees, Townsend & Stephens, to wind up the estate.

The adjourned meeting of the creditors of Gribbin & Co., general merchants, Beaverton, was held in E. R. C. Clarkson's office and a statement was presented showing assets \$12,000 and liabilities \$22,000. The stock and book debts were sold for a lump sum, which will give the creditors about 35 cents on the dollar of their claims.

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PLUMBAGO MINING.

Few articles which enter largely into mechanical processes have of late years received more extension of their use than has plumbago. Until comparatively recently its employment was mainly confined to the manufacture of crucibles as regards such processes, while outside of these the imports of it were principally devoted to the manufacture of inferior lead pencils, and of what was nominally termed blacklead compounds for domestic stove cleaning, etc. But of late years other qualities have been discovered to be possessed by this mineral which has argely widened the sphere of its employment. It is as a lubricant that its high qualifications are now generally admitted, and its use in that character has greatly tended to extend its import; so greatly so, indeed, that whereas some years back, its price ruled so low as £7 10s. the ton, contracts for its supply are now made at £20 the ton on board ship at the ports of export. This increase of demand, and the resulting augmentation in price, have led to inquiry being made as to methods by which undue and restrictive increase in cost may be reduced. A very large proportion of the plumbago we import into the United Kingdom is derived from the Island of Ceylon, wherein the mineral has been profitably worked for the last forty years or more. It is asserted that the principle whereon the mines are worked in that island has received no improvement during the whole of that term. Machinery, such as largely aids in almost every other mining operation, has never been applied to assist in the extraction of plumbago. It is certainly the case that the nature of the veins in which this is found offers peculiar difficulties to the efficient application of mechanical methods of working. These veins rarely exceed, and generally are considerably below, 4 feet in

width, while they extend often to a depth of 100 or 150 feet. It will be realized that to the application of machinery in such cases there must be material hindrances. Of the industry as at present pursued in Ceylon we read that the graphite as extracted is tossed up from hand to hand from the lowest depth of excavation to the surface, the narrowness and irregularity of the cutting rendering it a matter of difficulty to wind up the stuff by mechanical agency. But confident hopes are entertained that this obstacle may be overcome, although the fact that the mining is at present pursued exclusively by natives, not possessed of the capital adequate to the provision of costly machinery, constitutes an obstacle to progress in that direction. It is on this account, as we learn that it is now in contemplation to form a public company for working the extensive deposits of plumbago which seem to be so largely to be met with throughout certain districts of Ceylon. The sources of supply in that island are asserted to be almost inexhaustible, and to constitute a great reserve of wealth for a colony which has hitherto been known almost exclusively as one devoted to agricultural pursuits. There would seem to be a wide field open for the introduction of machinery suited to this peculiar form of industry and its specific characteristics above named. If such can be designed which can overcome those specialties, and can be applied with the resource of competent capital, not only would Ceylon largely benefit, but the extensive users of plumbago in Great Britain would eventually obtain their supplies at a cost very far below what they now have to pay for them.—The Engineer.

At Napanee, on Tuesday, Collector of Customs Elliott seized a number of fire hydrants consigned to Bond & Co., the contractors who are putting in the new system of water works in that town, on the ground of undervaluation. The matter has been referred to the department.

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TELEPHONE 1821.
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The markets fire and police committee, of the Hamilton City Council appointed James M. Byrens building and plumbing inspector.

Stevenson & Poulter have secured the contract for the plumbing and heating of the new public library building in Hamilton.

The owners of the Perth Bolt and Nut Works have shipped most of the machinery to Toronto.

The Kingston Foundry and Machinery Co., limited, has been incorporated by letters patent with a capital of \$60,000.

There is a rumor that the Watson Manufacturing Company have about decided to remove from Ayr.

Calgary merchants have formed a protection association, with a membership of twenty seven.

American capitalists are making arrangements to establish a mammoth beet sugar factory in Manitoba this year.

James Williamson, a pedlar of silverware, was fined \$25 by Mayor Lutz, of Galt, for peddling without a license.

Last Thursday the stores of Messrs. C. E. Smith & Co., and Wigle Bros., both general merchants, were burnt along with other buildings in Essex Centre.

The Turnbull Manufacturing Co. have started the old Wardlaw factory in Galt, and expect to have it in full running order in a few weeks.

The Walker foundry, Belleville, was sold on Saturday to Tobias Carr, of this city, for \$14,500. The sale was under an order in chancery.

It is proposed to incorporate the Therapeutic Magnet Company of Canada, with headquarters at Windsor. The capital stock is placed at half a million.

Thirty thousand Scotch coal miners, who are not sufficiently organized for a strike, are working only four days a week in the hope that they will thereby secure an advance.

A. K. Bishop & Co., hardware, stoves and tinware dealers, are now doing quite a jobbing trade. In their new store they have things in good shape. Owen Sound would lose a good man should Mr. Bishop leave it.

A movement is on foot among the stationery engineers of London, Ont., to form a club, with a constitution similar to that of the Toronto, Hamilton and Stratford organizations. The object is mutual improvement, especially in the engineering line.

Rapid progress is being made at St. Thomas with the subscription list to raise the \$2,000 necessary to secure the removal

of the Ideal Manufacturing Co. of Wolfville, Nova Scotia, to that city. The company engage to employ about 25 hands for a period of five years.

The construction, in Belgium, of the syndicate for controlling the export of window glass to the United States is being actively carried out. The committee for considering the subject has met several times, and will soon be in a position to place a definite scheme before the meeting of glass makers. The price of window glass remains stationary.—American Manufacturer.

A company has been organized which, its promoters say, will build the largest plate glass factory in the world at Ellwood, Ind., and prove an important factor in competing with foreign glass. The capital stock is \$2,000,000. The proposed works will turn out 20,000 feet of finished glass per day and give employment to 2,500 men. The company has natural gas wells.

The lead smelting works, near the coal oil refinery, Hamilton, took fire about 10.30 on Friday morning from the furnace. The works are in Barton township and 2,000 feet from a hydrant. The roads are very bad, but notwithstanding a part of the fire brigade went down and succeeded in getting the fire out, the roof only being burned. Loss about \$150.

The coal miners' strike has ended. At a conference of delegates representing the coal mine owners and miners, it was agreed to make an immediate advance of 5 per cent. in the wages of the miners and a further advance of 5 per cent. on July 1. The men will resume work immediately. Arrangements for dealing with the question of wages in future were agreed upon in principle. It is estimated that 280,000 miners were out.

At the annual meeting of the Peterborough Board of Trade lately these officers were elected:—President, W. H. Meldrum; Vice-President, Adam Hall; Secretary, J. H. Burnham. Council—Messrs. R. Innes, James Stevenson, D. W. Dumble, T. A. Hay, J. W. Fairweather, R. Fair, H. Phelan, F. H. Dobbin, Thos. Brooks, H. S. Macdonald, W. E. Sherwood, C. N. Brown, and Geo. Hilhard.

Burglars entered Mr. A. Thompson's stove and tin store, Bradford, and carried off a revolver and a quantity of cutlery; they also tried to get into the safe and till, but failed, the latter being fastened with a patent lock. They then visited T. Drifill & Son's hardware store in the same place, and got a gun, some pocket knives and a quantity of cartridges and ammunition. They also got about one dollar in coppers, and made an effort to get into the safe, but failed, though they knocked the handle off the door. They gained admittance by breaking a pane of glass in a window in rear of both stores.

The River Detroit Railway Bridge Company have their representative at Ottawa to

obtain authority to construct a high level bridge. It is proposed to have a main span of 1065 feet long, with two smaller spans of 750 feet each, the structure to be 140 feet above high-water mark, thus allowing the tallest sparred vessels on the lakes to pass underneath. The total length of the bridge will be 2600 feet. It is to be open to all railways, and it is said that all the railway lines are favorable to its construction. The cost, it is expected, will be between \$5,000,000 and \$6,000,000.—Iron Age.

A plan for bridging the St. Lawrence River from a point near the village of Waddington, in St. Lawrence County, to the Canadian shore opposite, has been introduced at Albany for the sanction of the Legislature. The general idea of the scheme is to bring the Canadian Pacific road into the States by connecting with the Rome, Watertown and Ogdensburg, and into New York City by connecting with the Delaware, Lackawanna and Western, thus forming a new transcontinental line from New York City to the Pacific Coast. The proposed capital is \$500,000.—Iron Age.

The Canadian Locomotive and Engine Company of Kingston, through F. J. Leigh, superintendent, has issued a circular denying the assertion made in the debate on the subject that mining machinery could not be made in Canada. They submit a large list of articles which they are prepared to manufacture, and which includes nearly every article required for mining purposes. They deny that the acquiring of the necessary patents would be so costly as to handicap any Canadian builder, and state that there are no valid patents to prevent Canadian makers adopting the most approved type without any payment of royalty.

The Portage and Brandon boards of trade have passed memorials asking the Dominion Government to assist the Hudson bay road, and the latter also petitioned for enlarging the St. Lawrence canals. Mr. W. Capel Slaughter, a London (Eng.) barrister of high standing also had an interview with Sir John Macdonald relative to the Hudson bay railway. Mr. Slaughter is acting as the representative of the English bankers who are prepared to find the necessary capital to build the road, provided the Government of Canada guarantees the land grant bonds of the company, and he desires, before the Government arrives at a decision upon the point, to give any assurances which may be required of the bona fides of the syndicate. Mr. Slaughter has letters of introduction from many influential English capitalists.

Sunday evening about eight o'clock, Chief Lewis, of Collingwood, noticed two young boys running from Mr. H. Evison's hardware store. They were off before any attempt could be made to capture them, and it was found on examining the store that they had effected an entrance through the back by cutting out a pane of 10x15 glass. They had piled in the window ledge ready to take away, revolvers, jack knives and ammunition. To make room for some articles in their pockets, they had taken out two dime novels and left them on the counter. They must have been disturbed as they took only a few knives with them. The following day it was learned that the two young fellows were named, Wilson and McLaughlan, and Mr. Evison will have them brought before the J. P. As he is a good natured sort of fellow he will not send them to the Reformatory as they deserve.

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PROVINCE OF ONTARIO.

Belleville—Pitceathly & Kelso, wholesale grocers, Thomas Kelso deceased.

Brantford—Banks, Jno. S., fruits and confectionery, assigned to M. F. Muir, Brantford; Bradshaw, S. W., grocer, partially burnt out, insured.

Essex Centre—Gardner Bros., hardware, etc., burnt out; Smith, G. E. & Co., general store, burnt out; Wigle Bros., general store, stock damaged by removal.

Havelock—Martin, A., grocer and baker, assigned to W. S. Martin, Stirling.

Harriston—Ramsay, F. D., general store, succeeded by Wilson & Pye.

Jarvis—Sill, Jones & Co., (E. F. & A. F. Jones proprietors), general store, called meeting of creditors.

King Creek—Armstrong, W. S., general store, stock, etc., advertised to be sold by auction on 3rd prox.

Lindsay—Simons, Jno., general store, removed to Bradford.

Lucknow—Macintyre, A., (estate of) general store, stock, etc., advertised to be sold by auction on 27th inst.

Pickering—Dale, Christopher, hardware, sold out to J. T. Richardson, who takes possession on 1st prox.

Port Arthur—Isbister, M. & Co., hardware, groceries and liquors, called meeting of creditors.

Stouffville—Hamilton, Mrs. U. C., fruits and confectionery, succeeded by Steel Bros.

Stratford—Douglas, Thos. J., (estate of), tinware, etc., stock, etc., advertised to be sold by auction on 5th prox.

Thornbury—Myers, W. C. & Co., (co nom) general store, assigned to Henry Barber & Co., Toronto.

Tilsonburg—Barrett, Thos. J., (estate of), general store, stock sold.

Toronto—Fry & Cumming, blacksmiths, dissolved, Richard Fry continues.

PROVINCE OF MANITOBA AND NORTH-WEST TERRITORIES.

Killarney—Moule, F. S. & Co., general store, granted extension.

Manitou—Ruttan, W. D., general store, stock sold.

Plum Coulee—Krause, Johann, general store, bill of sale.

Regina—Bayne, C. H., groceries and crockery, burnt out, partially insured; Scarlett, J. E., general store, burnt out, partially insured; Smith, J. W., hardware, burnt out, partially insured; Smith & Ferguson, hardware, burnt out, partially insured; Sprague, J. E., general store, burnt out.

Treherne—McLachlan & Co. (co nom) general store, stock sold to J. K. McLellan. QUEBEC.

Alexandria—St. Denis, F. & M., general store, stock, etc., advertised to be sold by auction on 26th inst.

Chatboro—Douglas, W., general store, assigned in trust.

Drummondville—Parent, J. O., general store, demand of assignment.

Montreal—Brazeau, M., Tobacconist, O. A. Leduc admitted, style Brazeau & Leduc; Douville, Elie, plumber, etc., Judgment vs. him; Savage, C., teas and coffees, assigned in trust.

St. Henri—Lafamme, Jos. E. & Co., (co nom) roofers, assigned in trust.

St. Hugues—St. Germain, F. A., general store, assigned in trust.

NOVA SCOTIA.

Durham—Murray, Jos., store, selling out by auction.

NEW BRUNSWICK.

Edmunston—Haycock, F. L., store, bill of sale.

St. John—McCrosen, Bernard, grocery, deceased.

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Charlottetown—Balderston, B., grocery, etc., bill of sale.

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MARKETS

TORONTO, March 28, 1890.

The market this week has been entirely devoid of interest, as far as active business or values are concerned. The uncertainty about the tariff changes has retarded business to some extent, and has had the effect of deferring some orders, but now this is settled it is not unlikely that an improvement may be noted in general trade. The unsettled feeling on the other side of the Atlantic has also created a degree of uneasiness here in a speculative way, but legitimate business has not suffered.

The spring trade is opening up quietly. Some merchants report quite an amount of activity in certain lines this week, but as a general thing the usual reports received from the trade are of uninterrupted dullness in nearly every branch. One good feature is that navigation will likely open earlier than usual this year, and this is certain to create a freer movement of goods. However, over a month must yet elapse before this can have any effective influence on business.

Cable advices state that the situation in Europe has been somewhat improved by the settlement of the colliers' strikes, but that prices there are no firmer, and are, in fact, rather unsettled, and in some instances lower.

Although some improvement has lately taken place in payments, they are still far from satisfactory, and are not likely to be much more so for some time to come.

IRON.

Although in England bar iron has been quoted rather easier lately, the market here has not been effected adversely. The reason for this is that very little foreign iron has been selling, while Canadian makers find themselves in a position to keep prices at their present level. They have orders on hand, given at the high prices, that will keep them busy for some time to come, and until these are exhausted, no particular change is probable. One effect of the present prices have been that American bar iron has entered Canada at points west of here, although it is claimed that small quantities have been received only, and that these shipment have lately ceased. It is a question, however, if the late drop in raw material in the States will not further stimulate dealings in the manufactured product. Warrants in Glasgow are slightly firmer than a week ago, the latest quotations were £5 1s. 6d. for Scotch Warrants; £5 3s. for Middlesbrough, and £6 4s. 3d. for Hematite. English mail advices say:—At Glasgow makers continue to ask considerably higher rates than are current for warrants, and the effect of this is seen in the depletion of stocks in Connal's stores, which is still going on at the rate of about 10,000 tons per week. There are 89 furnaces in blast, against 82 at the same time last year. In Connal's stores the stocks have been drawn down from 1,033,000 to 851,000 tons during the last twelve months. Shipments show very little elasticity, and are about 6,000 tons short of the corresponding period of 1889. As regards manufactured iron and steel, there can be no doubt that shippers and consumers alike are holding orders back, hoping to place them on better terms later on. At the same time it is reported that some parcels of bars recently

MARKETS—Continued

bought for the East were placed at considerably under the nominal current quotations. At Middlesbrough business has been checked to a great extent by the uncertainty as to the issue of the coal miners' notices for a 10 per cent. advance in wages. There are now 106 furnaces in blast in the Cleveland district, against 99 at the same time last year. Stocks in public stores are still decreasing, and amount to little more than half the quantity so held at the same date two years ago. Shipments are the smallest for many years past, owing to the small quantity going to Scotland, only 28,000 tons having been despatched to Grangemouth to the middle of this month, against 75,000 tons in the same period of 1889. Very few fresh orders are being placed with the manufactured iron and steel makers, who, however, still have a considerable amount of work on their books secured before the recent collapse in prices. In Staffordshire, makers for the most part are firmer than in other districts in upholding recent prices; but, owing in a great measure to the present uncertain state of the pig iron and coal markets, business is confined within very narrow limits.

SCRAP METALS.

The scrap metal market is fairly active and firm. Stocks have been coming in rather slowly, but now that the roads in the country are more open, receipts will probably be larger. There is a good request for wrought scrap, but not much of it can be procured. Scrap copper and zinc are featureless. Dealers paying prices are as follows: No. 1 heavy cast scrap, 70c. per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap, 90c.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new scrap copper, 10c.; heavy scrap copper, 10½c.; old copper bottoms, 8½c.; light scrap brass, 5½c.; heavy yellow scrap brass, 7½c.; heavy red scrap brass, 9c.; scrap lead, 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2½ to 2¾c.; country mixed rags, \$1 to \$1.20 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

COPPER.

For this article no particular demand is experienced, and in fact the market is quiet and featureless. London cables quote merchant bars at £48 10s. spot, and £48 15s. futures. A large part of the warrants circulating in the market lately have been absorbed by consumers, and the prospects are considered brighter. Stocks decreased 2,000 tons during the first half of the month.

TIN.

The market here has shown no more life, and while quotations are nominally unchanged, there is an easy feeling to the market. The quotation from London is £90 7s. 6d. spot, and £91 7s. 6d. futures. The block tin market in London has improved, owing to easier rates for money and more gossip inclined to attract speculation. Information given as to future supplies from the Straits, however, differs considerably.

TIN PLATES.

The foreign position of tin-plate is unsettled, and trade is still unsatisfactory. It is believed that if the combination to restrict production is carried through, things will speedily mend, otherwise the outlook is not bright. At present 62 works are idle and four will probably stop work soon. The Liverpool market appears neutral to the movement, which fact is attributed to au-

thoritive statements from makers as to their position and purpose.

STEEL RAILS.

The cable reports as follows: No improvement in the demand has taken place and prices are without further change. Heavy sections quoted at £6 and light sections £6 15s. and £7, f.o.b., at N.W. England shipping point.

PAINTS AND COLORS.

About the only noteworthy feature this week has been another strong advance in the price of linseed oil. This article is quoted 2c per gallon higher, raw now selling at 68c. and boiled at 71c. Stocks in the city are very much reduced, manufacturers not having enough on hand to keep themselves going, and they are therefore trying to borrow from each other. Those who have any stock of oil, however, are very unwilling to part with it, the more especially as they do not expect fresh supplies for some time to come. There is an active enquiry for linseed oil, and it is impossible to supply all that is wanted. Judging from present appearances, this oil is likely to be scarce and high till at least the middle of May. Canadian crushers are filled with orders, and cannot guarantee delivery till the 1st of May. No oil is at present coming out from England. There the demand is in excess of the supply, and prices are firmer. The Montreal market is also bare of supplies, and it is likely that paint manufacturers will experience difficulty in filling present orders. It would cost 65c. to deliver oil from England at the present time, but offers are made for April and May delivery at 64c. subject to any changes in the tariff. Turpentine and whitelead are unchanged.

NEW YORK MARKETS.

NEW YORK, MAR. 27, 1890.

In this market there is no sign of increase in business in iron or steel of any description. The railroad companies are placing no important orders for rails or equipment, and the minor manufacturing branches seem to be getting none but commonplace orders, and scarcely as many of those as might reasonably be looked for. Purchases of crude materials are, therefore, still on a small scale. In these particulars the situation is much the same as it was a week ago, and

the tone of the market is certainly no better. Pittsburgh reports quote even lower prices on some commodities, and competition there and in the South continues keen, with the result of irregularity to prices that extends to nearly all other points.

IRON AND STEEL RAILS.

Old iron tee rails are said to have been sold to the extent of 1,000 tons at as low as \$23 in Philadelphia. At this point (New York) \$25 is quoted without business. Wrought scrap iron is nominally \$22.50 to \$23 for No. 1, and old car wheels are now offering at \$18 here.

Agents of Eastern mills are still quoting \$34 to \$35 at works for heavy section steel rails. They are selling none to speak of, however, and have very few inquiries for other than small lots. In Pittsburgh small sales have been made at \$33, and it is believed that desirable orders would be accepted elsewhere at the same price. Steel in the form of billets, slabs, rods, etc., continues unsettled and weak, with new business moderate.

COPPER.

Since the "pool" purchases last week by manufacturers of about 5,000,000 pounds Lake Superior ingot, there have been additional transactions involving 1,500,000 pounds or more, with the latest purchases said to have been made at 14½c. Outside Lake copper is now an unimportant factor, and the large producers are represented as being sold considerably ahead, so that the statistical position is favorable. Some copper from small mines was offered at as low as 14¼c, but whether that price would be accepted to-day is uncertain. Casting brands are still quoted at 12¾ to 13c, and the movement continues very fair.

TIN.

Pig tin is about 10 points lower than quoted three days ago, an improvement of 5s. in London prices being offset by the arrival of the steamer "Egypt" with quite enough tin for delivery on outstanding March contracts. Consumers have purchased sparingly and speculation has been light also, with 10 tons spot at 20.20c.; 25 tons to arrive at 20.15c.; 10 tons March at 20.22½c.; 10 tons April at 20.10c. and 10 tons May at 20.10c. the extent of the transactions on the Metal Exchange. Spot tin was quoted at 20.20@20¼c. and

SUBSCRIBED CAPITAL, \$100,100. DEPOSITED WITH GOVERNMENT OF CANADA, \$54,724.

THE BOILER INSPECTION and Insurance Company of Canada.

SIR ALEX. CAMPBELL, K.C.M.G. PRES.
(Lieut. Govr. of Ontario)

JOHN L. BLAICKIE ESQ. VICE PRES.



CONSULTING ENGINEERS.

G.C. ROBB, Chief Engineer. A. FRASER, Secy. Treas.

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TORONTO.

The prevention of Accident and attainment of Economy in use of Steam, our chief aims.

NORTHEY & CO., - TORONTO, ONT.

MANUFACTURERS OF
SINGLE AND DUPLEX

Steam and Water-Power Pumps

FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP
CONDENSERS

FOR ATTACHING TO

High Pressure Steam Engines,
MARINE AND STATIONERY.

GREAT ECONOMY

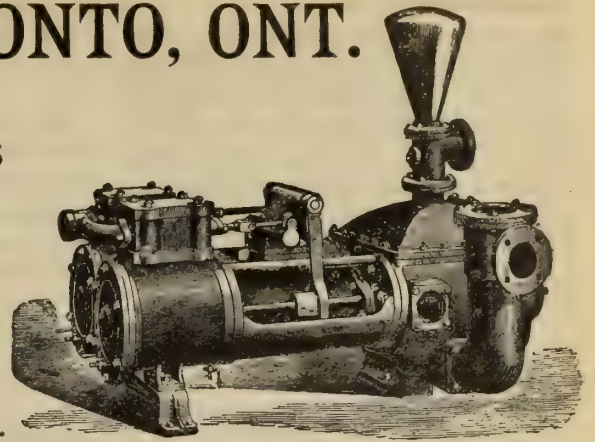
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FUEL AND POWER

GUARANTEED.

Prices and particulars on application.

OFFICE AND WORKS: Corner Front and Parliament Sts.



Montreal Notes—Continued.

April delivery at 20.10c. in ten ton lots. Jobbing prices were about 20 $\frac{3}{4}$ @20 $\frac{1}{2}$ c.

LEAD.

Pig lead has remained very quiet. Consumers are buying in a small way only, and the demand is without the least sign of improvement. About 259 tons have changed hands at \$3.90 to \$3.95. Those were the ruling prices at the close.

SPELTER.

Spelter is selling in a small way only, and the market is still rather weak. Common Western is quoted at \$5.05 to \$5.15, according to brand.

TIN PLATE.

Tin plate has been selling in moderate quantities only, and prices are still rather weak.

MONTREAL

MONTREAL MARKETS.

MARCH 27, 1890.

Trade the past week has been quieter than for some time, owing, no doubt, to the uncertainty as to what changes will be made in the tariff, but the question will be settled in a day or two. The regular summer rates, which come into force next Tuesday, about two weeks earlier than last year, will cause considerable movement in heavy goods.

IRON AND HARDWARE

Importers of manufactured iron, tin plates, etc., have not been very active in placing their orders for future delivery, in fact, so far less has been done in this branch, than for several years, chiefly because consumers believe that present prices are too high and that more favorable terms might be secured by waiting. Outward freights are about the same as last year, viz., 7s. 6d. for pig iron from Glasgow, and 12s. 6d. from Liverpool, with the customary primage added to the latter. Prices remain unchanged, with the exception of pig lead, which closed in London yesterday at £12 17s. 6d. f.o.b. Pig iron warrants in

Glasgow 51s. 2d.; Summerlee \$27; Canadian bars, \$2.40; foreign, \$2.75; tin sheets, galvanized iron and tin plates at previous prices; charcoals, \$4.50 to \$4.75; cokes, \$4.25; Canada plates, \$3.15; copper as previously quoted; zinc, 6 $\frac{1}{2}$ c.; spelter, 6 $\frac{1}{4}$ c.

NAILS.

We have no change whatever to note in nails, the same quietness prevails. The following are the prices:

IRON CUT NAILS.

2 dy @ 60 dy, hot cut, per keg	....	2 75
10 dy @ 9 dy, " " "	....	3 00
8 dy @ 7 dy, " " "	....	3 25
6 dy @ 5 dy, Am. pat	....	5 50
4 dy, " " "	....	4 25
3 dy fine hot cut, " " "	....	2 75
3 dy @ 5 dy, cold cut, Am. pat.	....	3 25
4 dy, cold cut, " " "	....	3 75
3 dy, hot cut, nails " " "	....	5 95

	Steel Cut Nails	Wire Nails
10 dy @ 60 dy, per keg	.....\$2 85	\$3 75
9 dy " " "	.....3 10	4 10
8 dy " " "	.....3 10	4 45
7 dy " " "	.....3 35	4 80
6 dy " " "	.....3 35	5 15
5 dy " " "	.....3 60	5 15
4 dy " " "	.....3 60	5 45
3 dy " " "	.....4 35	6 50
3 dy fine " " "	.....5 85	8 20

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....\$4 75
4 dy @ 5 dy, per keg	.....4 00
6 dy @ 7 dy, " " "	.....3 75
8 dy @ 9 dy, " " "	.....3 50
10 dy @ 30 dy, " " "	.....3 25
Cut spikes, " " "	.....3 90

COMMON FLOUR BARREL NAILS.

$\frac{3}{8}$ inch, per keg	.....\$5 15
1 " " "	.....4 75
1 $\frac{1}{8}$ " " "	.....4 45

Finishing nails 75c. per keg over same size hot cut, viz., from \$6.60 for inch to \$2.65 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.60 for 1-inch to \$3.40 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$7.10 for 1-inch to \$3.90 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand 50 per cent. discount, for small lots. P. B. & Co. brand 50 per cent. of list for small lots. Large lots 50 and 10 four months, with 5 per cent off for cash in 30 days.

CEMENT AND FIRE BRICK.

We note no new feature in the market since last report. Prices remain as follows:—Cement, \$2.60 to \$3; firebrick, \$25 to \$30 per 1,000 as to brand.

GLASS.

The market for glass continues featureless, and prices remain unchanged.

PAINTS AND OILS.

We again note a slight improvement in paints and leads, orders coming in for fulfillment at summer rates. The turpentine market is still bare, with light demand at former prices. Stocks of linseed oil on spot have been well reduced, in fact little is held here. The duty question has developed considerable uncertainty, and, as usual in such cases, the views of sellers and buyers conflict in proportion. The question may be settled in a day or two, but for the present holders are not anxious to sell, especially in view of the small quantity that is held here. Last cables were firm, and some of the oil now at hand shows considerable profit. To-day 70s. would buy a round lot of boiled to arrive shortly, with 67s. for raw on the same conditions.

CHEMICALS.

Advices from abroad in reference to heavy chemicals state that the market is very ex-

"Sheffield Sterling" Spoons and Forks.

Best Known Substitute
for Sterling Silver.

Harder, and resists acids better than any so-called
Nickel goods. See quotations on last page.

A. C. Anderson & Co., 16 Wellington St., Toronto, Sole Wholesale Agents for Canada.

PUSH ON THE HANDLE AND THE SCREW GOES IN.

Will last a lifetime. Two Sizes.

Sold by CAVERHILL, LEARMONT & Co., Montreal, & all other dealers



Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont.

Montreal Markets—Continued.

cited owing to the collier strike which threatens to be more serious than expected, and there seems to be no limit to what prices may go to. Makers refuse to contract for any forward shipments. Caustic soda is firmly held for prompt shipment at £9 to £10 per ton, and £1 more as for forward with scarcely any offering. Sal-soda has advanced again, and is now quoted at £3 10s per ton. Bicarb soda has also scored another advance of 10s per ton, and is now worth \$2.10 per keg for spring delivery. Soda ash is unquotable, makers refusing to contract for further delivery; spot lots are worth £6 5s. to £6 10s. f.o.b. Liverpool.

MONTREAL NOTES.

THE WHITE LEAD ASSOCIATION.

The White Lead Association held an important meeting in Montreal yesterday afternoon. It appears that the Association had appointed agents in Montreal and Toronto to purchase from the leading jobbers, packages of white lead, which they represented as genuine or pure. These packages were delivered by these agents to the leading analysts for examination. The result has been the disclosure of a state of things that is simply disgraceful, and the Association have accordingly appointed deputies to lay

the whole matter before the Government, which will be done this day by representatives of the trade from Toronto and Montreal.

The trade report here that the guarantee label of the Association is the only possible way of preventing the present system of robbery. More than one of the packages purchased for pure contain one-half adulteration, and show up a system of fraud that must be put a stop to by legislation.

Notice has been given of the incorporation of "The Diamond Glass Company" (limited)

for the manufacture and sale of window glass and glassware of every description. The capital stock of the company is ten thousand dollars. The applicants are William Yuile, David Yuile, David Williamson, Ralph King and John Watt, all of Montreal. The headquarters of the new company will be in this city.

A meeting of the shareholders of the Canadian Bridge and Iron Company was held Tuesday morning when laws were adopted and the action of the provisional directors approved. The transfer of the property of the Montreal Bridge Company was received

REFRIGERATORS.

Hardwood-Lined Galvanized Iron, Patent Locks. Economical, Reliable, Cheap.



MILK
DELIVERY
CREAMERY

CAN

FIXTURES
TAPS
GATES

Milk cans made up. Sap Buckets and Spiles. Galvanized Iron Eave Trough 8 lengths. Oil, Gas and Vapor Stoves.

We make and supply everything used by Stove and Tinware Dealers.

WRITE FOR PRICES.

The McClary Manufacturing Co'y

LONDON, TORONTO, MONTREAL, WINNIPEG.

TABULAR STEEL BOW SOCKETS
FORGINGS CARRIAGE AND DROP.

The undersigned is now manufacturing full lines of

CARRIAGE :-
-: HARDWARE,

And in addition to these is prepared to MAKE ANY LINE OF FORGINGS.

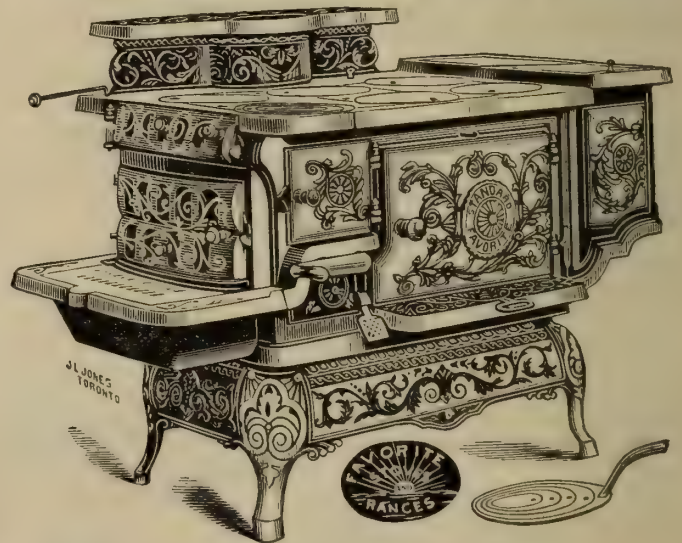
Do not forget that STEEL TUBULAR BOW SOCKETS are now manufactured by me, and supplied promptly.

DIE MAKING A SPECIALTY.

GEO. GILLIES,

Gananoque, Ont.

The Standard Favorite



Is the Peer of Cooking Ranges.

600

Sold first season and every one giving unqualified satisfaction.

Live dealers everywhere are securing the exclusive sale in their various localities. Manufactured only by

CHOWN & CUNNINGHAM,

11 FRONT ST., TORONTO.

and approved, and the following directors were elected for a year: Messrs. Henry Hogan, George Bishop, Antoine Rousseau, F. E. Came and George R. Lighthall. At a subsequent meeting of the directors the following officers were elected: President, Mr. A. Rousseau; vice-president, Mr. George R. Lighthall; manager, Mr. F. F. Came, and secretary-treasurer, Mr. Fred L. Came.

At the Chambre de Commerce weekly meeting last week a resolution was passed approving of the decision of the Wholesale Grocers' Association not to grant a discharge to any debtor who is unable to show an insurance on his stock of at least 60 per cent. of its value. The council was of opinion that the same stand should be taken by other mercantile associations. A resolution was passed in favor of the Government granting a charter to a company of reliable men who would undertake to build a new traffic bridge across the St. Lawrence, connecting the south shore in the vicinity of Longueuill with the city.

The latest report in connection with the proposed Board of Trade building is that the committee on a site is discussing the question of advising the purchase of the Temple Building on St. James street. The trustees of the property have invited the committee to inspect the building and they will do so shortly. In the event of this building being purchased some very extensive and expensive changes in the interior arrangements would be necessary, and for this reason there does not appear to be very much enthusiasm over this proposal by members of the Board of Trade.

The question, whether a mere deficit in the cash of a bank cashier or any other employee who has charge of his employer's moneys is proof enough of embezzlement and can rightly form the basis of an indictment for that crime, without proof of a specific item, was argued at length in the Court of Appeals last week by Mr. H. T. Duffy, Crown Prosecutor for the District of Sweetinburgh, and Hon. G. B. Baker, in a small embezzlement case which occurred in that district. The question seems to be one that

has never been definitely settled either in England or here, and, as the decision on this point is so very important for the commercial world dozens of authorities were brought to bear on either side.

Both members of the firm Fenwick & Sclater, manufacturers of steamship, railway and engineers' supplies, and dealers in asbestos, Nos. 42 and 46 Foundling street, were arrested on writs of *capias* last Thursday afternoon. One of the writs issued at the instance of the Boston Woven Hose Company, who have a claim against the firm of \$1,037, and the other writ issued on the affidavit of Geo. F. Haworth, merchant, of Toronto, who claims a credit of \$2,120 against the firm. The allegations in the affidavits are that the firm is insolvent, and though asked to assign a month ago, still refuse to comply with that request. Both the accused were taken to the sheriff's office and admitted to bail immediately.

The whole of the sewerage of Paris will soon be used for the purpose of market gardening.

Robert Neville, a worker at the Hamilton rolling mills, lost a finger there in the machinery, on Wednesday.

The voting in the town of Port Hope a week ago on Thursday, resulted in a majority of 448 in favor of granting a bonus to the Twine Factory.

Mr. Robert Bragg, an employe of the McClary Manufacturing Company, leaves for Hamilton, Ohio, to-morrow, to work in that town.

Samuel Dalton was badly injured in the head, on Wednesday afternoon, by a heavy piece of iron falling upon him while he was engaged at work in Rice Lewis & Son's warehouse.

An institution called the City Co-partnership Registration Co., with an office at 19 Queen street, Toronto, has been creating quite a flutter among merchants, in the city, by threatening them with actions for not registering co-partnerships.

The Des Moines Register advises stove manufacturers to arrange stoves so that they

can burn corn as economically and with as little trouble as coal or wood, and urges that city people would thus aid in increasing the prosperity of farmers by burning more corn and less wood and coal.

It has been computed, as an illustration of the great cheapening of ocean freights which has taken place in recent years, that half a sheet of note-paper will develop sufficient power, when burned in connection with the triple-expansion engine, to carry a ton a mile in an Atlantic steamer.—Stoves and Hardware Reporter.

The Finance Minister has brought down his budget which appears at the last moment of our going to press. We have not space, therefore, to indicate the changes in articles of hardware and allied stocks. The tariff alterations proposed are numerous and important, and relevant ones will be fully presented in our next issue.

The leading axe and edge-tool manufacturers of the United States have been consolidated into the American Axe and Tool Company. The corporation has absorbed fourteen well known firms. It has a capital of \$4,000,000. Plants, brands, trade marks, every interest of the former proprietors have been bought, the latter remaining local managers. The head office is in Pittsburgh, Pa.

The object of business is to make profitable sales.

A feather duster disperses but does not remove the dust from the store.

The faculty to make friends and conciliate enemies, being all things to all men, is inherent in the first-class salesman.

Goods conveniently located save time, money and temper in showing.

Restore goods to their proper places as soon after using as possible.

Soap and water are cheap, but soil on goods is expensive.

A customer secured is a promise of greater salary in time.

A reputation for truthfulness is indispensable to permanent and satisfying success.

Work can always be found in a store without double-million microscope

Rivalry, open, fair, good natured and enterprising, is the life of business.

You can lose more than we do by not subscribing for this paper.

WAIT!

Don't buy Ice Cream Freezers until you get Prices of

THE

"Lightning" Quadruple Motion

LATEST AND BEST.

New Principle, Wheel Dasher, Hinge Top. Beats anything yet made.

THOS. DAVIDSON & CO., MONTREAL.



ANOTHER NEW METAL OR ALLOY.

The Schmiedbarenguss Casting Company, of Louisville, Ky., have given to the public an account of their new metal "Schmiedbarenguss." This account states that the new metal is a composition of pig-iron, wrought-iron, copper and aluminum-bronze alloy and a flux, for which several letters-patent are now pending, and it is produced direct in the cupola without annealing. It is a weldable, malleable, soft-steel casting to all appearances. It is produced at less cost than malleable iron or steel castings, and is very tenacious and homogeneous. It is distinguished from all other castings and has remarkable characteristics. It is superior to the best Russian steel yet produced in this country. It is a new aspirant for Government use, whose officials tested "Schmiedbarenguss" on January 29th, 1890, up to 168,000 pounds per square inch tensile strength without being able to break the bars, this being the highest limit of that machine. Further tests are to be made. It is held that the new metal, being equal to almost ten times the tensile strength and three times the breaking strain of ordinary iron, will be especially useful for the armoring of war vessels and torpedoes for national defense, car wheels and bridges.—Buffalo Iron Industry Gazette.

COKE AND CHARCOAL DIFFER

Doctor W. Thoenner, in "Stahl und Eisen," gives the result of a series of experiments designed to bring out the comparative characters of coke and charcoal. He points out that charcoal consists of a large number of more or less regularly arranged cells joined to one another longitudinally. The walls of the cells are easily permeable by gases and readily oxidizable. Coke, on the

contrary, contains generally separate unconnected cells or groups of cells, the walls of which are composed of a dense vitreous substance which is impermeable by gases and exceedingly difficult to oxidize. Coke acts differently from charcoal in the furnace, and less advantageously because of these differences. If it were possible to cause the structure and character of coke more nearly to resemble charcoal, either by rendering it more porous without sacrificing strength, or by making it more easily oxidizable, the coke would be greatly improved. Dr. Thoenner gives the results of several analyses, from which it seems that ordinary gas coke possesses lower real and apparent specific gravity than even coke, and shows more cell space in its substance. Wood charcoal possesses thrice the purity of coke, with much lower specific gravity and sometimes double the cell space. Pine charcoal, the most porous of all, possesses the densest charcoal substance. In charcoal, the smallest details of the original structure of the wood are preserved; the arrangement of the cells being such that the gaseous products of carbonization can easily escape without rupturing the substance. Consequently, when the charcoal is burnt, the entrance and circulation of oxygen in the cells is equally easy. The charcoal substance does not pass through a stage of fusion in the carbonizing process; whereas in coke the substance has been fused into a dense, impenetrable, vitreous mass through which, in consequence of the want of continuity between the cells, the oxygen can only slowly penetrate.—Chicago Journal of Commerce.

Should the experiments to make glass as tough as iron succeed, we may all live in glass houses and throw stones, too.—Stoves and Hardware Reporter.

TRADE SALES.

The general stock of Tough & Hendry, Grand Valley, to Mr. J. Hendry, who bid in the stock at 68c. in the dollar.

Messrs. Suckling, Cassidy & Co.'s salvage sale on Tuesday and Wednesday was largely attended. It included stock belonging to McCoy Bros., Hamilton, amounting to upwards of \$6,000, part of which was damaged.

A suit between a Connecticut jobbing house and a retailer, to recover the price of twenty kegs of nails, has just decided in favor of the former, by a Hartford court, after three years' litigation and costs aggregating the value of several hundred kegs of nails.

Unlike daily papers and general periodicals, this paper places advertisements before the eyes of just that portion of the industries most calculated to avail themselves of the announcements therein, and, therefore is of more value to the Trade than any paper published in this or other worlds. Manufacturers and wholesalers please take note of this, and then act accordingly. It is the only paper in Canada that reaches this trade direct.

SHEET STEEL

SHINGLES AND SIDING

PAINTED AND GALVANIZED,
FIRE AND STORM PROOF, DURABLE
AND CHEAP.

We have the Heaviest AND CHEAPEST Shingles
and Siding in Canada.

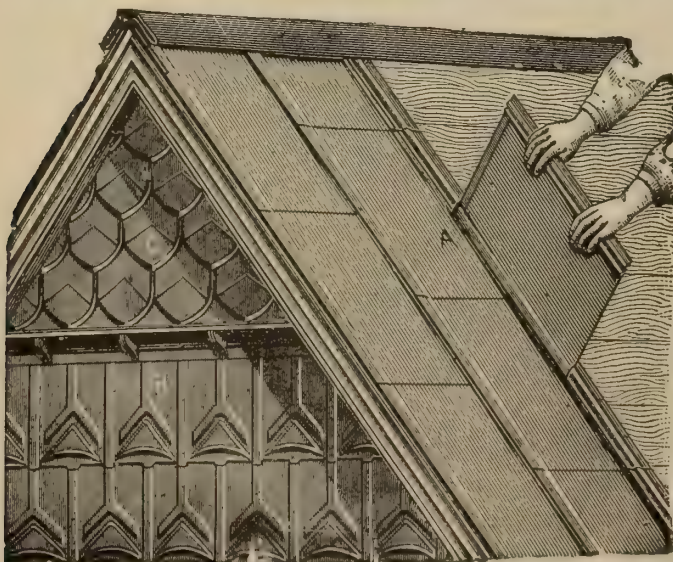
Prices and Circulars on Application.

THE METALLIC ROOFING COMPANY, Ltd.

SOLE MANUFACTURERS,

TORONTO AND WINNIPEG.

Broad Rib Sheet Steel Roofing.



The Cheapest and Best Metal Roofing and Siding in the Market. Can be Laid as Cheap as a Shingle Roof.

Specially Designed for FACTORIES, MILLS,
ELEVATORS, Etc.

ANY ONE CAN PUT IT ON.

We have recently perfected machinery for manufacturing PLAIN SHEET METAL ROOFING under the Walter's Patent. This Patent possesses advantages of construction not found in any other Metal Roofing. IT DOES AWAY WITH THE NECESSITY OF TONGUING UP EDGES, DOUBLE-SEAMING, COPING OF RIBS, RIVETING RIBS, EXPOSED FASTENINGS AND CLEATS. No expense will be spared to make THIS ROOFING in quality of metal and perfection in fitting, the very best in America. For prices apply to the Sole Manufacturers in Canada:

The Canada Galvanizing and Steel Roofing Company.

22 LATOUR STREET, MONTREAL.

JOHN J. CARTSHORE,

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Railway & Tramway Equipment

STEEL RAILS NEW OR SECOND HAND All Sections
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Australian Fence Wire Strainers.

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Highest Award, Toronto, '87



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GLASS IMPORTERS,
Bevellers and Mirror Manufacturers.

Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

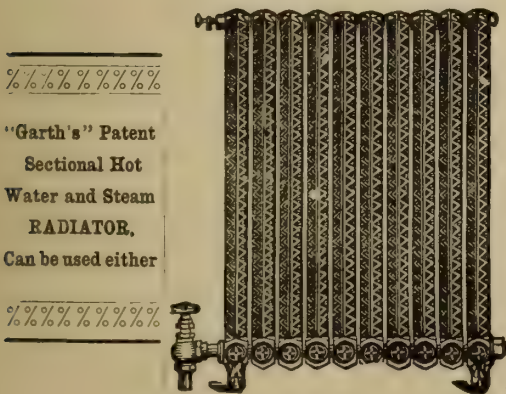
55 Victoria Street, - - - Toronto, Ont.**DOMINION METAL WORKS**

MANUFACTURES

Plumbers', Steam and Hot Water Fitters', Cotton,
Woollen Mill, Brewery, Laundry, Tobacco
Factory and Railroad Supplies.

CREAM SEPARATORS AND DAIRY UTENSILS.

ALSO MANUFACTURES



"Garth's" Patent
Sectional Hot
Water and Steam
RADIATOR.
Can be used either

for High or Low
Pressure,
Exhaust or Single
Pipe System
of Steam Heating

GARTH & CO.

536 to 542 Craig Street, Montreal.

SEND FOR CATALOGUE AND PRICE LIST.

COPPER TEA KETTLES

WITH BOOTH'S PATENT TUBULAR HANDLE.

ALWAYS COOL TO THE HAND

The Best, Strongest & Handsomest in the Market

Patented June 1, 1887.

	7 in.	8 in.	9 in.	10 in.
Polished Copper, -	\$2 25	\$2 50	\$2 75	\$3 50
Polished, nickel-plated, -	3 00	3 25	3 75	4 50

Guaranteed as Represented.

BOOTH & SON, TORONTO.



AMERICAN AND IRISH STOVES IN GERMANY.

In his commercial report to the State Department, United States Consul Monaghan, stationed at Mannheim, Germany, records the interesting fact that stoves of American and Irish manufacture are awarded preference over the home product in the young Kaiser's country. America, by her skill, he says, and Ireland through her industry, and possibly her poverty also, have produced a superior quality of stoves that amazes Continental Europe, hitherto accustomed to a very inferior article. While both kinds are popular favorites in Germany, the stoves of American make are preferred over the Irish by reason of their cheapness. Why they should be cheaper does not clearly appear, since American stoves have many extra attachments and more or less expensive ornamentation that those of Irish make lack, however excellent they may be otherwise. The conundrum is the more difficult of solution when it is remembered that the government policy of Great Britain, which prevails in Ireland, with other alien customs, by substitution for its own national policy of protection, is much lauded as enabling manufactured products to be sold at much lower figures than is possible under any other than the free trade system. [However that may be, the fact remains that the Irish stove costs more in Germany than the American product of confessedly equal, if not superior character. But there is another and less interesting phase of the Consul's report from an American trade standpoint. He notes the extreme partiality of the German at home for wares made there, and adds that he will not import what can be made in his own country, although the latter and imitated product may not be the equal in any respect of the original. Hence, foundries are being established all over Germany of late, and new companies are constantly being formed to manufacture imitation American and Irish stoves. The daily papers there contain advertisements of these wares—"Amerikanische und Irische oefen"—but the American or Irishman who expects to see a stove made in St. Louis or Belfast is speedily undeceived. They are, for the most part, clever imitations, manufactured in Mannheim or some other industrial district in Germany; and America or Ireland supplies only the pattern. The Consul says that these stoves are being purchased not only when new ones are needed, but are taking the place of the old porcelain stoves—wood burners—in many houses and offices, the

Irish pattern, on account of its price, by the rich, and the American by the poor. Continuing his narration, the Consul adds; "I had the satisfaction of going through one of the factories, accompanied by an American of German birth, who hopes to introduce these German made stoves into the United States. I could not help wondering, when I saw the rude manner in which much of the work was done and the slowness of manipulation, why we could not manufacture and export cheap enough to compete here, but above all to keep the South American and African trade from Germans. I feel perfectly satisfied that Americans could produce their own patterns and the Irish stoves much cheaper than do the Germans. The great cause for these two kinds of stoves being such favorites is their capacity, for saving the consumption of coal in a country where the latter is so dear." It is also the impression of the American official, that these imitated stoves will soon displace all the wood burners, for that fuel is proportionately higher in price than coal in Germany. Hence, he suggests that American manufacturers make an effort to secure the stove trade of South America without delay, lest the Germans, as soon as they have a surplus over the home demand, which cannot be long delayed at the present rate of production, should reach after and capture it. This suggestion is certainly entitled to serious consideration at the hands of the American stove trade.

In a Northern New York cemetery is a cook stove placed, in lieu of other monuments, above the grave of an old house wife who wore her life out in domestic duties. The bereaved widower could find no more fitting tribute to her memory, and so set up the old kitchen cook stove as a gravestone. The learned Rev. Dr. Prime, of the New York Observer, made discovery of the monument and vouches for the truth of the story.

Sackville, N. B., say the Intercolonial local freight rates on stoves have advanced 50 per cent. on the classification being advanced from third to second class. Rates now discriminate against Maritime manufacturers, as the local rate on one hundred pounds for one hundred miles is twenty-one cents, and the through rate for the same weight and distance is only seven cents. Maritime manufacturers are telegraphing the Minister of Railways, asking for the restoration of the former rates, and wiring the Maritime members for united action in securing the same. If the present local rates continue, sailing vessels will do most of the carrying trade in stoves from ports like Halifax, Windsor, Sackville, Moncton and St. John.

Every line of goods embodies a history and a science worth years of study to understand.

Master the whole business and the way to fortune has been mapped out.



The plumbing of a block of nine new stores going up on Dundas st., has gone to a tinsmith.

The contract for heating and plumbing the Young Women's Christian Institute on Elm street, in this city, has been given to Bennett & Wright.

The heating of the new asylum at Mimico has been brought up by Purdy, Mansell & Mashinter as far as it can go until building is further advanced.

Purdy, Mansell & Mashinter, have the plumbing and heating of the new St. Mary's convent on Bathurst st., and also of the new Ossington street police station.

Tenders are asked for the plumbing and heating of the building into which Wanless' jewelry store on Yonge st., in this city, is to be converted. That is to be enlarged into a high office building, heated by steam and equipped with the best sanitary furnishings.

The fire which started in the Ball Corset Works on Friday night was the means of considerable damage to the premises of Purdy, Mansell & Mashinter, plumbers on Adelaide street in this city. Their loss was at once assessed, and was settled by the insurance company on Monday morning.

The building committee of the Hamilton city council recommend that the tender of Messrs. Stevenson & Poulter, of that city, for heating, be accepted at \$4,915, using the Royal Union Radiator, less \$458 for deductions, as stated on tender, satisfactory guarantee to be furnished, as called for in specifications.

The amendments embodied in the new banking bill are briefly as follows: 1. The bank notes of all Canadian banks to pass at par within the Dominion, the banks to make arrangements amongst themselves to carry this out. 2. The notes of insolvent banks to be redeemed by means of a fund to be called the bank circulation redemption fund, and be made up by taking a certain percentage of the average circulation of the banks, this percentage being $2\frac{1}{2}$ per cent. for the first two years, from July 1, 1891, making 5 per cent. altogether, which, on 30 millions of circulation, will leave a million and a half always in the hands of the Government, the Government to pay interest at 3 per cent. per annum on these moneys; notes of insolvent banks to bear interest at 6 per cent. until notice is given for the liquidation of the notes. 3. Limitation of the number of banks by providing that before any new institution can commence business \$250,000 must have been paid into the Receiver-General. 4. Introduction of a compulsory audit system under the supervision of the shareholders.

"We often laugh at the ladies for being devotees of fashion," observed President McCall, of McCall & Haase, carriage builders, St. Louis, to Stoves and Hardware Reporter, "but the fact is we are all blind followers of what is called fashion, more or less. Perhaps I should not say blind followers, for we go ahead with our eyes wide open, and are more than content to do so. It's a good thing, too, upon the whole; for, after all, fashion is only change, and otherwise life would become very monotonous, and we would get so deep in the old grooves that we could not see out of either side. In our trade we are forced to follow fashion, of course, but we would do so voluntarily if given the choice, for the life of the business is found in progress and improvement. It may be said that some of the newer fashions in vehicles are not improvements, and, possibly, that is true of a few of them. But in general all are in the line of progress, and they are certainly novelties in an artistic way. Besides, there is a sufficient variety in styles to suit almost any individual taste, and the comforts and conveniences of the old patterns, which some yet prefer, are generally retained. The latter designs are certainly more artistic, and if fashion be an autocrat she is certainly a very wise one and worth obeying and following. The tendency is also towards cheapness; but not in the common sense. The vehicles are just as fine and finer than before, although they are afforded at a more reasonable price. Taken altogether, all departments of the vehicle trade evidence progress and improvement on every hand."

HENRY S. THORNBERRY & CO.,

Dealers in Electric Light and Electric Supplies, Bells, Batteries, Wire, Annunciators, etc. Contractors for ELECTRIC LIGHTING AND ELECTRIC WORK.

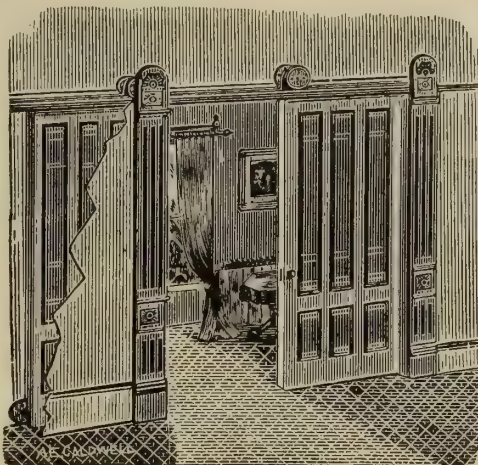
39 King St, West, TORONTO, ONT.

Clarke's Common Sense Sliding-Door Hanger

Slides back and forth with a more Graceful and Easy Motion and with less noise than any other Hanger.

With this hanger there is :

- No Side-draft.
- No Kicking.
- No Flanges on the wheels.
- No Jumping the Track.
- No Inaccessible Tracks in the Pockets.
- No Tearing Down of Lath and Plaster.
- No Dead Weight of heavy doors constantly hanging to the track.
- No Tracks to be put in until ready to hang the doors.
- No False Pockets in the Tracks for either



Single or Double Doors.

Doors equipped with this Hanger are suspended at the upper front corner and supported or rest upon a single roller secured to the lower inside corner, perfectly balanced, moving easily.

Common Sense Hangers can be applied to doors that have been hung with any other hanger without removing the plastering, woodwork, or any of the sheathing of the pockets, or creating any muss whatever.

MANUFACTURED BY

THE PETERBOROUGH LOCK MANUFACTURING COMPANY,
PETERBOROUGH, ONT.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

SPRING SPECIALTIES.

Tin Plates.
Tinned Sheet Iron.
Milk Can Fixtures.
Galvanized Sheet Iron.
Iron Pipe and Fittings.
Iron Wire, bright & annealed.
Iron Wire, Tinned and Galvanized.
Iron and Steel Wire Coppered.
Barbed Fence Wire.
Brass and Copper Wire.
Ingot Tin and Copper.
Half-and-Half Solder

Sheet and Bar Copper.
Lead Pipe and Sheet Brass.
Bar and Pig Lead.
Sheet and Block Zinc.
Spades and Shovels.
Harvest Tools.
Garden Sets and Tools.
Garden Shears.
Lawn Mowers.
Sisal and Manilla Ropes.
Hemp, Soapstone and Asbestos Packing.
Window Glass.

Painted Wire Cloth.
Ice Cream Freezers.
Ice Tongs.
Clothes Wringers and Mangles.
Brass Kettles.
Enamelled Kettles.
Enamelled and Tin Saucepans.
Agate Ironware.
Granite Ironware.
Pressed Tin and Copper Ware.
Japanned Tinware.
Bird Cages.
Wire Dish Covers.

Fly Traps.
Electro-Plated Ware.
Cutlery.
Sponges and Chamois Skins.
Lamps and Lamp Goods.
Gas Fixtures.
Cornice Pole Trimmings.
Kearney & Foote's Files.
Mathieson's Planes.
School-House Bells.
Building Paper & Carpet Felt.
Glues, etc., etc.
Guns, Ammunition, etc.

Builders' Hardware, House Furnishing Goods, Tinsmiths' Supplies. Plumbers' Supplies, Steamfitters' Supplies, Brush and Broom Makers' Supplies.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



The above Brand of Lead

Requires no Association Guarantee.

It is the STANDARD of the Dominion for

Purity, Fineness and Whiteness.

WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

Williamson
and Lambe

STORAGE.

54 & 56
Wellington St. E.,
TORONTO.

Engineers' Safeguard.



CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb...	24, 25c
Straits 100 lb ingots....	24, 25
Strip	26, 27

Tin Plates—Charcoal Plates, Bright.

Bradley Grade—	Per box.	
I.C., usual sizes	\$6 25	\$6 50
I.X., "	7 50	7 75
I.X.X., "	8 75	9 00
Raven & Ynis Grade—		
I.C., usual sizes	5 00	5 25
I.X., "	6 00	6 25
I.X.X., "	7 00	7 25
L.X.X., "	8 00	8 25
D.C., 12½ x 17	4 75	5 00
D.X., usual sizes	5 75	6 00
D.X.X., "	6 50	6 65

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 50 4 55
I.C., special sizes	4 65 4 75
B.V. Grade, I.C., usual sizes	4 50 4 65

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets ..	8 50 8 75

Charcoal Tin Boiler Plates.

Bradley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs }	64c, 7c
" 14x60, " }	
" 14x65, " }	

Iron and Steel.

Common Iron, per 100 lb	\$2 60
Refined "	2 81 2 95
Horse Shoe "	2 85 2 95
Band "	3 25
Hoop "	3 25
Swedish "	4 00 4 50
Nova Scotia Bar iron.....	3 00
Sleigh Shoe Steel	2 75
Machinery, Tire Steel	3 25
Best Cast Steel, per lb.....	0 13 0 14
Russian Sheet "	0 11 0 12
Tank Plates	2 25 2 50
Boiler Rivets.	4 75 5 00

Boiler Tubes.

2-inch	13c
3-inch	18½

Boiler Plate, ½ inch	\$3 50
" 5-16 "	3 35
" ¾ "	3 25
Sheet Iron, 1 to 20 gauge.....	3 50
" 22 to 24 "	3 75
" 24 to 26 "	4 00
Canada Plates, Blaina	3 25 3 50
" Boars Head	3 50 3 75
" Maple Leaf	3 25 3 50
All Bright	3 25 3 50
Galvanized Iron, Queen's Head—	
16 to 24 gauge, per lb	5½, 6c
26 gauge, "	6, 6½
28 "	6½, 6¾
Galvanized Iron, Gordon Crown—	
16 to 24 gauge, per lb	5½, 6
26 gauge, "	6, 6½
28 "	6½, 6¾
Note—Cheaper grades about ½ cent per lb less.	

Chain.

Proof Coil, ½ inch, per lb.....	4½c
" 7-16 inch	5½
Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—Ingot.

Lake Superior, per lb	0 15½ 0 16
Baltimore "	0 15 0 16
English B.S. "	0 15½ 0 16

Bolt or Bar.

Cut lengths, round, ½ to ¾ in, 20 28 30 31 round & square	0 26 0 28
1 to 2 in	0 26 0 28
Note—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.	

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	\$0 19 0 20
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 20 0 21
Note—Extra for tinning, 2½ cents per pound, and tinning and half planishing 5 cents per pound.	
Planished and tinned, 14x 48 and 14x60	0 30 0 32

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb..	0 20 0 24
" 35 to 45 "	0 19 0 20
" 50 lb and above per lb ..	0 18 0 19

Boiler & T.K. Pitts.

Plain Tinned, per ss.....	0 26
Spun "	0 30

Wire.

Pure, in coils—	
From 1 to 20 gauge.....	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge. 0 21 0 25	
" 27 to 30 "	0 23 0 29
" 30 and up	0 26 0 29
Sheets, hand-rolled 2x4 ft..	0 23 0 25

Zinc Spelter.

Foreign, per lb.....	0 06 0 06½
Domestic "	0 05½ 0 05¾

Zinc Sheet.

5 cwt casks.....	0 06½ 0 06¾
Part casks	0 06½ 0 07

Lead.

Imported Pig, per lb.....	0 04 0 04½
Domestic "	0 04 0 04½
Bar, 1 pound	0 05 0 05½
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 27½ p.c. discount.

Note—Cut lengths, net price; ton lots 27½ and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb ..	0 20 0 22
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Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb.....	\$0 21 \$0 22
Other makes "	0 20 0 21

Pure White Lead, ground in oil,

Associat'n guarantee, per lb.	\$6 06½
No. 1 Do.	0 05½
No. 2 Do.	0 04½
No. 3 Do.	0 04½

Prepared Paints.

(In ½, 1 and 1 gallon tins.)

Pure, per gallon	\$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 09
Golden Ochre "	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) in bbls, per lb ..	0 01½
" (J.F.L.S.) " ..	0 01½
Venetian Red (B.C.2) " ..	0 01½
" (1343) " ..	0 02
English Oxides " ..	0 03½
American " ..	0 02½
Paris Green, per lb	0 19
Burnt Sienna "	0 08½
Burnt Umber "	0 06
Drop Black "	0 12
Chrome Yellows "	0 12
" Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 70
Brown Japan "	0 70
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 20
Hard Oil Finish "	1 50

Linseed Oil (in bbls).

Raw, per gal	0 68
Boiled "	0 71

Turpentine (in bbls).

Selected Packages, per gal.....	0 65 0 67
Toronto Lead and Color Co.'s Paints.	
Pure Pr'd Paints, 1½ gal tins, p.gal, 1 10	
Elastic "	0 80
Metallic paints, for barns, in bbls ..	0 75
Carriage "	0 75
" Top Dressing ..	60c; " 45c

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	0 05½
" No. 2	0 04½
" No. 3	0 04½

A. G. Peuchen & Co.'s Prices.

Paint Oil, boiled	0 35
Peuchen's Pure English Paint in 1, ½ and ¼ gals. per gal	1 12½
Peuchen's Prepared Paint	1 00
2nd Quality Mixed Paint	0 75
Carriage Colors, quarts	0 55
Pure Lead, a guarantee	0 06½
Best White Lead	0 05½
No. 1 Lead	0 04½
No. 2 Lead	0 04½
Yellow Ochre	0 01
Golden Ochre, French	0 02
Extra Golden	0 03
Paris Green, pure	0 18
One pound package, pure	0 20
Coskion's Venetian Red	1 50
Best Vermillion	0 15
2nd Quality Vermillion	0 10
3rd	0 07
No. 1 Furniture Varnish	0 65
Brown Japan	0 65
No. 1 Carriage	1 25
Elastic Oak	1 25
Orange Shellac	2 00
White Shellac	2 25

Acme Paints.

Neal's Carriage, discount 40 p. c.	0 02
English Oxide, by the barrel	0 01½
American Oxide	0 01½
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p. c.	0 25
Granite Floor, in tins, 90c, 47½c.	1 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	0 50
Wagon and Imperial, dis 40 p. c.	\$0 90 \$1 00
Prepared House	0 50
Pemb. Metallic, for barns, roofs, etc., in bbl lots.	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz.	1 25
Acme Carriage Top Dressing, \$1 75 per doz	4 00 8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, discount 45 per cent.	
Rim Fire Military, net list.	
Central Fire Pistol & Rifle, dis 18 p. c.	
Central Fire, Military and Sporting, net list.	B.B.Caps, discount 45 p. c.
Eley's, per 1,000	\$0 25 \$1 60

Anvils.

Per lb.	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz.	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each.	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	0 65 1 59
Pegging, " "	0 65 1 25
Brad, " "	0 85 1 60
" handled	3 60 7 30
Saddlers', " "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, " "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	7 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Light Brass Nos. 3 to 10.	Per doz. 1 80 14 50
" Nos. 2 to 10.	1 00 9 00

Door.	
Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50
Cow.	
American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 p. c.	

Farm.

American, each	2 00 5 00
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House.

American, per lb.	0 35 0 40
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Bellows.

Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount 35, 40 per cent.	

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 percent.	

Bench Stops.

Per doz	5 00 6 00
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Bits—Auger.

Gilmour's dis 55 to 60 p. c.	
Excelsior—Jennings, discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jennings' Gen, net list.	

Car.

Gilmour's, 47½ to 50 per cent.	
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Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell " "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb.	0 11 0 15
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Bolts.

Carriage, dis, 60 and 5 per cent.	
Tire, dis, 50 to 50 and 10 per cent.	
Stove, dis, 40 to 45 p. c.	
Elevator, dis., 35 to 40 p. c.	
Machine, dis., 60 to 60 and 5 p. c.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 65.	
Vegetable, per doz	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	500 40 23
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Butts—Brass.

Wrought Brass dis. 60, 60 and 5 per cent.	
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Cast Iron.

Loose Pin, dis. 60 to 60 and 10 per cent.	
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Wrought Steel.

Fast Joint, dis. 60, 60 & 5pc.	
Loose Pins, " 60, 60 & 5pc.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.

Horse, per doz.	0 70 0 95
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Carpet Stretchers.

American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz	22 50
World	21 75
Daisy,	24 00
Star,	18 00

Crown Jewel, per doz	29 00
Grand Rapids,	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50pc.	
Plate " dis. 50pc.	

Cattle Leaders.

No 31 and 32, per gross.	8 50 11 25
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Cement.

Portland, car load lots	3 2
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.

White, lump, per lb.	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz	0 85 4 00

Churns.

Amer., dis. 50 p. c. to 60 p. c.	
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Clamps.

Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clips.

Axle, dis. 65 p. c.	
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Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
" No. 2	2 70

Compasses, Dividers, etc.

American, discount 65 p. c.	
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Cradles, Grain.

Canadian, discount 25 p. c.	
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Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English, " "	2 00 4 00

Draw Knives.

American, dis. 70.	
Canadian, dis 25 to 35 p. c.	

Drills and Drill Stock—Breast.

Millar Falls, per doz	16 00 51 50
P. S. & W., dis. 40 per cent.	

Twist.

Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.

Dis. 17½ to 22½ p. c.	
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Fawcets.

Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star,	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10	
Barton Smith, dis. 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis. Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25pc.	
Horse Raspers, Kearney & Foote's dis Am list, 50 pc.	
Horse Raspers, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Raspers, Spencer's, dis. Can. list, 33½ p. c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc., dis. 40 per cent.	
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Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis, 50, 50 & 10 p. c.	

Fruit Presses.

Henis' per doz	4 00
Enterprise, discount 10p. c.	

Fry Pans.

Acme, discount 50, p. c.

Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p. c.

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 40
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Glass.

4th quality Star, 1st break	1 65
" 2nd " "	1 75
" 3rd " "	3 90
" 4th " "	4 20
" 5th " "	4 50

Window Glass.

Pilkington's ordinary.	
1st break	\$4 06
2nd " "	4 32
3rd " "	5 08
4th " "	5 51
5th " "	5 94
6th " "	6 60
7th " "	7 32

Picture Glass.

Pilkington's ordinary.	
1st break	4 80
2nd " "	5 25
3rd " "	6 00
4th " "	6 60
5th " "	7 20
6th " "	7 65
7th " "	8 58

Glue.

American, per lb.	0 09½ 0 10½
Canadian " "	0 09 0 10
French Medal " "	0 13½ 0 15
White " "	0 16 0 20

Glue Pots.

Tinned, each	0 30 0 90
Enamelled " "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list, Can. discount 25 to 27½ p. c.	
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Tack.

Magnetic, per doz	1 10 1 50
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Sledge.

Canadian, per lb.	0 12½ 0 15
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Ball Peen.

English and Can., per lb.	0 25 0 37½
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Handles.

Axe per doz	1 00 3 50
Store door " "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer " "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 30 p. c.	
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Hoe.

C. & B., discount 30 p. c.	
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Saw.

American, per doz	1 00 1 25
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Hooks—Cast Iron			Picture Nails.			Scale Beams.			Cigar Box Nails, dis. 35 p.c.		
Bird Cage, per doz	0 50	1 10	Porcelain Head, p. gross	1 65	3 00	Canadian, B. S. & M. dis. 40 per cent.			Shoe Finders' Tacks & Nails, dis. 25 p.c.		
Clothes Line, " "	0 27	0 63	Brass Head, " "	40	1 00	Scrapers.			Tape Lines.		
Harness, " "	0 72	0 88	Planes.			Box, per doz	2 10	4 50	English, per doz	\$2 75	\$9 50
Hat and Coat, per gross	1 00	3 00	Wood, bench, Canadian, or American			Foot, " "	40	3 50	Chesterman's, each	0 90	2 85
Chandelier, per doz	0 50	1 13	dis. 50.			Screens.			steel, each.	0 80	8 00
Wrought Iron.			Wood, fancy Canadian, or American			Window, patent, per doz	6 00	7 50	Thermometers.		
Wrought Hooks and Staples, Can.			dis. 35, 37½ per cent.			Screw Drivers.			Tin case & dairy, dis. 75 p.c.		
Wrought Hooks and Staples, Amer			Bailey's (Stan R. & L. Co.) dis. 35, 37½			Sargent's, per doz	65	4 00	Ties.		
dis. 75 to 75 and 5 per cent.			per cent.			Screws.			Cow, per doz	1 25	2
Wire.			Miscellaneous, dis. 15 per cent.			Wood, flat head iron, dis. 47½ per cent.			Tinner's Shears and Snips		
Hat and Coat, dis. 35, 40 p.c.			Bailey's Victor, dis. 15 per cent.			Wood, round head iron, dis. 42½ per			P.S. & W., 10 p.c. advance on American		
Belt, per 1,000	0 60	2 70	Plane Irons.			cent.			list.		
Screw, bright, Eng., dis. 40, 5, 45 per			English, per doz	2 00	5 00	Wood, flat and round head, brass,			Tinware.		
cent.			Pliers and Nippers.			dis. 25 p.c.			Stamped, dis. Assn list, 70, and 12½ per		
Horse Nails.			Button's Genuine, per doz. prs. dis			Bench, wood, per doz	3 25	4 00	Japanned, dis. 35, 50 p.c.		
Canadian, dis. 50, 50 and 10.			37½, 40 p.c.			Bench iron per doz	4 25	5 75	Pieced, dis. 40, 50 p.c.		
Ice Picks.			Button's Imitation, per			Scythes.			Transom Lifters.		
Star, per doz	3 00	3 25	doz.	7 40	10 25	Discount 40 per cent.			Payson's, dis. 25 per cent.		
Kettles.			German, per doz	60	2 60	Scythe Snaths.			Traps.		
Brass spun per lb	0 28	0 30	Plumbs and Levels			Canadian, dis. 35, 37½ p.c.			Game, Newhouse, dis. 17½, 20 per cent.		
Copper, " "	0 40	0 45	R. S. & L. Co., dis. 65 p.c.			Shears.			Game, H. & N., or P.S. & W., discount 57½		
Enamelled Can. 50 p.c.			Poppers.			B. & W., japanned, dis. 75 per cent.			to 62½ p.c.		
American, 50 and 10, 60 and 5 per cent			Corn, square, per doz	1 35	2 00	Seymour's, dis. 60 p.c.			Mouse, per doz	0 35	1 50
Keys.			Pruning Shears.			Ætna, dis. 75 @ to 75 and 10 per cent.			Rat " "	2 00	4 50
Lock, Can. dis. 50 p.c.			Per doz	4 00	5 50	Sheaves.			Trowels.		
Cabinet, Trunk, and Pad-			Pulleys.			Sliding Door, per set	77	1 40	Disston's, discount 10 p.c.		
lock, Am. per gross	1 60	4 75	Hothouse, per doz	55	1 00	Shots.			German, per doz	4 75	9 00
Knobs.			Axle	22	33	Canadian, dis. 7½ p.c.			Brade's " "	7 00	10 50
Door, japanned, and N.P., Can. list			Screw	27	1 00	Shovels and Spades			S. & D., discount 35 p.c.		
dis. 50 p.c.			Awning	35	2 50	Sieves.			Triers.		
Bronze, Berlin, per doz	2 75	3 25	Pumps.			Wood Rim, black, p. doz	1 15	1 35	Butter, per doz	6 25	9 00
Bronze, Gem, " "	6 00	9 00	Rumsey, Cistern & Pitcher Spout,			tinned, " "	1 35	1 60	Trucks		
Lava " "	8 75	10 00	55, 60 per c.			Tin Rim, " "	2 30	2 45	Warehouse, each	2 25	6 50
Shutter, porcelain, F. &			Punches.			black, " "	1 80	2 25	Twines.		
L. screw, per gross	\$1 30	4 00	Saddler's, per doz	1 00	1 85	Snap.			Bag, per lb	0 12½	0 20
Ladles.			Conductors' " "	9 00	15 00	Harness, German, p. gro.	2 00	5 00	Wrapp'g, mottl'd, pr. pack.	0 50	0 60
Melting, per doz	1 70	4 50	Tinner's solid, per set		72	Acme, " "	3 00	5 50	cotton, per lb	0 18	0 20
Lemon Squeezers.			" hollow, per inch		1 00	Lock, Andrew's " "	4 50	11 50	Mattress, per lb	0 33	0 45
Porcelain lined, per doz	2 20	5 60	Putty.			Soldering Irons.			Staging " "	0 27	0 35
Galvanized, " "	1 87	3 85	Bladder, per 100 lbs	2 00	2 25	Per lb	0 30	0 32	Broom " "	0 30	0 55
King, wood, " "	2 75	2 90	Tins, lbs	2 50	2 75	Wrought Spikes.			Binding, flax, per lb		
" glass, " "	4 00	4 50	Rail.			Discount, net list.			" jute " "		
All glass, " "	1 20	1 30	Barn Door, per foot	3	3½	Spoke Shaves.			Vises.		
Lines.			Sliding Door, " "	3½	3½	Wood, English	1 80	5 00	Hand, per doz	4 00	6 00
Fish, per gross	1 05	2 50	Rakes.			Iron, American	1 35	2 35	Bench, parallel, each	2 00	4 50
Chalk, " "	1 90	7 40	Cast Steel and Malleable, Canadian			Spoons and Forks.			Coach, each	6 00	7 00
Locks—Door.			list dis. 40 per cent.			T.S.P. Co., dis. 40 & 10 p.c.			Peter Wright's, per lb	0 12	0 13½
Canadian, dis. per cent.		50	Razors.			Hutton's, per doz	50	2 50	Pipe, each	5 50	9 00
Russell & Erwin, per doz	2 90	7 50	Boker's, per doz	7 50	11 00	Nevada, " "	60	2 50	Saw, per doz	6 50	13 00
Cabinet.			Wade & Butcher's " "	3 60	10 00	D. & A., " "	1 70	4 50	Washer Cutters.		
Eagle, dis. per cent	33½	35	Razor Stropps.			Basting, Amer'n, per doz	50	1 15	Per doz	4 00	8 50
Paiock.			Currier's, per doz	1 25	3 60	Tea and Table, tinned			Well Wheels.		
English and Am. per doz	50	6 00	Rivets and Burrs.			iron, per gross	70	3 00	Amer., per doz. 8, 10 & 12 in.	3 38	6 00
Scandinavian, " "	1 00	2 40	Copper Rivets, dis. 40 to 40 and 5 p.c.			Squares.			Wire.		
Eagle, dis. per cent	15	1 17½	Iron " 40 per cent.			Iron, per doz	1 65	2 90	Market, bright and annealed, Nos. 1		
Mallets.			Burrs, Iron, 30, 33½ p.c.			Steel, dis. 75 p.c.			to 16 10 to 15 p. cent. advance on list		
Tinsmiths', per doz	1 25	1 50	Rivet Sets.			Try and bevel, dis. 50, 55 per cent.			from stock		
Carp'trs', hickory " "	1 25	3 75	Canadian, dis. 30, 35 perc.			Staples.			Market, oiled, coppered, galv., 10 to		
Lignum Vitæ, " "	3 85	5 00	Rope.			Fence, galvanized, per lb	5	5½	15 p.c. advance.		
Caulking, each	1 60	2 00	Sisal, per lb	12	12½	Wrought Iron, dis. 75, 75 and 10 per			Market, tinned, per lb	0 04½	0 08
Mattocks.			Manilla, " No. 1	14½	15	cent.			Galvanized Fence, 10 to 15 per ct. ad-		
Canadian, per doz	8 50	10 00	" No. 2	13½		Stocks and Dies, Amer. dis. 25 per			vance on list.		
Meat Gutter.			Cotton, " "	22	25	cent.			Tinned Broom, from 19 to		
Enterprise, dis. per cent	20	25	Deep Sea, " "	15	16	Stone.			22 gauge, per lb	0 06	0 06½
Dixon's, each	1 60	2 00	Rules.			Washita, per lb	0 15	50	Malin's Wire on spools, dis. 30 to 45		
Woodruff's " "	1 10	1 70	Boxwood, dis. 75 & 10 & 5 80 per cent.			Hindostan, per lb	0 06		per cent		
Hale's, " "	1 05	1 50	Ivory, dis. 40, 40 & 5 per cent.			" Slips, per lb	0 13		Clothes Line, galv., p. 100ft	0 25	0 55
Hume, " "	13 00	16 00	Sad Irons.			Labrador, per lb	0 15		Barbed Wire.		
Mining Knives.			Mrs. Potts, per set	1 15		" Axe, " "	0 15		Galv. steel barb fencing		
American, per doz	42	2 35	N. P. " "	1 50		Turkey " "	0 50		"Lock Barb," 4 point	0 53	0 06
Molasses Gates.			Sand and Emery Paper.			Arkansas " "	1 50		Ditto Glidden 2 point	0 05½	0 06
Stebbin's Patent, dis. per cent, 65 to			B. & A., sand, dis. 25, 30 p.c.			Water-of-Ayr " "	0 10		Galv. Ste l, plain twist	0 4½	0 05
70 per cent.			Emery, per quire	55	90	Scythe, per gross	3 50	5 00	Galvanized Barb, "Ly-		
Nails.			Sash Cord.			Grind, per ton	15 00	18 00	man," 2 to 4 points	0 05	0 05½
Cut, 3 inch and upwards			Per lb	22	50	Stove Polish.			Terms, 60 days or 2 per cent off for		
per keg	2 90		Sash Locks.			Per gross	1 88	7 50	cash—10 days.		
55 per cent. Brads & Moulding Nails,			Triumph and Morris, dis 37½, 40 per			M.L.S., per gross	2 50		Wire Cloth.		
discount 55 to 60 per cent.			cent.			Jacoby " "	5 00		Ordinary, discount 25 p.c.		
Wire Nails, 60 to 65 per cent. dis.			Kempshell's dis. 40, 62½ per cent.			Mirror Black Lead, per gr.	5 00		Painted Screen, p. 100 sq ft	2 25	2 35
Nail Pullers.			Canadian, dis. 45, 50 p.c.			Jos. Dixon's, bulk, per lb.	0 07		Wrenches.		
German & American	1 85	3 50	Sash Weights.			Dixon's Plumb, " "	0 15		Agricultural, dis. 70, 70 & 10 per cent		
Nail Sets.			Sectional, per lb	2½	3 00	M.L.S. Paste, per gross	9 00		Standard, dis. 60, 60 & 10 p.c.		
Square, round and octa-			Sausage Stuffers.			Nicholson's, per doz	1 00	1 25	Coe's Gen'ne, dis. 40, 45 p.c.		
gon	3 38	4 00	Each	1 00	3 00	Tacks, Brads, etc.			Diamond, dis. 33½, 35 p.c.		
Diamond	12 00	15 00	Saws.			Cut, Carpet, gimp, blue, dis. 35 p.c.			Tower's Enginee, each	2 00	3 00
Oilers.			Hand, Disston's, dis. 10, 15 per cent.			tinned, dis. 45 p.c.			" S, per doz	5 80	7 50
McClarey's Galvan. Iron			S. & D., dis. 35 per cent.			Swedes' iron, blue or tinned, dis. 42½ p.c.			G. & K.'s Pipe	6 00	
Oil Can, with Pump,			Cross-Cut, Disston's, per ft. 35, 47.			Upholsterers' dis. 42½ p.c.			Burrell's " "	3 40	
per doz	19 50		S. & D. dis. 25 per cent.			Copper Tacks and Nails, dis. 45 p.c.			Pocket, per doz	1 25	2 00
Zinc and Tin, dis. 50, 50 and 10.			Hack, complete, each	1 75	2 75	Trunk and Clout Nails, " "			Wringers.		
Copper, per doz	1 25	3 50	" frames only		75	Patent Brads, dis. 40 p.c.			Each	3 50	5 00
Brass, " "	1 50	3 50	Saw Sets.			Finishing Nails, dis. 42½ p.c.					
Malleable, dis. 25 per ct.			Per doz	1 65	9 00						
Pails.			Scales.								
Galvanized, per doz	2 00	3 50	Canadian List, dis. 40 p.c.								
Pencils.											
Dixon's, per gross	1 00	4 25									
" Carpenter	2 25	3 60									
Picks.											
per doz	6 00	9 00									

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No. 1. Fountain with spike, nickel plated	doz.						7 00	
No. 2. Magic Branch, spray or straight	"						12 00	
No. 3. New	"						10 00	
Branches: nickel plated, extra.	"						50	

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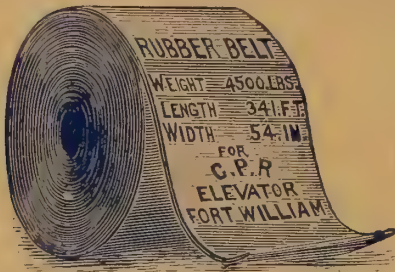
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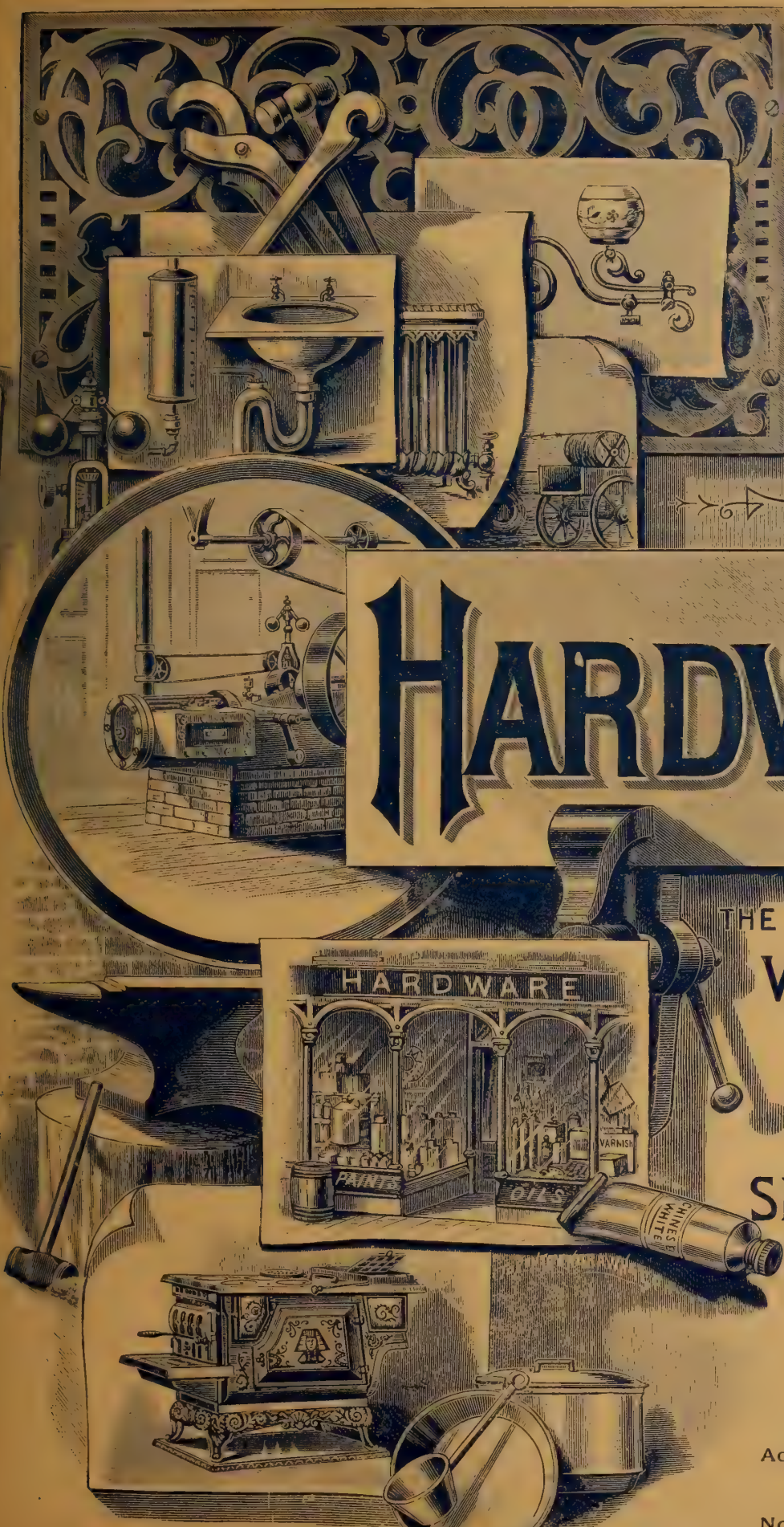
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Vol. 2.

TORONTO AND MONTREAL, APRIL 4, 1890

No. 14

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. Hugh C. McLean, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

THE COPPER SITUATION.

At present prices of copper the mine owners of the United States are making a very good thing. It is not too much to say that every company of any consequence in the Lake Superior district, in Montana or Arizona, are making money. In some cases the profits must be extraordinarily large. The natural result will be to stimulate production very materially. The greatest efforts in that direction are going on in Montana. Even though it be granted that the demand for copper is permanently enlarged, that, in other words, the metal has found its way into new channels of consumption, it is clear that prices must come nearer the cost of production. Some of the annual reports of the Lake Superior mining companies are at hand. They show that the mines can get along very well when prices decline. In 1889 the Atlantic mine produced 3,698,837 pounds of copper at a cost of 11.5 cents; the Osceola, a larger property, 4,534,127 pounds, at 10.05 cents, and the Quincy, 6,405,686 pounds, at 9.38 cents a pound, laid down, sold at New York. It is well known that the two largest mines of the Lake, the Calumet and Hecla and the Tamarack, can produce at much lower cost. It is pretty thoroughly known, too, that a price equivalent to 12 cents for Lake copper gives the producers of Montana, Arizona and New Mexico an ample margin.

The nominal price, that is, that price at which enough metal can be produced to cover the demand at a good profit to the mines, is about 12 cents. For any lengthy period the market cannot hold very considerably above that figure. The idea crops up continually that present prices are held at their level by co-operation between the mines, and that the tariff aids the iniquitous mine owners in doing it. The electrical interest particularly has made a hobby of agitation against the

duty on copper. As a matter of fact the duty on the metal is not of the slightest consequence to anybody and has nothing whatever to do with the price of ingot copper. The market is regulated broadly by international demand and supply. We are among the largest exporters of the metal, and could not hold the price at home materially above that abroad, because that would promptly divert metal now sent abroad to our markets.

The copper supplies of the world have not suffered in volume through the collapse of the syndicate. Henry Merton & Co., in their annual report of the principal copper supplies of the world, make the total product of 1889, 262,990 gross tons, against 259,126 tons in 1888, when the gamble was at its height, and 223,973 tons in 1887. To the total of last year the United States contributed 106,774 tons, while the Spanish Peninsula followed with 57,000 tons, Chili with 24,250 tons, Germany with 17,356 tons, and Japan with 15,000 tons. Producing as we do more than the three largest other copper producing countries put together, and dependent as we are upon foreign markets as takers of a part of our product, we cannot escape the influences which sway the markets of the world.—Iron Age.

ADULTERATED WHITE LEAD.

Messrs. R. Munro, of Fergusson, Alexander & Co., and Harrison Watson, of the Montreal Rolling Mills Company, Montreal, waited upon the Minister of Inland Revenue representing the White Lead Association of Canada, which has been formed to protect the public from the many spurious white leads which are offered on the market, and although marked "pure" or "genuine" are heavily adulterated with barytes and other foreign matter. The deputation says that the unaided efforts of the association have met with a certain amount of success, but the presence on the markets of certain adulterated leads shows that the intervention of the Government is the only true protection. A number of samples of Canadian make had been purchased at random in the open market and handed untouched to the public ana-

lyst. All are marked either "pure" or "genuine," and on examination were found to contain up to 53 per cent. of barytes. The present cost of white lead is about \$5.10 per 100 pounds, while barytes is worth about 95 cents per 100 pounds; and still these adulterated leads are all offered to the consuming public as either "pure" or "genuine." As the association believed that it was the desire of the Department of Inland Revenue to protect the public from such dishonest transactions, and understanding that it is at present considering the analysis of certain fertilizers in the interests of the farmers, the deputation asked that the Government will make it illegal to brand as "pure" or "genuine" anything but chemically pure white lead. Hon. Mr. Costigan said that it was too late this session to introduce a bill dealing with the subject, but that during the recess he would carefully consider the matter.

CASH DISCOUNT vs. CLERKS BONUS.

MR. EDITOR,—Heck's column in last week's issue gave a very good hint in regard to clerks' percentage or yearly bonus, but while it may be in the power of a clerk to influence cash receipts on sales I think there is a greater influence that can be brought to bear to effect more cash sales. For instance, you take any good business house. It has a certain amount of cash and credit sales larger on some days than others. Now, Mrs. A. and Mrs. B. and others are all in the store at the same time. Mrs. B. gives a long order, and it is charged in her book, and foots up \$10. Mrs. C. wants and has put up the same articles, which amount to the same total. She opens her pocket book and pays \$10 for her goods. Now, if the clerk had orders to subtract 20, 30, or even 40c. from her bill, that lady would always pay cash and tell others, that would only be too glad to pay cash and get the percentage that cash brought. But if Mrs. C. has to pay just the same amount as Mrs. B., there certainly is no advantage in paying cash, and I would like to hear of some retail or wholesale merchants that do not lose on an average each year two and perhaps four per cent. on their credit sales. They certainly lose some percentage. Now, why should the cash customer have to stand this? There is no reason, and every person, no matter how small the purchase, should have the same proportion of discount for ready money as the merchant sustains in

loss on credit customers. When merchants commence to recognize the cash customer in this way it will do more to encourage cash purchases than any one thing that can be done.

Yours,

TRAVELLER.

The method recommended by "Traveller" has often before been thought of and referred to, but so clear a demonstration of its efficacy has not often been made outside of practice. "Traveller" lays hold of another suggestion to increase sales, and by means of it as a contrasted idea brings out the merits of the more familiar but neglected method, of promoting business by extending custom. We are apt to forget that a price which is satisfactory to the dealer as an equivalent for the value of the goods and the interest on that value for an indefinite time is more than the present worth of the goods. In other words what is overlooked is this: A purchase that aggregates, say \$10, is worth \$10 either now or in future time, say eight months. If its value is \$10 now, then it should be more than that in eight months. If its value is \$10 in eight months then it should be less than that now. The difference in either case is eight months' interest on the present worth of the purchase. Now it is a very well-known fact that interest is not charged to the credit buyer until at least he has overrun the paying limit, which is usually all the way from any time to the next fall. It is also known that at the same prices which the credit buyer pays at the end of some time not greater than a year after buying, the cash man pays for his goods at once, receiving no discount. That is, he pays the future worth of the goods, the value of them in six, seven, eight, etc., months, thus making up the interest for the credit buyer, to whom no interest is charged. Or if we suppose the price levied on everybody takes in interest, then it is collected from cash buyers, of whom no interest is due the merchant.

It is right, therefore, that the buyer should get more for ready money than for credit representing ready money. It is open for the trader to have a radical price, from which he shall deduct for cash, or to which he shall add for time. Viewed from the honesty standpoint one way is as good as the other. Viewed from the standpoint of business policy the discount for money down is far the better way of adjusting the matter, ahead of the interest plan. The more immediate and personal the effect, the better is its service. Also the more agreeable the effect the better it is for the trader. Interest charged at the end of a given time causes discontent and does not draw a man's trade. Discount reduced at the time of purchase, in the presence of the purchaser, makes the customer feel pleased and induces him or her to come back. The thing done gracefully is productive of the best returns. To announce that

you do this thing leads to the expectation of it, and takes from it its chief strength of a personal attention, therefore, it is better done in practice than done upon specific profession.

—Canadian Grocer and General Store-keeper.

THE COLLECTION LAW.

TO THE EDITOR CANADIAN GROCER.

DEAR SIR,—In my last letter I tried to show the benefits to retailers of a change in the collection laws of Ontario. The benefits to wholesale houses would be far more, as is clearly shown in THE GROCER of March 14th, by your statement of H. A. Collins' settlement with his creditors. The loss to Mr. H. A. Collins has been considerable, but the wholesale houses have lost very heavily. Your statement shows Mr. Collins to have \$10,000 of bad debts. Allowing \$2,000 for parties leaving the country, and \$8,000 for slow payers still residing in Canada, I feel satisfied that under a new Act with a 10 per cent clause every dollar of the \$8,000 could be collected in five years. These figures of Mr. H. A. Collins' case show that I underestimated the amount each merchant would gain by a change in the judgment summons law when I said \$500 each. I feel quite sure that two-thirds of the bankruptcies would disappear by a change in the Act. Money lenders would buy up lots of those claims at nearly their face value, and thereby furnish the means to pull through the crisis such men as Mr. Collins. When you meet some of those dead-beats they hang their heads as if they had robbed a till. After a few years of the proposed Act they would hold their heads up as honest men do. Instead of the next generation being trained to beat and live like parasites upon the social system they would be trained to be honest men. Pope has said "an honest man is the noblest work of God." He should certainly hold the second place in that work. Let our legislators come to the rescue of the present and the coming generation and enact a compulsory saving bank measure that will lift the improvident, the drunkard, and the dead-beat out of the old rut.

The blessings to the workingman that would follow a change would be incalculable.

Yours,

COUNTRY MERCHANT.

In illustration of the benefits to retailers of an improved law for the recovery of debts, our correspondent refers to the loss through bad debts to Mr. H. A. Collins. The case of that dealer, however, is instructive not so much to law-makers as to business men. Mr. Collins' huge list of bad debts was not the fault of a defective law nearly so much as, first, of an indiscriminating allowance of credit to his customers, and second, of almost utter indifference to the business duty of notifying debtors. Plenty of those accounts were good if they had been looked after, but not a few people whose names were on the books had never been offered a statement. Such neglect as this no collection law can provide against. No matter how much protection law affords it can never guarantee all candidates for credit to be secure or to be industrious. They may be

living on the means or industry of somebody else. Nor can the law arm a dealer with what nature has withheld from him or habit has deprived him of; that is to say, law cannot make him distinguish the irresponsible or worthless would-be debtors from the producing class. Debts are bad, therefore, either because the dealer is to blame or because the law is. The dealer's fault may be either the conceding of credit that is unsupported by industry, means or other basis of legal responsibility, or it may be dilatory collecting. Both these faults are fruitful sources of loss, and a fair proportion of the aggregate bad debts in the country's trade must be assigned to them. This is not said to diminish in any way the widespread sense of the inadequacy of our collecting laws to collect. It is said for the benefit of such traders—of whom our correspondent is not one—as are disposed to lay blame anywhere that takes it from their own door. Let credit be given on a sound basis, let the redemption of it be insisted upon, and then the attempts of men like "Country Merchant" to get the law set right will receive readier legislative attention. So long as the Attorney-General can point to business methods that are plainly very fertile of bad debts, the efforts of sincere clear-headed men will not avail to have removed that cause which incontrovertibly lies in the law.

"Country Merchant" has pointed out with his usual clearness good effects that would flow to wholesalers and retailers from the adoption of the ten per cent. assessment system. His scheme should be examined by men in business, and their opinions of it forwarded for presentation through these columns to the trade of the country. The matter is a most important one, and the present proposal for the amelioration of it has the advantages of apparent efficiency and undoubted simplicity. Reform can be helped along only by the co-operation of those for whose interest reform is sought.

THE TARIFF CHANGES.

That there are "many men of many minds" was fully exemplified on Change last week. It was a very animated gathering that assembled, and the revision of the tariff was a very interesting topic to the group of flour, grain and provision men who were discussing it. On the whole, although an apparent want of unanimity was shown, it is very likely, if the inner thoughts of all were known, and considering the fault-finding peculiarities of human nature, and taking one branch with another, that the changes are equitable to the mercantile community as a whole.

Restore goods to their proper places as soon after using as possible.

Soap and water are cheap, but soil on goods is expensive.

A customer secured is a promise of greater salary in time.


CAVERHILL, LEARMONT & CO'Y,

"Gem" Ice-Cream Freezers

TWO TO FOURTEEN QUARTS.

"Crown Ice-Cream Freezers

EIGHTEEN TO THIRTY-TWO QUARTS.

 Write for Prices, as we
are Headquarters.

MONTREAL.

THE TARIFF CHANGES.

As was to have been expected the recent tariff changes which went into effect in March 28, are all in the direction of further protection, but they appear to have been judiciously drawn up, and will doubtless give satisfaction to the majority of the people, at least that portion who are believers in the principles of the National Policy. While the manufacturers have no reason to complain of what revisions are made, the farmers have not been forgotten, and, if it is possible to legislate in the interests of the agricultural classes, it is high time that something was done for the bettering of their condition. The millers have been partially successful in their agitation for an increase in the duty on flour, and 25 cents per barrel has been added, making the total tax 75 cents per barrel. That the people of the Maritime Provinces might not oppose this there is to be a reduction to half the duty on molasses and a rebate of ninety per cent. on corn when ground into meal. Seed corn, to be grown for ensilage, is placed on the free list. Direct benefits are expected to accrue to the farmer by considerable increases in the duties on meats and live stock, and the clamors of the fruit growers are to be pacified by a partial restoration of the fruit duties. British Columbia gets mining material not manufactured in Canada admitted free for the space of three years, and our shipbuilding industry is to be benefitted by the admission, free of duty, of all material to be used in the construction of steel or iron vessels. The duties on common window glass have been reduced. The iron duties have not been tampered with, and the Minister of Finance gives notice of a resolution to continue the bounty on pig iron of \$2 per ton until June 30, 1897.

Some information that is interesting to hardware or metal merchants is as follows:

"N. E. S." means not elsewhere specified.

The expression "gauge," when applied to metal sheets or plates or to wire, means the

thickness as determined by Stubbs' standard gauge.

The expression "in diameter," when applied to tubing, means the actual inside diameter measurement.

The expression "sheet" or "sheets," when applied to metals, means sheets or plates of not exceeding three-sixteenths of an inch in thickness.

The expression "plate" or "plates" when applied to metals, means plates or sheets of more than three-sixteenths of an inch in thickness.

The duties on goods dealt in by hardware, metal, paint or oil merchants are to be as below:

Axle grease 1c. per lb.

Blacking, shoe and shoemakers' ink, and shoe, harness and leather dressing and harness soap, 30% ad valorem.

Brass in strips for printers' rules not finished, and brass in strips or sheets of less than 4 inches in width, 15% ad valorem.

Old and scrap copper, copper in pipes, bars, rods, bolts, ingots and sheathing, not planished or coated, and copper seamless drawn tubing, 10 per cent. ad valorem.

Copper, all manufactures of N.E.S., 30 per cent. ad valorem.

Copper, in sheets or strips of less than four inches in width, 15 per cent. ad valorem.

Cotton cord and cotton braided cords, 30 per cent. ad valorem.

Cordage of all kinds, N.E.S., 1¼ cents per pound and 10 per cent. ad valorem.

Hammocks and lawn tennis nets and other like articles manufactured of twine, N. E.S., 35 per cent. ad valorem.

Drain pipes, sewer pipes, chimney linings or vents and inverted blocks, glazed or unglazed, earthenware tiles, 35 per cent. ad valorem.

Gas meters, 35 per cent. ad valorem.

Crystal and decorated glass tableware, made expressly for mounting, with silver-plated trimming, when imported by manufacturers of plated ware, 20 per cent. ad valorem.

Glass carboys and demijohns, empty or filled, bottles and decanters, flasks and phials of less capacity than eight ounces, 30 per cent. ad valorem.

Lamp, gas light and electric light shades, lamps and lamp chimneys, sidelight and

headlights, globes for lanterns, lamps, electric lights and gas lights, N.E.S., 30 per cent. ad valorem.

Common and colorless window glass and plain, colored, stained or tinted glass in sheets, 20 per cent. ad valorem.

Ornamental figured and enamelled colored glass, oriented and vitrified glass, figured, enamelled and obscured white glass and rough rolled colorless plate glass, 25 per cent. ad valorem.

Stained glass windows, 30 per cent. ad valorem.

Silvered plate glass, 30 per cent. ad valorem.

Silvered plate glass, bevelled, 35 per cent. ad valorem.

Plate glass, not colored, in panes of not over 30 square feet each, 6 cents per square foot, and when bevelled, 1 cent per square foot additional.

Plate glass in panes of over 30 and not over 70 square feet each, 8 cents per square foot, and when bevelled, 1 cent per square foot additional.

Plate glass in panes of over 70 square feet each, 9 cents per square foot, and when bevelled, 1 cent per square foot additional.

Imitation porcelain shades and colored glass shades, not figured, painted, enamelled or engraved, 20 per cent. ad valorem.

All other glass and manufactures of glass, N.O.P., including bent plate glass, 20 per cent. ad valorem.

Gun, rifle or pistol cartridges, and cartridge cases of all kinds and materials, percussion caps and gunwads of all kinds, 35 per cent. ad valorem.

Corset clasps, spoon clasps or busks, blanks, side steels and other corset steels, whether plain, japanned, lacquered, tinned or covered with paper or cloth, also buck, bone or corset wires covered with paper or cloth, cut to lengths and tipped with brass or tin or untipped or in coils, five cents per pound and thirty per cent. ad valorem.

Ferro manganese, ferro silican, spiegel, steel bloom ends and crop ends of steel rails for the manufacture of iron or steel, \$2 per ton.

Builders', cabinetmakers', harnessmakers', and saddlers' hardware, including curry combs, carriage hardware, locks, butts and hinges, N. E. S., and tools of all kinds, N. E. S. 35 per cent. ad valorem.

Firearms, 20 per cent. ad valorem.

2 Surgical and dental instruments of all kinds; 0 per cent., ad valorem.

Lapwelded iron tubing, threaded and coupled or not, $1\frac{1}{2}$ to 2 inches inclusive in diameter, for use exclusively in artesian wells, petroleum pipe lines and petroleum refineries, 20 per cent. ad valorem.

Other wrought iron tubes or pipes, $1\frac{3}{4}$ cents per pound.

Wrought iron or steel nuts and washers, iron or steel rivets, bolts with or without threads, nut and bolt blanks, T and strap hinges and hinge blanks, N. E. S., 1 cent per pound and 25 per cent. ad valorem.

Lead, nitrate and acetate, if not ground, 5 per cent. ad valorem.

Lead pipe and lead shot, 1 1-2 cents per pound.

Mucilage and liquid glue, 30 per cent. ad valorem.

Linseed or flaxseed oil, raw or boiled, 1-4 cents per pound.

Lubricating oils, composed wholly or in part of petroleum and costing less than 30 cents per gallon, 7 1-5 cents per gallon.

Oilcloth and oiled silk, in the piece, cut or shaped, oiled, enamelled, stamped, painted or printed, India rubbered, flocked or coated, N.O.P., 5 cents per square yard and 15 per cent. ad valorem.

Opium (crude), one dollar per pound, the weight to include the weight of the covering.

Painting prints, engravings, drawings and building plans, 20 per cent. ad valorem.

Dry white and red lead, and orange mineral and zinc, white or carbonate of zinc, 5 per cent. ad valorem.

Colors, dry, N.E.S., 20 per cent. ad valorem.

Paints and colors, pulped or ground in oil or other liquids, N.E.S., 30 per cent. ad valorem.

Paints ground or mixed in or with either Japan, varnish, lacquers, liquid driers, collodion, oil finish or oil varnish, rough stuff fillers and all liquids, prepared or ready mixed paints, N.E.S., 5 cents per pound and 25 per cent. ad valorem, the weight of the package to be included in the weight for duty.

Oxides, ochres and ochre earths, fire-proof umbers and siemas, ground or unground, washed or unwashed, calcined or raw, 30 per cent. ad valorem.

Paints and colors ground in spirits, and all spirit varnishes and lacquers, \$1 per gallon.

Water limestone or cement stone, one dollar per ton of thirteen cubic feet.

Curling stones, so called (of whatever material made) 20 per cent. ad valorem.

Telephone and telegraph instruments, telegraph, telephone, and electric light cable, electric and galvanic batteries, electric motors and apparatus for electric lights including incandescent light globes and insulators of all kinds, N. E. S., 25 per cent. ad valorem.

Stamped tinware, japanned ware, granite ware, enamelled iron ware, and galvanized iron ware 35 per cent. ad valorem.

Tinware and manufactures of tin N. E. S., 25 per cent. ad valorem.

Files and rasps, ten cents per dozen and 30 per cent ad valorem.

Picks, mattocks, hammers, weighing three pounds each or over, sledges, track tools, wedges, or crowbars of iron or steel, one cent per pound and 25 per cent, ad valorem,

Shovels and spades, shovel and spade blanks, and iron or steel cut to shape for same, \$1 per dozen and 25 per cent ad valorem.

Scythe handles or snaths \$1 per dozen.

Cotton twine one cent per pound and 25 per cent. ad valorem.

Twine for harvest binders of jute, manilla or sisal and of manilla or sisal mixed, 25 per cent. ad valorem.

Twine of all kind, N. E. S., 35 per cent ad valorem.

Whips of all kinds, except toy whips, 50 cents per dozen and 30 per cent. ad valorem.

Wire of brass or copper, 15 per cent. ad valorem.

Wire covered with cotton, linen, silk or other material, 35 per cent. ad valorem.

Pails, tubs, churns, brooms, brushes and other manufactures of wood, N. E. S., and wood pulp, 25 per cent. ad valorem.

Fibre ware, indurated fibre ware, vulcanized fibre ware and all articles of like material, 30 per cent. ad valorem.

Wire of all kinds, N. E. S., 25 per cent. ad valorem.

Electric arc light carbons or carbon points \$2.50 per 1,000.

Plough plates, mould boards and landsides when cut to shape from rolled sheets of crucible steel, but not moulded, punched, polished or otherwise manufactured, and being of a greater value than four cents a pound, twelve and one-half per cent. ad valorem.

Wrought scrap iron and scrap steel, being waste or refuse wrought iron and steel, and fit only to be re-manufactured, the same having been in actual use, not to include cuttings or clippings, which can be used as iron or steel without re-manufacture, two dollars per ton.

Illuminating oils composed wholly or in part of the products of petroleum, coal shale or lignite, costing more than 30 cents per gallon, 25 per cent. ad valorem.

Wrought iron or steel sheet or plate cuttings or clippings, as cut at the rolling mills, and fit only for re-rolling, and to be used for such purpose only, 30 per cent. ad valorem.

The following articles are to be admitted free of duty:—

Antimony not ground, pulverized, or otherwise manufactured.

Old scrap brass and brass in sheets or plates of not less than four inches in width.

Fire bricks for use exclusively in processes of manufacture.

Copper in sheets or plates of not less than 4 inches in width.

Colors, metallic, viz:—oxides of cobalt, zinc and tin, N. E. S.

Diamond drills, for prospecting for minerals, not to include motive power.

Gums, viz. amber arabic, Australian Copal, Demar, Kaurie, Mastic, Sandarac Senegal, shellac or white shellac, in gum or flake for manufacturing purposes, and gum tragacanth, gum Jedda and gum Barberry.

Iron or steel rolled round wire rods, under half an inch in diameter, when imported by manufacturers for use in making wire in their factories.

Mining machinery imported within three years after the passing of this Act which is at the time of its importation of a class or kind not manufactured in Canada.

Platinum wire and retorts, pans, condensers, tubing and pipe made of platinum,

when imported by manufacturers of sulphuric acid for use in their works in the manufacture or concentration of sulphuric acid.

Rags of cotton, linen jute, hemp and woolen, paper waste or clippings and waste of any kind except mineral waste.

Resin, or resin in packages of not less than one hundred pounds.

Steel of No. 20 gauge and thinner, but not thinner than No 30 gauge, to be used in the manufacture of corset steels, clock springs and shoe shanks, and flat wire of steel of No 16 gauge, or thinner, to be used in the manufacture of crinoline and corset ware, when imported by the manufacturers of such articles for use in their own factories.

Sulphate of iron (copperas) and sulphate of copper (blue vitriol).

Whiting or whitening, gilders' whiting and paris white.

Brass and copper wire twisted, when imported by manufacturers of boots and shoes for use in their own factories.

Wire, when imported by manufacturers of toilet pins for use in the manufacture of such articles in their own factories only.

Crucible cast steel wire, when imported by manufacturers of wire rope, pianos, card clothing and needles, for use in the manufacture of such articles in their own factories only.

Ribs of brass, iron or steel runners, rings, caps, notches, ferules, mounts, and sticks or canes in the rough or not further manufactured than cut into lengths suitable for umbrella parasol or sunshade sticks, when imported by manufacturers of umbrellas, parasols and sunshades, for use in their factories in the manufacture of umbrellas, parasols and sunshades only.

Manufactured articles of iron or steel which at the time of their importation are of a class or kind not manufactured in Canada, when imported for use in the construction of iron or steel ships or vessels.

Wire of iron or steel, No 13 and 14 gauge, flattened and corrugated, used in connection with the machine known as the wire grip machine for the manufacture of boots, shoes and leather belting, when imported by manufacturers of such articles to be used for these purposes only in their own factories.

Steel of No. 12 gauge and thinner, but not thinner than No. 30 gauge, when imported by manufacturers of buckle clasps and ice creepers, to be used in the manufacture of such articles only in their own factories.

Rickert Bros'. stook was purchased, in Hamilton, on the 27th ult., by W. L. Graham at 68 $\frac{1}{2}$ c. on the dollar.

No young man can possibly have mistaken his calling who finds in it what the world wants done, and in himself the power to do it well.

Goods conveniently located save time, money and temper in showing.

A feather duster disperses but does not remove the dust from the store.

How to Sell Goods

Send Ten Cents to the HARDWARE PUBLISHING CO. for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods."

HARDWARE PUBLISHING CO.,

6 Wellington St. W., Toronto.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

Black Diamond Files

CATALOGUES RECEIVED.

The Dominion Wire Manufacturing Co. (Limited) of Montreal and Toronto, have issued their catalogue for 1890. The little volume would need to be expanded into many times its present size to hold all the matter it is filled with, if that matter were not so admirably condensed. The information given is full and clear, while the minimum of brevity is secured by the use of the tabulated form throughout. All the products of the Company's works at Lachine are illustrated, and every cut is well defined and satisfactory. Under the heads of common nails, fine nails, barbed common nails, lining nails, smooth box nails, barbed cigar box nails, shingle and numerous other classes of wire nails; iron and steel wire, light straightened wire, heavy straightened wire; gimlet point screws, diamond point screws; Lyman fencing, fencing tools, etc., etc., there is an immense collection of information that is necessary to every man who handles hardware stock. There is a table of contents at the back of the book.

The Guelph Carriage Top Co. are mailing a very handsome catalogue to the trade. Amongst the styles worthy of special mention are the Walker folding carriage top, Walker's folding wagon top, Catel's patent carriage top, springs, improved steel stays, etc., etc. In fact each of the twenty-eight pages contains some special feature. The company report that they are fully three weeks behind on orders, but expect to catch up by May 1st.

The McClary Manufacturing Co. have supplied the trade with copies of the summer catalogue for the current year. It is well filled with cuts, explanatory paragraphs, and price quotations. It treats of lines that are of interest only to summer trade, and does not comprehend the full assortment of stoves, ranges, furnaces, etc., manufactured by the

company. The stock this pamphlet brings before the attention of dealers consists chiefly of milk-can fixtures, creamery-can trimmings, dinner-pails, eave-troughs, sap buckets, lamps, cages, oil stoves, kettles, gas stoves, ice-cream freezers, refrigerators, water-coolers, etc., etc. Everything is very plainly presented. The full catalogue of the articles made at the McClary works will shortly be issued.

A wagon works factory, to employ sixty hands, will be started at Walkerville.

Special Customs Agent Drulard, of Windsor, on Saturday, seized the plant of the French paper Le Progress for passing machinery through the customs at an undervaluation.

It is said that a syndicate has all but completed negotiations with Ald. Leslie for the purchase of a large tract of ground in the east end of the city, on which it is proposed to erect extensive steel and iron smelting works.

The Mossbay Hematite Iron and Steel Company, of Workington, England, have suspended owing to the fall in prices of iron and unprofitable contracts. The company announces that it will pay its creditors in full.

A visit to the carriage factory of Mr. John Burns, 130 John street, Toronto, found the whole establishment busy from floor to garret. Ordered carriages are the specialty of Mr. Burns' trade. Two new Victorias in all the beauty of faultless finish and a gem of a dog-cart ready for the road took our eye in particular. In the workshop the hands were engaged upon an order from the Dominion Express Co. for a dozen new wagons.

The faculty to make friends and conciliate enemies, being all things to all men, is inherent in the first-class salesman.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

PORTLAND CEMENT

ROMAN, CANADIAN, KEENE'S & PARIAN CEMENTS.

FIRE BRICKS, FIRE CLAY, FLUE COVERS, GAS RETORTS.

DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING SANDSTONES, CALCINED PLASTER.

BUILDERS' & CONTRACTORS' SUPPLIES
Of every description.

WM. McNALLY & CO.,

Offices, 50 & 52 McGill Street

Yards: McGill, Wellington, Grey Nun and Youville Sta.

MONTREAL.

SEND YOUR ADDRESS TO

The Adamant Manuf'g Co'y,
100 ESPLANADE ST. EAST,
TORONTO,

For full particulars of

ADAMANT WALL PLASTER.

A New, Cheap, and Easily Applied Plaster that will not fall off.

A most comprehensive circular sent on application

ANDREW C. DALLAS & CO.

DEALER IN

PIG TIN, LEAD, COPPER, ANTIMONY, SPELTER, ETC.; COPPER AND BRASS SHEETS AND TUBING; GALVANIZED IRON & TIN PLATES; IRON BEAMS, CHANNELS, ANGLES, SHEETS, ETC.; SCOTCH AND AMERICAN PIG IRON; SCRAP IRON IN CAR LOTS, ETC.

TELEPHONE 1821.

38 YONGE ST. - - - TORONTO.



Two tough looking characters were arrested in this city a few days ago on the charge of breaking into J. H. Jobbitt's general store, Claremont.

The following quotation is on the wall of one of our subscribers at Collingwood.

"Love not sleep, lest thou come to poverty
Open thine eyes and thou shalt be satisfied.

Wm. Johns, formerly secretary-treasurer of the Oshawa Stove Co., has been appointed traveler for the McClary Stove Company, with headquarters in Oshawa.

The Grangers according to the statement of their manager, have lost \$1,500 per year in the Kincardine salt works, purchased by them a few years ago. For five years the property is to be assessed at \$4,000.

An English electrician has invented a material that he calls "Alterion" for the prevention of corrosion in boilers. The boiler is coated with the material, and electrical currents are sent through it.—Chicago Journal of Commerce.

At a recent meeting of the Toronto City Council, it was decided to instruct the city solicitor to prepare a by-law to put a stop to bell ringing, drum beating, dodger distributing on the streets as methods of advertising, as such practices are annoyances to the public.

A local Business Men's Association has been formed at Minnedosa, as one of the fruits of the recent convention at Winnipeg. The officers are G. A. Hogarth, President; H. S. Taylor, Secretary; J. S. Greig, J. K. Patton, R. McLenaghan, and P. J. McDermott, Executive Committee.

The Iron Age says the Detroit River Tunnel Company will ask authority from Congress to construct a tunnel at that city, by boring beneath the bed of the river by hydraulic pressure. Luther Beecher, whose system it is proposed to adopt, has taken out patents for his invention.

The Walker foundry in Belleville, which has been idle since the 10th of January last, will resume operations again in a short time. It is understood that the new company controlling the same will be Messrs. Tobias Carr, James Macoun, George Keith, Theodore Spofford, of Belleville and Mr. George Gordon, of Deseronto.

Notice appears in the Canada Gazette that application will be made to the Governor in Council for the incorporation of a firm to be named the Diamond Glass Company (Lt.). The principal place of business is to be Montreal. The company will manufacture window glass, glassware of every description,

and earthenware. The members of the company are to be Messrs. Wm. Yuile, David Yuile, David William, Ralph Young, John Watt, all of Montreal.

Consul General Pratt has informed the Department of State of the arrival at Bushire, Persia, of a set of well-boring machinery from New York in charge of an American engineer. Operations will begin immediately under a concession of the exclusive right of boring artesian wells in the Persian Empire to an American association. The Consul-General says: "The general scarcity of water being the main obstacle in the way of Persia's agricultural development there can be but little doubt of the financial success in question, if, as anticipated, water for irrigating purposes can be obtained at a sufficiently convenient depth from the surface."—Iron Age.

In the Winnipeg legislature last week Hon. Mr. Greenway introduced the Railway Aid Bill, which grants assistance to the Hudson's Bay road to the extent of \$3,000 per mile in the Province as a cash bonus, not to exceed 250 miles, to be paid on completion and operation of the road, or in instalments as the work progresses, providing a satisfactory guarantee is given that the railway company will complete the road and that the principal and compound interest at 5 per cent. will be paid yearly on the bonds already issued to aid the railway. Instead of a cash bonus a guarantee of interest upon the bonds of the company will be given to the amount probably of three-quarters of a million at 5 per cent. for twenty years, and a bonus is also to be given to the railway from Deloraine to the coal fields—17 miles—of \$1,200 per mile, conditionally that coal shall be sold at Winnipeg and other points on the railway at 5.50 per ton, and that the quality and quantity of coal is satisfactory.

A special meeting of the Board of Trade was held in Kingston on the 27th ult. to consider the establishment of cement works there. Mr. Lenderoth in his report to the board stated that good Portland cement could be manufactured in Kingston at the least possible cost. A building for manufacturing purposes should be 64 feet by 108 feet. Messrs Folger Brothers offered a lease of the land adjoining the tannery of Ford & Sons at a reasonable rental. If a company is formed the site could be brought into connection with the Kingston and Pembroke railway by a switch from the west. The capital required will be \$30,000 for a reasonable period. The plant will be such that in the event of a dull period in the cement trade high class brick can be manufactured at a considerable profit. Mr. Lenderoth would erect a kiln at his own expense, and produce samples for examination. He was sure the result of the experiment would give satisfaction. The works would employ about twenty men.

An Orillia despatch says:—Some time ago Messrs. P. W. Bell & Co., of Collingwood, bought the stock-in-trade of Messrs. F. Kean, Son & Co., of this place, leased the premises, and proceeded to make a sacrifice sale by retail of the stock. The business had not been running very long when fire rather mysteriously broke out in the cellar, but it was extinguished without much damage being done. A couple of months ago a fire again broke out—during the absence of Mr. P. W. Bell in Toronto—and the stock and building were pretty badly damaged. The damaged stock was bought by Mr. Charles Nelson (who had been Mr. Bell's chief man of business), and was removed to another building, and selling off proceeded at a bigger sacrifice than ever, until all was sold, when Mr. Nelson left town for Toronto, going into business in that city. On Monday last Mr. P. W. Bell was arrested at the instance of his Toronto creditors, on the charge of having sold his damaged stock to Nelson with intent to defraud his creditors, and this afternoon his preliminary examination is going on here. Further sensation in connection with this case is caused by the arrest in Toronto yesterday of Charles Nelson on a charge of arson, and he is now in the lock-up here to come up for examination to-morrow. Mr. Samuel Abbott, barber, of Orillia, who was associated with Nelson in the purchase of the damaged stock, is also in the lock-up pending examination as an accomplice.

CHARTERED BANKS.

The following is a list of the banks in Canada acting under a Dominion Government Charter:

ONTARIO.

Bank of Toronto.	Imp'l Bank of Canada.
Can. Bank of Commerce.	Traders' do
Dominion Bank.	Bank of Hamilton.
Ontario Bank.	Bank of Ottawa.
Standard Bank.	Western Bank of Can.

QUEBEC.

Bank of Montreal.	Merchants Bank of Can.
Bank of B. N. America.	Banque Nationale.
Banque du Peuple.	Quebec Bank.
Banque Jacques Cartier.	Union Bank of Canada.
Banque Ville Marie.	Banque de St. Jean.
Banque d'Hochelaga.	Banq. de St. Hyacinthe.
Molson's Bank.	East. Townships Bank.

NOVA SCOTIA.

Bank of Nova Scotia.	Halifax Banking Co.
Mer. Bank of Halifax.	Bank of Yarmouth.
People's Bank do	Exch. B'k of Yarmouth.
Union Bank do	Com'l B'k of Windsor.

NEW BRUNSWICK.

Bank of N. Brunswick.	People's Bank.
St. Stephen's Bank.	

MANITOBA.

Commercial Bank of Manitoba.

BRITISH COLUMBIA.

Bank of British Columbia.

He who is steadily a source of profit to his employers in the selling of merchandise must be accounted a first class salesman.

Every line of goods embodies a history and a science worth years of study to understand.

Master the whole business and the way to fortune has been mapped out.

TORONTO LEAD AND COLOR COMPANY'S VULCANIZED FLOOR PAINTS

SOMETHING ENTIRELY NEW.

Dry hard with a fine gloss in 12 hours.

READ OUR TESTIMONIALS.

We have been selling Toronto Lead & Color Co's pure paint about five years. think it the best mixed paint in the market.

WALLACEBURG, DEC. 14th, 1889.

It has given perfect satisfaction, and we

SHAW & WOOLIVER.

THE NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

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THE MILLS, Campbellford, Ont.

B. GREENING WIRE CO., LTD. MANUFACTURERS OF

Painted Screen Cloth,
Clothes Line Wires,
Perforated Sheet Metals,
Wire Cloth, all kinds,
Wire Rope, all kinds,
Metallic Lathing.

Wholesale agents for Ontario Wire Fencing Co. Send for Catalogue mentioning your requirements.

Hamilton, Canada.

CAUTION.

Joseph Rodgers & Sons,
(LIMITED.)

Find it necessary to caution the public
against imitations of their manufactures.
None are genuine unless bearing the

MARK.

TRADE



GRANTED

1764.



71 Yonge Street.

BINDER TWINE.
BINDER TWINE.
BINDER TWINE.

Car Lots and less than Car Lots.

HOBBS HARDWARE CO.,
LONDON, - ONT.

ASK FOR QUOTATIONS.

THE DOMINION WIRE ROPE COMPANY,
MANUFACTURERS OF



(Works at Lachine).

FOR HOISTING, MINING, TRANSMISSION
OF POWER, TOWING, SHIPS' RIGGING,
GUYS, ETC., ALSO LANG'S PATENT WIRE
ROPE FOR TRANSMISSION AND
COLLIERY PURPOSES.

Signal Strand Clothes Lines & Seizing Wire.

JAMES COOPER, Agent,
MONTREAL.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in
Canada. Experienced glaziers sent to set same
when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

J. W. PATERSON & BRO.,

MANUFACTURERS AND IMPORTERS,
TORONTO AND MONTREAL.



Our O.K. Building Paper is guaranteed water-proof and air-tight; it is also odorless, will unroll freely in the coldest weather, and can be used without soiling your hands.

Try a sample lot of O.K. Paper; it is cheaper than Common Building Paper.



PROVINCE OF ONTARIO.

Algoma Mills—McQuire, Glackin & Co., general store, dissolved, succeeded by McQuire Bros.

Galt—Childs, A., grocery, sold out.

Grand Valley—Tough & Hendry (estate of) general store, stock sold.

Niagara Falls—Ward, E., (Mrs. W.) general store, assigned to C. S. Scott, Hamilton.

Thamesville—James, A. E., general store, stock, etc., advertised to be sold by auction on 2nd prox.

Washago—Miller, David, general store, etc., shingle mill burnt.

PROVINCE OF MANITOBA AND NORTH-WEST TERRITORIES.

McGregor—Wisch, R. B., stoves and hardware, offering to compromise.

QUEBEC.

Fraserville—Gauvin & Co., general store, asking an extension.

Montreal—Campbell, J. C., grocery compromised; Darling & Brady, soap makers, W. H. Brady, jr. now registered proprietor.

Quebec—Drouin, Evariste, grocery, assigned in trust.

St. Clothilde De Horton—St. Cyr, Edouard, baker and general store, assigned in trust.

NOVA SCOTIA.

Amherst—Lusby, A., grist mill, partially burnt out.

Halifax—Brown & Kent, groceries and crockery, dissolved, Brown retires, business continued by — Kent, who admits A. Kent, under style J. & A. Kent.

William Coxall, general merchant, Colborne, is seeking an extension.

A. Martin, general merchant, Havelock, has assigned to W. S. Martin, of Sterling.

Thomas Kelly, dry goods merchant, Peterboro', has compromised at 75 cents on the dollar.

J. A. Denovan, general merchant, Glen Robertson, is seeking a settlement, and a meeting of creditors has been held.

Aaron Hearse, merchant, Netherby; Emma Ward, shoes, Niagara Falls; Alexander Ward, carriage maker, Florence; and S. Cox, baker, Bell River, have assigned.

The creditors of the Richelieu Hotel, Montreal, which failure was announced the other day, held a meeting yesterday. The statement of affairs shows liabilities \$47,156, and a deficit of \$25,000. The estate will be wound up.

The paint grinding plant and machinery owned by Robert Logie & Co., Montreal, will be sold on Saturday, the 5th inst., as the firm is now in liquidation.

A delegation made up of Messrs. C. A. Birge, of Hamilton, and W. G. Brydon, of Montreal, interviewed the heads of the Customs and Finance Departments on Tuesday, and asked for an increased duty on copper and brass rivets, as an increased duty had been put upon wire.

The contract for glazing, painting, and oil finishing in the new Canada Life building, in Toronto, has been awarded to Ross Bros., of Hamilton.

The Petrolia Advertiser scores the town council for purchasing cotton instead of rubber hose for the fire department there. The other evening the hose burst four times in less than ten minutes.

Blackley & Anderson, TORONTO & HAMILTON

Accountants, Assignees, Receivers.

Toronto Office 37 YONGE STREET,
Telephone No. 1716.
Hamilton Office 24 JAMES ST. SOUTH,
Telephone No. 73.
Cable Address "JUNIOR." eow

LEADING ACCOUNTANTS AND ASSIGNEES.

E. R. C. CLARKSON TRUSTEE AND RECEIVER

TORONTO,

In affiliation with

JNO. B. CLARKSON

Temple Buildings, - - - MONTREAL.

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention.

Henry Barber & Co.,

Successors to Clark, Barber & Co.,

Trustees, Receivers, Accountants and Commissioners.

Correspondents in London, Leeds, Liverpool, Glasgow, Winnipeg, Montreal, Hamilton and Vancouver. TELEPHONE 2339.

20 Front St. E., Toronto.

ST. CATHARINES, ONT

McKINNON DASHES

CHEAPER
BETTER
STRONGER
THAN HAND MADE

If you get the S. F. Quality.

S. I.C. Fell & Co
STEEL
STAMPS **SEALS & STEEL DIES**

STENCILS, NAME, PLATES,
 RUBBER STAMPS, TRADE MARKS.

13 VICTORIA ST., TORONTO.



BOECKH'S STANDARD BRUSHES
 FOR SALE
 BY ALL LEADING HOUSES.



TORONTO, April 3, 1890.

The trade this week shows more or less activity, mainly due to the fact that the spring rates of freight came into force on the first of April. Therefore all orders on hand which were held till then are now being pushed forward. Prices this week are somewhat unsettled, in consequence of the changes in the tariff, but it is expected, however, that in the course of a few days somewhat higher prices will rule, as almost every line will be more or less affected in the shape of a slight advance; in fact in some lines the advance will be quite marked. For example, iron pipe will be considerably effected, the duty on this being considered by some to be abnormally high and brass and copper wire which has hitherto come in free has now a duty placed upon it of 10%. On nearly all general lines of hardware the new tariff has had an effect. Granite ware will feel the new duties, as well as saws, files, etc. The advance on the duties on files is calculated to give Canadian manufacturers an advantage over American makers, and although in the strength of this they may make prices higher, no advance can be chronicled this week. Manufacturers and sellers of paints and oils generally look upon the new tariff favorably.

All the wholesale houses have their travellers out, but they are meeting with only moderate success. To use the words of one of the most prominent men in the trade there is no reason to expect a very large business this year, and indeed, while individual houses may meet with more than average success, the general condition of trade does not admit of any very extravagant anticipations being indulged in.

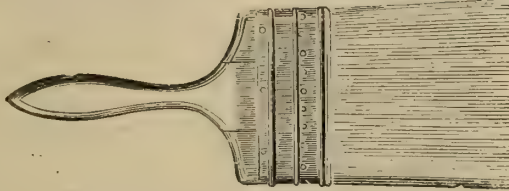
Those goods that had been ordered for delivery when railroad rates should be reduced are moving out rapidly now, and travellers are taking very fair orders for all the new spring specialties. There is quite a trade doing in harvest goods, and in these lines no concessions are being made from established discounts. Hoes, spades, forks, ropes, chains, and goods of all such descriptions are selling fairly well. Trade may improve now that the opening of navigation is drawing near.

Payments are reported to be fair, and have certainly shown some slight improvement lately. From those portions of the province where the farming community form a comparatively wealthy class, money is coming in pretty well, while there are other parts from where remittances are exceedingly slow. A statement of failures in the Dominion of Canada for the three months ending March 31st, shows 502 failures, with assets of \$2,583.80, and liabilities of \$4,873.677, against 536 failures for the same period in 1889, with assets of \$2,223,535 and liabilities of \$4,597,699. Ontario had this first quarter 275 failures, with assets of \$1,027,664 and liabilities of \$2,151,626, against 304 failures, with assets of \$1,069,741 and liabilities of \$2,159,726 in the same period of 1889. This statement, while on the face of it a good showing, does not really show the state of the business of the country. It is well known that trade has been depressed by poor crops, low prices and over-trading, and had it not been or the leniency exercised by the wholesale

THE LONDON BRUSH FACTORY,

61 and 65 Dundas Street,
 MANUFACTURERS OF

EVERY KIND
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 HANDLED BY
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FULL STOCK
 OF
 CARPET
 SWEEPERS.

Awarded Gold and Silver Medals, 1887 and 1888, Bronze A.D. 1889.

THOS. BRYAN, London, Ont.

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.



LOW WARE.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks. Spoons, etc.

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FRANKEL BROS.

WHOLESALE DEALERS IN

SCRAP IRON,

Rails, Metals, Cotton Waste, etc.

OFFICE AND YARD :
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Telephone Number 1204.

SCRAP IRON.

WE BUY AND SELL all kinds of Scrap Iron for the purpose of re-melting and rolling.

RAILS.

WE BUY AND SELL all kinds of Rails, either for scrap or relaying.

METALS.

WE BUY AND SELL Copper, Brass, Lead, Zinc, Rubber, etc., in any quantity.

COTTON WASTE.

WE SELL Cotton Waste (white and colored) for the purpose of cleaning and wiping machinery and packing car boxes.

OUR QUOTATIONS ARE ON A CASH BASIS.

TO THE PUBLIC.

We also make a specialty of buying OLD LOCOMOTIVES, OLD STEAMBOATS, BURNT SAW MILLS, BURNT GRIST MILLS, Etc.



Galt Rag and Metal Co. Dealers in Rags, Bones, Scrap Iron, Copper, Brass, Lead, Zinc, Scrap Rubbers, Paper Stock, &c. Highest Cash Prices Paid. Orders by mail will receive prompt attention. Galt, Ont.

MARKETS—Continued

houses, the number of failures this year would, in all probability have been largely augmented, while the assets might have been considerably less proportionately.

IRON AND STEEL.

Manufacturers of iron in England have been endeavoring to firmly maintain prices, but with not entire success. From London to-day comes the report of the suspension of one large firm, owing, as the cable says, "to the fall in prices of iron and unprofitable contracts." The market here has, indeed, not been particularly affected by the fluctuations in Scotch warrants, yet prices are easier, and all iron is selling lower than it was three months ago. It was in some quarters confidently expected that there would be an increase this year of \$2 per ton duty on both pig iron and wrought scrap, but much to the satisfaction of all consumers no alteration has been made. No Nova Scotia bar iron of any consequence is selling here. Ordinary bar iron is weaker, and although merchants have been most unwilling to grant concessions they have been compelled to sell at \$2.50, and transactions are reported, but not authenticated, at even below these figures. In Montreal the market appears weak, and sales have been made below \$2.40. There is not much demand for ship-building material at the present time; all orders in this line have been placed and the goods are mostly all in.

TIN PLATES.

Tin plates are moving freely at some slight concessions below winter figures, but stocks are being rapidly reduced, and when manufacturers handle their orders holders both in Montreal and the West will not be anxious sellers. Abroad more business has been done. Enquiries for larger quantities have been made, and prices are steadier. The foreign situation, however, is uncertain. Large and accumulating stocks and the failure of all manufacturers to agree upon a basis of production may yet have a more weakening effect upon the foreign market, and the result here has yet to be discovered. Local canners do not order for a couple of months yet, although it is said that a few of them have contracted for their requirements.

CANADA PLATES

Being unseasonable little or no business is being done in Canada plates. Stocks in Canada are not heavy, and if prices are maintained in the English market, which there is every probability of their being, figures now ruling will be considered exceptionally low when the demand sets in. We reduce prices in Canada plates this week.

GALVANIZED IRON

Fresh arrivals of galvanized iron have had the effect of fully replenishing stocks. Prices are unaltered, but the movement into consumers hands is slow.

TIN SHEET IRON.

Tin sheet iron and milk can fixtures, which are usually in active demand at this season of the year, have been disappointing to the trade, therefore all orders in these particular lines coming in are executed promptly. It is expected that there will be considerable stocks of tin sheets left over till next season.

TIN.

Ingot tin remains unaltered. While there are not any large sales, it is, however, regarded by those who are competent of judging that this would be an excellent time for consumers to anticipate their wants. London cables state that in sheet and block tin there has been little doing. Speculation has been

quiet and the demand for consumption has been reduced by the lessened output of tin plates.

COPPER.

Ingot copper is meeting with considerable enquiry. Stocks, however, are low. While the price is slightly sluggish in the English and American markets, no concessions are being made here for prompt shipment. Sheets are in moderate request, and the demand appears to be increasing in the Canadian market, in consequence of their meeting with much greater favor in the construction of roofing and cornices. From London the report comes that at the annual meeting of the Canadian Copper Company on March 25th, it was decided to wind up the affairs of the concern. Latest reports from the mines were stated to be very favorable.

WINDOW GLASS.

This is being sold at below the cost of importation, based upon the present discount in Belgium. Importers, however, will find some relief in the fact that the duty has been reduced from 30 to 20 per cent., as spring stocks have not yet arrived. This is regarded as a just move on the part of the Government, because the duty was placed originally at 30 per cent. to protect an industry started in Napanee some years ago, but as this did not prove a success there was not any object in keeping the rate beyond the original 20 per cent.

ANTIMONY.

Antimony is a shade easier, but it has not affected the market here to any perceptible extent. Cookson's still remains high. In New York Antimony is firm, Cookson's selling at 25 to 26c.

ZINC.

While sheets remain firm, block is somewhat easier. This may be due to the influence of the American production of this article. In spelter ordinary Silesian is cabled at £21 12s. 6d.

WIRE.

Merchants are dissatisfied with so small a difference between manufacturers' figures and those which they are handling it at. The order of the day is still 10% on the last, but no sales can be made by houses who have not contracts made even at this advance. The price of rods maintained at 15% on the list, is likely to be the ruling figure during

the month of May, and the demand will in all probability exceed the supply. It has been whispered that there are one or two manufacturing concerns who contemplate extending their business to wire drawing, and which if carried out will certainly have a marked effect upon this market.

STEEL RAILS.

The cable says prices are 5s. off, and demand shows no improvement. Heavy sections quoted at £5 15s., and light sections £6 10s. to £7, f.o.b. at N.W. England shipping point.

PAINTS AND COLORS.

Trade is not opening up as well as a year ago. In all lines merchants are very conservative in purchasing, and in fact a good many have stocks left over. In Paris green there has been a good deal of buying on the supposition that there would be an increase in the duty, but no change was made, and the article is now quiet at 15½ to 16½c., while merchants are pretty well stocked. The lines principally affected by the new tariff are yellow ochres, Venetian reds, metallic oxides, umbers and siennas, which have advanced from 7½ to 15 per cent. here, and the list will probably be changed next week. Prices are very firm for linseed oil, and the market is practically bare of stock. Canadian crushers cannot deliver before May 1st, while there is none immediately on the way from England. Turpentine is steady here, and while it is in demand there is an ample supply. Southern advices state that the market there is stiffer, the new crop not coming in as fast as had been anticipated.

SCRAP METALS.

The market is still firm, while supplies are not coming in any more freely. Wrought scrap is in request, but is hard to get. It is expected that receipts will be more liberal later on. Dealers' paying prices are as follows: No. 1 heavy cast scrap, 70c per 100 lbs; stove cast scrap, 50c.; No. 1 wrought scrap, 90c.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new scrap copper, 10c.; heavy scrap copper, 10½c.; old copper bottoms, 8½c.; light scrap brass, 5½c.; heavy yellow scrap brass, 7½c.; heavy red scrap brass, 9c.; scrap lead, 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2½ to 2¾c.; country mixed rags, \$1 to \$1.20 per 100 lbs.; clean dry bones, 60c. per 100 lbs.



THE BARNUM WIRE AND IRON WORKS,

Walkerville, Ontario.

MANUFACTURERS OF

LAWN FOUNTAINS,
SPRING HINGES,
CABINET HARDWARE,
STORE FITTINGS,
BUILDERS' IRON WORKS,
IRON FENCES,
CRESTING,
STABLE FITTINGS, ETC.

Send for our New Catalogue which will be ready
for distribution April 1st

NORTHEY & CO., - TORONTO, ONT.

MANUFACTURERS OF
SINGLE AND DUPLEX

Steam and Water-Power Pumps

FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP CONDENSERS

FOR ATTACHING TO

High Pressure Steam Engines,
MARINE AND STATIONERY.

GREAT ECONOMY

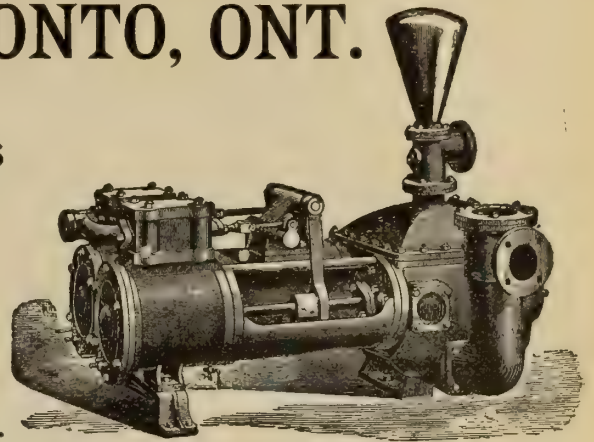
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FUEL AND POWER

GUARANTEED.

Prices and particulars on application.

OFFICE AND WORKS: Corner Front and Parliament Sts.



MONTREAL

MONTREAL MARKETS.

APRIL 3, 1890.

IRON AND HARDWARE.

The iron and hardware trade has had a quiet tone and buyers have been holding off in view of possibly lower prices. The changes in the tariff have had no material effect, except in a few lines of shelf goods, especially files, the increase on the duty on which has apparently been made with the view of discouraging the importation of such goods from the States. In pig iron there has been little new business, as buyers look for lower prices. Ex-store Summerlee is quoted at \$25.50 and Carnbroe at \$24, while to arrive such grades as Ayresome are quoted at \$24. These figures are more or less nominal and should be taken as such. A lot of 1,000 scrap iron sold recently at \$22. Siemen's pig is quoted at \$24, \$25. The finished iron market has been quiet and steady. Ordinary Canadian bars have sold at \$2.35, with Siemen's up to \$2.50. Foreign bars are nominally at \$2.75, but with hardly any trade. Sheets are at 3½c. Iron plates 3c. and steel plates 3½c. The tin plate market has been quiet. I. C. charcoals have sold at \$4.50 and cokes at \$4. Holders of Canada plates have been cutting prices lately and consequently prices have weakened to \$3 and \$3.10. Ingot tin has sold at 23c. for Lamb and Flag, and 22½c for Straits Copper; 15c for ingot, and 19c for sheet with very light stock held here. Pig lead \$3.75, and sheet \$4.50. Zinc steady at 5¼c. to 6c., and antimony at 20c.

The increased iron pipe duty has not affected trade appreciably as the former duty, being practically prohibitory very little in done in imported pipe.

NAILS.

There is a slight improvement in nails following the lowering of freight rates, and stocks are beginning to move off fairly well. The tariff has in no way affected this line. The following are the prices:—

IRON CUT NAILS.

2 dy @ 60 dy, hot cut, per keg	....	2 75
10 dy @ 9 dy, " " "	....	3 00
8 dy @ 7 dy, " " "	....	3 25
6 dy @ 5 dy, Am. pat	....	5 50
4 dy, " " "	....	4 25
3 dy fine hot cut, " " "	....	2 75
3 dy @ 5 dy, cold cut, Am. pat.	....	3 25
4 dy, cold cut, " " "	....	3 75
3 dy, hot cut, nails " " "	....	5 95
Steel Wire Cut Nails		
10 dy @ 60 dy, per keg	.....	\$2 85
9 dy " " " " "	.....	3 10
8 dy " " " " "	.....	3 10
7 dy " " " " "	.....	3 35
6 dy " " " " "	.....	3 35
5 dy " " " " "	.....	3 60
4 dy " " " " "	.....	3 60
3 dy " " " " "	.....	4 35
3 dy fine " " " " "	.....	5 85

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 75
4 dy @ 5 dy, per keg	.....	4 00
6 dy @ 7 dy, " " "	.....	3 75
8 dy @ 9 dy, " " "	.....	3 50
10 dy @ 30 dy, " " "	.....	3 25
Cut spikes, " " "	.....	3 90

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	.....	\$5 15
1 " " " " "	.....	4 75
1½ " " " " "	.....	4 45

Finishing nails 75c. per keg over same size hot cut, viz., from \$6.60 for inch to \$2.65 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.60 for 1-inch to \$3.40 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$7.10 for 1-inch to \$3.90 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand 50 per cent. discount, for small lots. P. B. & Co. brand 50 per cent. of list for

small lots. Large lots 50 and 10 four months, with 5 per cent off for cash in 30 days.

CHEMICALS.

Most lines of heavy chemicals have continued strong in tone at the advances that have taken place recently, yet so far as the volume of business is concerned the market is not satisfactory. In fact, instead of the usual inquiry matters are almost at a standstill, owing to high prices, which cause buyers to hold off. Only a very small proportion of the average spring business has been done this year, makers having continued to ask very high prices, and claim that labor trouble, etc., necessitate the refusal to book ahead, except at such prices. Buyers on this side are indifferent, but carry light stocks, and as the prospects are that prices will be maintained for a month or two at least, they may have to stock-up at figures fifty to seventy-five per cent. higher than last year. One large importer stated that he has placed only fifty drums of caustic soda this year so far as against eight hundred last year to this date. For instance 70 per cent. is up to 3c. per lb. laid down here as against 1¾c. last year. Sal soda to import would cost 90c. per 100 lbs. with bicarb soda \$2.15 per keg. Soda ash is at \$1.65 per 100 for 58½ per cent. Alum firm at \$1.30 per 100. Borax unchanged at 7¼c. per lb. with copperas firm at 72½c. per 100. Stocks of all lines in spot and what little business is doing is at the above prices. It may be mentioned that the larger consumption of soda ash all over the world is a leading factor in producing its present high price.

Pilkington's imported lye in tins has had a steady sale at \$8 per gross.

GLASS.

The market for glass has weakened about

"Sheffield Sterling" Spoons and Forks.

Best Known Substitute
for Sterling Silver.

Harder, and resists acids better than any so-called
Nickel goods. See quotations on last page.

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PUSH ON THE HANDLE AND THE SCREW GOES IN.



Will last a lifetime. Two Sizes.

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Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont.

Montreal Markets—Continued.

five cents on account of the reduction in the duty on window glass, and prices now are \$1.60 for first and \$1.70 for second. In reference to glassware, it is stated that whereas 50 per cent. off was allowed a month or so ago, 35 per cent. off is now the extreme limit, and the glass blowers will not allow anything less. Another reason on which buyers base the belief in comparatively high prices is the rumor that Montreal parties have secured control of the Nova Scotia Glass Company and other factories, and also entered into an agreement with the Burlington Glass Company, of Hamilton, in regard to prices, whereby any cutting of rates is done away with. Nothing is known actually regarding the facts, but the rumor is in circulation, and has had the effect of causing considerable purchases of glassware in anticipation of an advance.

PAINTS AND OILS.

In paints and oils there has been no serious change aside from the reduction of the duty in linseed oil, which has upset the market for that article alone. Prices, however, have shown no change for the present, but importers and sellers are now figuring on what the tariff really means. Present prices nominally are: Boiled, 71c.; raw, 68c. Turpentine steady at 65c.

MONTREAL NOTES.

Mr. Maurice Frankel, of Frankel Bros., Toronto, was in town this week.

Mr. J. R. Wilson, of Thos. Robertson &

Co., returned last week from a business trip to Europe.

The iron trade appears to be about the only trade which has grievances, because they have not received more protection. A very influential deputation, representing the iron trade in all sections of the Dominion, waited upon the Government some weeks ago to urge the Government to increase the duties on stove castings, cast iron pipes, and heavy iron work generally. Colonel Massey, of E. C. Gurney & Company, who was one of the deputation, and arranged the interviews with the Government, explains that the deputation asked the Government to increase the duty on ten different grades of iron work, and believed that the request would be granted. Not one of the changes in the tariff asked for have, however, been granted. Mr. Currie, of W. and F. P. Currie & Co., said that on drain pipe there is no increase of duty, but on vent linings it has been raised from 20 to 35 per cent., the same as paid on pipes. These linings are used in chimney building, and were accidentally omitted from the list last year. On tinned goods and Japanned ware, Mr. Thos. Davidson says there is an increase of 10 per cent., and the duty on enamelled and hollow iron ware has gone up 5 per cent.

Rivalry, open, fair, good natured and enterprising, is the life of business.

Among the most successful patents known is one taken out by a Philadelphia lady named Mrs. Potts, who some fifteen years ago invented a smoothing and polishing iron, which has since come into almost universal use in this country, and is extensively used in Europe and England. This patent was purchased by the Enterprise Manufacturing Co., of Philadelphia, who invented machinery for making it in the most rapid and perfect manner. Messrs. H. R. Ives & Co., of Montreal, many years ago purchased machinery from the Enterprise Manufacturing Co., and have since manufactured these irons and have kept up the quality and good reputation earned by the Philadelphia Co., so that Mrs. Potts' Smoothing and Polishing Irons, of their manufacture, are favorably known throughout the Dominion. Several manufacturers in this country have endeavored to steal the name of both the inventor and of the Enterprise Co. to force an inferior iron on this market under false colors. The only genuine irons are still manufactured by H. R. Ives & Co., and are sold as cheap as the imitation, and in fact cheaper than any other style of iron can be made. They have also spent a great amount in advertising and in getting up expensive cards, and as a matter of fair play should have the preference and support of all purchasers.

TABULAR STEEL BOW SOCKETS FORGINGS CARRIAGE AND DROP.

The undersigned is now manufacturing full lines of

CARRIAGE :- -: HARDWARE,

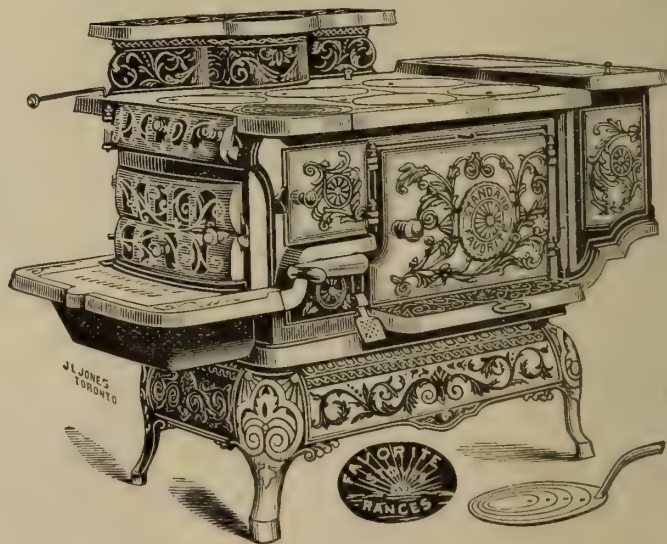
And in addition to these is prepared to MAKE ANY LINE OF FORGINGS.

Do not forget that STEEL TUBULAR BOW SOCKETS are now manufactured by me, and supplied promptly.

DIE MAKING A SPECIALTY.

GEO. GILLIES,
Gananoque, Ont.

The Standard Favorite



Is the Peer of Cooking Ranges.

600

Sold first season and every one giving unqualified satisfaction.

Live dealers everywhere are securing the exclusive sale in their various localities. Manufactured only by

CHOWN & CUNNINGHAM,
11 FRONT ST., TORONTO.



The Chown & Cunningham Co. (Limited), into which the firm long known as Chown & Cunningham is merged, has been duly incorporated under the Ontario Joint Stock Companies' Act. The prospectus of the new company shows that it is authorized to invest a capital of \$200,000 in 200 shares of \$100 each, that its paid-up capital is \$64,000, its assets are \$108,195.46, and its liabilities, exclusive of paid-up capital, are \$44,165.46; that the business of 1889 aggregated \$96,921.05, an excess of \$6,385.09 above that of the former year. The names of the provisional directors, as given in the prospectus, are Henry Cunningham, Chas. D. Chown, B. M. Britton, Q.C., Robert Crawford, all of Kingston, and Richard Wilton, of Montreal. Five hundred shares are offered at the par value of \$100, and the advantages of the investment are set forth in a summary of the former firm's history, the satisfactory issue of its business, the convenience of the situation, and the extent and soundness of the buildings. Mr. Lewis C. Peake, of 32 Church street, Toronto, is the financial agent of the new joint stock company, which has a promising prospect before it, if the tradition of an old and successful name along with the infusion of new capital can be taken as auspicious conditions.

METAL FURNITURE.

The Chicago Herald says: E. H. Strykie, a business man of Queensland, has just returned from England.

"I went to England," he said, "to try to make arrangements for the manufacture of a large quantity of metal furniture, and I stopped in New York for the same purpose. The company I represent wishes to get chairs, tables, lounges and other articles of furniture made of some metal which will not need to be painted and can be sold at reasonable prices. It is a hard matter to get any metal furniture light enough to ship long distances, cheap enough to sell in a frontier country, and strong enough to be durable, but there is a great demand in Northern Australia for that sort of goods, and un-

doubtedly some manufacturer will meet it.

"Most of Queensland, all of Northern Australia and a large part of West Australia are within the tropics. The three countries are invested with those terrible pests, the white ants. A person who has never lived in tropical Australia cannot imagine what that means. White ants eat wood and nothing but wood. They gnaw out the inside of a block of wood without once piercing the outside; consequently there is no way to tell where they are work. I have known them to destroy a log twenty feet long and two feet thick in a single night. They go everywhere and nothing made of wood can be kept from them. The first thing the householder knows

his door tumbles down, or he discovers that his roof rafters are merely shells. The white ants eat up wood furniture, as they do houses. The people of Queensland have tried all sorts of schemes, but have never found anything ant-proof except metal. They cover their houses with sheet iron and their chairs and tables with tin. I believe that if light metal furniture can be made there will be a tremendous sale for it all over the northern half of the Australian continent."

Mr. Strykie left for St. Louis, where he is to confer with some manufacturers of granite ironware to see if it will be practicable to make lounges and tables out of the materials they use for pots and kettles.



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REFRIGERATORS.

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TRIMMINGS
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OIL, GAS, VAPOR,

} STOVES.

Galvanized Iron Eave Trough 8 feet lengths.

We make and supply everything used by Stove and Tinware Dealers.

WRITE OUR NEAREST HOUSE.

The McClary Manufacturing Co'y

LONDON, TORONTO, MONTREAL, WINNIPEG.

WAIT!

Don't buy Ice Cream Freezers until you get Prices of

THE

"Lightning" Quadruple Motion

LATEST AND BEST.

New Principle, Wheel Dasher, Hinge Top. Beats anything yet made.

THOS. DAVIDSON & CO., MONTREAL.



HECK'S COLUMN.

I would not have said anything about the little affair that happened on the train the other day, a few of us, being done up for twenty-five cents, had I not met the "doer-up" this week. Some ten or twelve of us were in the smoker on the train running from Toronto to Owen Sound. When we got to Cardwell Junction, the train stopped and an old man got on board and took his place in the seat opposite me. It took him some time to find the half-dozen tickets that he had in his pocket when the conductor came around. He was bound for Harriston, and had tickets to Harriston, over G. T. R. In place of going to Hamilton and taking the G. T. R. on to Harriston, he having come from some town back of Muskoka Lakes, he had changed at the Junction, on the C.P.R. The conductor explained such to him, and asked the fare, fifty-five cents, to Orangeville, over the C.P.R. The old fellow showed a dollar, got his change, the conductor passed on and the old man began to cry. It was his last dollar in the world; he had again to pay from Orangeville to Harriston, and with but 45c. left, how was he to do it? It touched our pocket to see this. The hat was passed around and more than double the fare collected for the old man. He thanked us from the bottom of his boots upward, and we all felt that we had done one good turn in our lives. At Orangeville he changed cars, and I lost his shadow until to-day. He was staying at a small hotel in the same village that I happened off at. He had been there two days selling county rights of a patent fence. When he saw me he started for the door, but I was there ahead of him, and soon had my twenty-five cents back. The landlord said he had loads of money, and after paying his reckoning out of a large roll of bills he disappeared down a side line, and I haven't met him since. If he stops at your town let me know.

HECK.

DRUM TAPS.

Drum Taps is the latest of Mr. Wm. H. Maher's books, and like its predecessors from the same pen—"On the Road to Riches," "A man of Samples," etc.,—is woven out of the writer's experiences as a travelling salesman. The subject matter is the record of a three weeks' trial trip, which in this particular year will be apt to read like the story of a triumphal progress. The unbroken series of successes and the liberal aggregate of them at the close of the trip, are likely to have an encouraging effect upon youthful travellers who read Drum Taps. If they have, the book will have served a most useful purpose. There is nothing in it of that levity of manner which is so senselessly thought to be fitting to any recital that has to do with a travelling salesman's experiences. The book treats the genus rather as

a class of able men, who have problems to solve and ends to reach that callow or shallow men are unfit to be tasked with. There is a digest of practical wisdom which the writer has gleaned from his contact with the sort of life he writes of, that is learnt by most travellers but often not early enough. The lightning salesmen who cut prices and demoralize trade; the salesmen whose arts of persuasion are recruited at the saloon; the men whose specialty is their knowledge of loose characters; the flirtation fellows; are stamped with the disapproval of common sense and are pronounced swift failures. The book is readable and we believe it will be serviceable.

TIN PLATES AND THE U. S. TARIFF.

The proposition in the tariff bill shortly to be formally considered in Congress and already agreed upon by a controlling majority of the Ways and Means Committee, to place an impost duty of 2 1-5 cents on tinned plate, opens up a large prospect in America of the development of the tin plate industry, which is at present an impossibility, owing to excessive foreign competition, which cannot be met under the existing and insignificant duty on tin plates.

The larger part of the present imported product comes from Wales, where entire families, from the oldest to the youngest, male or female, work in the mines; and other foreign tin plates, also, are the product of cheap labor. But with adequate protection afforded the industry in America, so as to make the conditions equal, manufacturers here will engage in the industry, with chance of fair margin of profit, thus giving employment to millions of idle capital and to thousands of skilled mechanics, whose handiwork has not been available hitherto under the adverse conditions pointed out. America has the tin ore in abundance, as has been recently demonstrated in South Dakota, and the requisite capital and manufacturing facilities. All that is needed is the legislative encouragement now under consideration.

Discussing this prospect recently, a representative of the Glendale Tin Company, Chicago, which is largely interested in the now producing mines at Harney Peak, reported a sale of ten tons of tinned plate—the first order taken by an American firm—and declared the prospect for business bright. Only legislative encouragement of the industry was needed to put it on its feet, and soon enough American tin plate would be manufactured to supply the home market.

The subject presents itself similarly to others who are acquainted with the situation. The Cannonsburg Iron and Steel Company, of Pittsburg, purposes at once beginning the manufacture of tinned plates in the event that the pending bill be-

comes a law. The Illinois Steel Company of Chicago is already, it is understood, erecting a mill for the manufacture of tin plate. It already consumes enormous quantities of the plate at its various plants. Numerous other firms and companies engaged in the manufacture of sheet iron and sheet steel report their readiness to make 500 tons and upwards of tinned plate a month in the event that the present government policy is so extended as to afford protection to this industry. The United States Iron Tin Plate Company, at Demmer, Pa., has already made preparations to embark in the enterprise upon a most extensive scale, and the establishment of tin plate mills throughout the industrial districts of the West and South will speedily follow the passage of the bill.

In reply to many inquiries we give below some of the series and names of types. The names refer entirely to the size and not the design of the letter.

Pearl—5 Point
 Agate—5½ Point
 Nonpareil—6 Point
 Minion—7 Point
 Brevier—8 Point
 Bourgeois—9 Point
 Long Primer—10 Point
 Small Pica—11 Point
 Pica—12 Point
 English—14 Point
 Great Primer—18 Point
 D. S. Pica—22 Pt

A point is the standard basis of type measurement. Seventy-two points make one inch. By referring to the tables of types above, it will be easy to estimate the number of lines of any given size of type to the inch. For instance, Pica type is twelve points high, and measures six lines per inch; Nonpareil type is six points high, and measures twelve lines per inch.

After failing as a general storekeeper at West Lorne, Elgin County, W. J. Ward moved his stock to Niagara Falls and commenced in his wife's name. The general stock was replaced by boots and shoes, which, however, has turned out to be no better medium for future building, and she has assigned.

The soap manufacturers are said to be in arms on the duty of 20 per cent. which has been placed on silicate of soda in liquid form, which enters largely into the composition of soap, and which was formerly on the free list. It is asserted that it is not a Canadian product, and that this impost will make it difficult for Canadian manufacturers to meet foreign rivals in the outside markets. One Toronto firm exports largely to South America and Australia.

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Railway & Tramway Equipment**STEEL RAILS** NEW OR SECOND HAND **All Sections**Cast and Wrought **SCRAP IRON** in Car lots. Charcoal Pig Iron.**Zebra Spiral Steel Fencing Wire.****Australian Fence Wire Strainers.**

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ENGINEERS AND PLUMBERS' BRASS WORK.

Iron and Brass Valves, Inspirators, Injectors, Ejectors, Revolution Counters, Engineers' Clocks, Steam and Hydraulic Gauges, Wrought Iron Pipe and Fittings, Soil Pipe and Fittings, Lead Pipe, Sheet Lead, etc.

Also keep always in stock full lines of

Sanitary Earthenware, Water Closets, Wash Basins, Etc.**MORRISON BRASS WORKS, ADELAIDE ST. WEST, TORONTO.****Toronto Plate Glass Importing Co.**

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For Mirrors and other Glasses

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1/2	194 3/4	195	195 1/4	195 1/2	195 3/4	196	196 1/4	196 1/2	196 3/4	197	197 1/4	197 1/2	197 3/4	198	198 1/4	198 1/2	198 3/4	199	199 1/4	199 1/2	199 3/4	200	200 1/4	200 1/2	200 3/4	201	201 1/4	201 1/2	201 3/4	202	202 1/4	202 1/2	202 3/4	203	203 1/4	203 1/2	203 3/4	204	204 1/4	204 1/2	204 3/4	205	205 1/4	205 1/2	205 3/4	206	206 1/4	206 1/2	206 3/4	207	207 1/4	207 1/2	207 3/4	208	208 1/4	208 1/2	208 3/4	209	209 1/4	209 1/2	209 3/4	210	210 1/4	210 1/2	210 3/4	211	211 1/4	211 1/2	211 3/4	212	212 1/4	212 1/2	212 3/4	213	213 1/4	213 1/2	213 3/4	214	214 1/4	214 1/2	214 3/4	215	215 1/4	215 1/2	215 3/4	216	216 1/4	216 1/2	216 3/4	217	217 1/4	217 1/2	217 3/4	218	218 1/4	218 1/2	218 3/4	219	219 1/4	219 1/2	219 3/4	220	220 1/4	220 1/2	220 3/4	221	221 1/4	221 1/2	221 3/4	222	222 1/4	222 1/2	222 3/4	223	223 1/4	223 1/2	223 3/4	224	224 1/4	224 1/2	224 3/4	225	225 1/4	225 1/2	225 3/4	226	226 1/4	226 1/2	226 3/4	227	227 1/4	227 1/2	227 3/4	228	228 1/4	228 1/2	228 3/4	229	229 1/4	229 1/2	229 3/4	230	230 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THE VEHICLE TRADE.

The impressions made upon observers at the Industrial Fair and other centres of autumn exhibition, have a large share in the determination of the styles in which manufacture shall run for the following year. Carriage makers can there observe the drift of the prepossessions of the country, and can build in accordance with them. One feature of the style of this year is its mixture. Vehicles combining the excellencies of several kinds will be made from prototypes seen and admired last autumn. Inquiries have also been numerous regarding vehicles of the pure style. The top phaeton, the four wheel dog cart, the Whitechapel (a two wheel English dog cart), the ordinary dog cart, the Tilbury cart, will be leading favorites, as orders have already begun to come in. Some of these were introduced only last year, and there will be some varieties in the different styles that will appear for the first time this season. The Tilbury is coming to be made four wheeled. In heavy carriages the Victoria, the Brougham and the landau will not be likely to be improved on. There is a noticeable set in the demand towards landaus. In both city and country the extension top phaeton is receiving a good deal of attention.

In the mechanical principles of construction no revolutionary changes may be looked for. The old elliptic spring will be more in use than ever. It was the first kind of spring made, and seems as if it were to be the last used. Attempts to improve upon it have failed to supersede it.

All stock has gone up. The material used for cheap tops, that is, rubber, is now dearer on account of the scarcity of crude Para rubber. Hickory is dear, because it is hard to get. We have the timber in the country,

but the lack of snow last winter prevented its being cut, seasoned and put upon the market. One leading firm we know of ordered hickory last January, to be delivered ready for working upon for the spring trade, but it arrived the other day as green as when it stood in the tree. This delays work, and in that respect increases the cost of production, as well as the dearthness of the timber does. Iron and steel are of course notably dearer than they were a year ago. All classes of leather are up. The increased duty on paints, varnishes, and several of their constituents, on nuts, washers, etc., also add to the cost. Vehicles may therefore be looked for to be dearer. They were cheap enough last year through competition; and it is yet to be seen if a fair margin of profit will be made this year. The dullness of the winter trade makes it specially to be desired that there may be a busy spring and summer ahead of the manufacturers this season.

THE HEATING OF BUILDINGS.

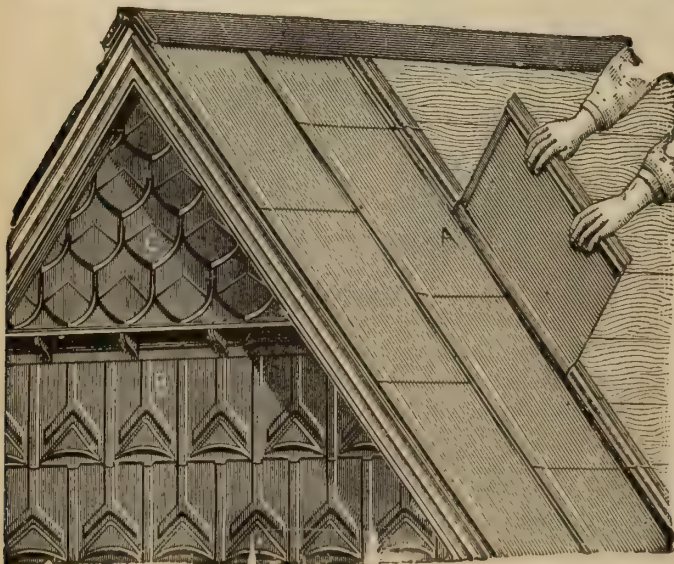
It is a well-known fact to heating engineers that the amount of heat to be supplied to any portion of a building will depend to a great extent upon the amount of heat transmitted to the outer air as well as the amount of air carried through the building for purposes of ventilation, and yet that most important factor, the cooling effect of the wind, is, in most cases, ignored or overlooked in the plans and the consequence is, when the cold, wintry winds are howling around that building, those rooms on the windward side have a temperature less by a large number of degrees—from 12 to 30 in cases that have come under our notice—than those portions of the building less exposed. In cases of this kind, and they are numerous, there is always discomfort in some parts of the

building during a cold spell. If the temperature is sufficiently high for comfort in the most exposed parts, it is altogether too warm for health and comfort in the other parts of the building.

In the design of steam-heating plants it would appear that no provision is made for throwing an increase of temperature into such portion of the building as the weather may make requisite in order that an equal temperature may be maintained in all parts of the building. A device for this purpose, if it could be obtained at reasonable expense, would make a number of plants that we have examined, much more satisfactory in their operation. We were led into a consideration of this subject from the difficulties encountered during extreme cold spells in endeavoring to maintain a satisfactory temperature in the numerous divisions of a public building. Plenty of heat could be supplied, but in the most exposed portions the temperature would be low as 56° while in other parts the thermometer would show as high as 88° and the system would not allow a closer regulation than this. Much of the difficulty experienced would not have existed had the engineer who planned the system taken into account the difference in temperatures due to difference in exposure. Neglect of this important matter especially in the heating of large buildings is far too common and there is room for study and much improvement in this direction.—Master Steam Fitter.

A line of goods that the McClary Manufacturing Co. are giving a large share of their attention is embossed ware. They are turning out some beautiful trays, dustpans, mugs, teapots, coal oil cans, children's trays, etc., etc.

Broad Rib Sheet Steel Roofing.



The Cheapest and Best Metal Roofing and Siding in the Market. Can be Laid as Cheap as a Shingle Roof.

Specially Designed for FACTORIES, MILLS, ELEVATORS, Etc.

ANY ONE CAN PUT IT ON.

We have recently perfected machinery for manufacturing PLAIN SHEET METAL ROOFING under the Walter's Patent. This Patent possesses advantages of construction not found in any other Metal Roofing. IT DOES AWAY WITH THE NECESSITY OF TONGUING UP EDGES, DOUBLE-SEAMING, COPING OF RIBS, RIVETING RIBS, EXPOSED FASTENINGS AND CLEATS. No expense will be spared to make THIS ROOFING in quality of metal and perfection in fitting, the very best in America. For prices apply to the Sole Manufacturers in Canada:

The Canada Galvanizing and Steel Roofing Company

22 LATOUR STREET, MONTREAL.

The McClary manufacturing Co. are sending a traveller through Canada to establish agencies for their furnaces, gasoline, gas stoves, and gas ranges. His course the coming week will be eastward.

Unlike daily papers and general periodicals, this paper places advertisements before the eyes of just that portion of the industries most calculated to avail themselves of the announcements therein, and, therefore is of more value to the Trade than any paper published in this or other worlds. Manufacturers and wholesalers please take note of this, and then act accordingly. It is the only paper in Canada that reaches this trade direct.

SHEET STEEL

SHINGLES AND SIDING

PAINTED AND GALVANIZED,
FIRE AND STORM PROOF, DURABLE
AND CHEAP.

We have the Heaviest AND CHEAPEST Shingles
and Siding in Canada.

Prices and Circulars on Application.

THE METALLIC ROOFING COMPANY, Ltd.

SOLE MANUFACTURERS,
TORONTO AND WINNIPEG.

HENRY S. THORNBERRY & CO.,

Dealers in Electric Light and Electric Supplies, Bells, Batteries, Wire, Annunciators, etc. Contractors for ELECTRIC LIGHTING AND ELECTRIC WORK.

39 King St. West, TORONTO, ONT.

Clarke's Common Sense Sliding-Door Hanger

Slides back and forth with a more Graceful and Easy Motion and with less noise than any other Hanger.

With this hanger there is :

No Side-draft.
No Kicking.
No Flanges on the wheels.

No Jumping the Track.

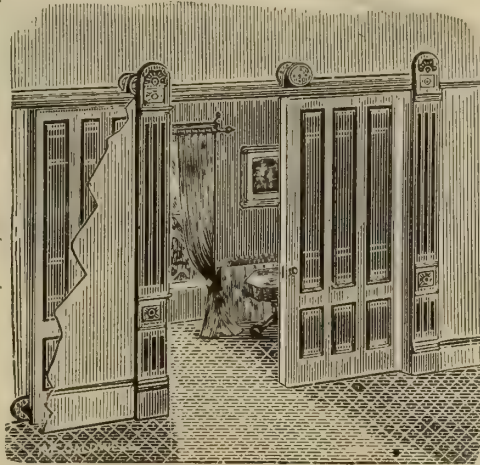
No Inaccessible Tracks in the Pockets.

No Tearing Down of Lath and Plaster.

No Dead Weight of heavy doors constantly hanging to the track.

No Tracks to be put in until ready to hang the doors.

No False Pockets in the Tracks for either



Single or Double Doors.

Doors equipped with this Hanger are suspended at the upper front corner and supported or rest upon a single roller secured to the lower inside corner, perfectly balanced, moving easily.

Common Sense Hangers can be applied to doors that have been hung with any other hanger without removing the plastering, woodwork, or any of the sheathing of the pockets, or creating any muss whatever.

MANUFACTURED BY

THE PETERBOROUGH LOCK MANUFACTURING COMPANY,
PETERBOROUGH, ONT.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

SPRING SPECIALTIES.

Tin Plates.
Tinned Sheet Iron.
Milk Can Fixtures.
Galvanized Sheet Iron.
Iron Pipe and Fittings.
Iron Wire, bright & annealed.
Iron Wire, Tinned and Galvanized.
Iron and Steel Wire Coppered.
Barbed Fence Wire.
Brass and Copper Wire.
Ingot Tin and Copper.
Half-and-Half Solder

Sheet and Bar Copper.
Lead Pipe and Sheet Brass.
Bar and Pig Lead.
Sheet and Block Zinc.
Spades and Shovels.
Harvest Tools.
Garden Sets and Tools.
Garden Shears.
Lawn Mowers.
Sisal and Manilla Ropes.
Hemp, Soapstone and Asbestos Packing.
Window Glass.

Painted Wire Cloth.
Ice Cream Freezers.
Ice Tongs.
Clothes Wringers and Mangles.
Brass Kettles.
Enamelled Kettles.
Enamelled and Tin Saucepans.
Agate Ironware.
Granite Ironware.
Pressed Tin and Copper Ware.
Japanned Tinware.
Bird Cages.
Wire Dish Covers.

Fly Traps.
Electro-Plated Ware.
Cutlery.
Sponges and Chamois Skins.
Lamps and Lamp Goods.
Gas Fixtures.
Cornice Pole Trimmings.
Kearney & Foote's Files.
Mathieson's Planes.
School-House Bells.
Building Paper & Carpet Felt.
Glues, etc., etc.
Guns, Ammunition, etc.

Builders' Hardware, House Furnishing Goods, Tinsmiths' Supplies, Plumbers' Supplies, Steamfitters' Supplies, Brush and Broom Makers' Supplies.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



The above Brand of Lead
Requires no Association Guarantee.
It is the STANDARD of the Dominion for
Purity, Fineness and Whiteness.
WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

Williamson and Lambe

STORAGE.

54 & 56
Wellington St. E.,
TORONTO.

Foundry Supplies.



CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb. 24, 25c
Straits 100 lb ingots. 24, 25
Strip 26, 27

Tin Plates—Charcoal Plates, Bright.

Bradley Grade— Per box.
I.C., usual sizes 96 25 86 50
I.X. 7 50 7 75
I.X.X. 8 75 9 00
Raven & Ynis Grade—
I.C., usual sizes 5 00 5 25
I.X. 6 00 6 25
I.X.X. 7 00 7 25
L.X.X. 8 00 8 25
D.C., 12 1/2 x 17 4 75
D.X., usual sizes 5 75
D.X.X. 6 50 6 65

Coke Plates—Bright.

Bessemer Steel—
I.C., usual sizes 4 50 4 55
I.C., special sizes 4 65 4 75
B.V. Grade, I.C., usual
sizes 4 50 4 65

Charcoal Plates—Terne.

Dean or J.G. Grade—
I.C. 20 x 28, 112 sheets 8 50 8 75

Charcoal Tin Boiler Plates.

Bradley Grade— Per lb.
I.X.X., 14x56, 50 sheet bxs 6 1/2c, 7c
" 14x60, " 6 1/2c, 7c
" 14x65, " 6 1/2c, 7c

Iron and Steel.

Common Iron, per 100 lb 2 50 2 60
Refined " 2 80 2 95
Horse Shoe " 2 80 2 95
Band " 3 25
Hoop " 3 25
Swedish " 4 00 4 50
Nova Scotia Bar iron 3 00
Sleigh Shoe Steel 2 75
Machinery, Tire Steel 3 25
Best Cast Steel, per lb 0 13 0 14
Russian Sheet 0 11 0 12
Tank Plates 2 25 2 50
Boiler Rivets 4 75 5 00

Boiler Tubes.

2-inch 13c
3-inch 18 1/2

Boiler Plate, 1/2 inch \$3 50
" 5-16 " 3 35
" 3/8 " 3 25
Sheet Iron, 1 to 20 gauge 3 50
" 22 to 24 " 3 75
" 24 to 26 " 4 00
Canada Plates, Blaina 3 25
" Boars Head 3 50
" Maple Leaf 3 25
All Bright 3 50
Galvanized Iron, Queen's Head—
16 to 24 gauge, per lb 5 1/2, 6c
26 gauge, " 6, 6 1/2
28 " 6 1/2, 6 3/4
Galvanized Iron, Gordon Crown
16 to 24 gauge, per lb 5 1/2, 6c
26 gauge, " 6, 6 1/2
28 " 6 1/2, 6 3/4
Note—Cheaper grades about 1/2 cent
per lb less.

Chain.

Proof Coil, 1/2 inch, per lb 4 1/2c
" 7-16 inch 5 1/2
Trace, per doz. pairs \$3 60 5 90
German coil, per 100 ft 1 65 2 70
Jack chain, iron, single, per
doz yards 0 13 0 50
Jack chain, double, per doz
yards 0 15
Jack chain, brass, single, per
doz yards 0 20 1 10

Copper—Ingot.

Lake Superior, per lb 0 15 1/2 0 16
Baltimore " 0 15 0 16
English B.S. " 0 15 1/2 0 16

Bolt or Bar.

Cut lengths, round, 1/2 to 1 in. \$0 28 30 31
" round & square
1 to 2 in 0 26 0 28
Note—Complete, lengths about fifteen
feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,
16 oz, 14x48 and 14x60 \$0 19 0 20
Untinned, 14 oz, and light,
16 oz, irregular sizes 0 20 0 21
Note—Extra for tinning, 2 1/2 cents per
pound, and tinning and half planishing
5 cents per pound.
Planished and tinned, 14x
48 and 14x60 0 30 0 32

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb. 0 20 0 24
" 35 to 45 " 0 19 0 20
" 50 lb and above per lb 0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned, per ss. 0 26
Spun " 0 30

Wire.

Pure, in coils—
From 1 to 20 gauge. 0 25 0 27
From 20 gauge, up 0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge. 0 21 0 25
" 27 to 30 " 0 23 0 29
" 30 and up. 0 26 0 29
Sheets, hand-rolled 2x4 ft. 0 23 0 25

Zinc Spelter.

Foreign, per lb. 0 06 0 06 1/2
Domestic " 0 05 1/2 0 05 1/2

Zinc Sheet.

5 cwt casks 0 06 1/2 0 06 1/2
Part casks 0 06 1/2 0 07

Lead.

Imported Pig, per lb. 0 04 0 04 1/2
Domestic " 0 04 0 04 1/2
Bar, 1 pound 0 05 0 05 1/2
Sheets, 2 1/2 lbs, per square ft,
by roll 5 00 5 25
Sheets, 3 to 6 lbs, per sq ft,
by roll 4 75 5 00

Note—Cut sheets half cent per lb extra.
Pipe, by the roll, usual weights
per yard, lists at 7c per lb and 27 1/2 p.c.
discount.

Note—Cut lengths, net price; ton lots
27 1/2 and 5 p.c. dis.; waste pipe, in 7 ft
lengths lists at 7 1/2c.

Solder.

Half-and-half (guar.) per lb 0 20 0 22
Note—Prices of this graded according to
quantity. The prices of other qual-
ities of solder in the market indicated
by private brands vary according to
composition.

Antimony.

Cookson's, per lb. \$0 21 30 22
Other makes " 0 20 0 21

Pure White Lead, ground in oil,

Associat'n guarantee, per lb. \$6 06 1/2
No. 1 Do. " 0 05 1/2
No. 2 Do. " 0 04 1/2
No. 3 Do. " 0 04 1/2

Prepared Paints.

(In 1/2, 1 and 1 gallon tins.)
Pure, per gallon \$1 10
2nd qualities " 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)
Venetian Red, per lb 0 05
Chrome Yellow " 0 09
Golden Ochre " 0 06
French " 0 05
Marine Black " 0 09
" Green " 0 09
Chrome " 0 08
French Imperial Green " 0 14

Colors, Dry

Yellow Ochre (J.C.) in bbls, per lb 0 01 1/2
" (J.F.L.S.) " 0 01 1/2
Venetian Red (R.C.2) " 0 01 1/2
" (1343) " 0 02
English Oxides " 0 03 1/2
American " 0 02 1/2
Paris Green, per lb 0 19
Burnt Sienna " 0 08 1/2
Burnt Umber " 0 06
Drop Black " 0 12
Chrome Yellows " 0 12
" Greens " 0 12
Golden Ochre " 0 03 1/2

Varnishes (in bbls).

No. 1 Furniture, per gal 0 70
Brown Japan " 0 70
No. 1 Carriage " 1 50
Gold Size Japan " 1 40
Pure Orange Shellac " 2 20
Hard Oil Finish " 1 50

Linseed Oil (in bbls).

Raw, per gal 0 68
Boiled " 0 71

Turpentine (in bbls).

Selected Packages, per gal. 0 65 0 67
Toronto Lead and Color Co's Paints.
Pure Pr'd Paints, 1 1/2, 1 gal tins, p. gal, 1 10
Elastic " 0 90
Metallic paints, for barns, in bbls " 0 75
Carriage " qts, 60c; nts, 45c
" Top Dressing " 60c; " 45c

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	0 05½
" No. 2	0 04½
" No. 3	0 04½

A. G. Peuchen & Co.'s Prices.

Paint Oil, boiled	0 35
Peuchen's Pure English Paint in 1½ and 1 gals. per gal	1 12½
Peuchen's Prepared Paint	1 00
2nd Quality Mixed Paint	0 75
Carriage Colors, quarts	0 55
Pure Lead, a guarantee	0 06½
Best White Lead	0 05½
No. 1 Lead	0 04½
No. 2 Lead	0 04½
Yellow Ochre	0 01
Golden Ochre, French	0 02
Extra Golden	0 03
Paris Green, pure	0 18
One pound package, pure	0 20
Cockson's Venetian Red	1 50
Best Vermillion	0 15
2nd Quality Vermillion	0 10
3rd	0 07
No. 1 Furniture Varnish	0 65
Brown Japan	0 65
No. 1 Carriage	1 25
Elastic Oak	1 25
Orange Shellac	2 00
White Shellac	2 25

Acme Paints.

Neal's Carriage, discount 40 p. c.	
English Oxide, by the barrel	0 02
American Oxide	0 01½
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p. c.	
Granite Floor, in tins, 90c, 47½c.	0 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	
" Wagon and Imperial, dis 40 p. c.	
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz	1 25
Acme Carriage Top Dressing, \$1 75 per doz	4 00 8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 45 per cent. Amer	
Rim Fire Cartridges, Dom. 50 and 10	
Rim Fire Military, net list. Amer.	
Central Fire Pistol & Rifle, discount 18 p. c., Amer.	
Central Fire Cartridges, Dom. 30 & 10	
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p. c. Amer.	

Wads.

Eley's, per 1,000	\$0 25 \$1 60
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Anvils.

Per lb.	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz	13 00 20 00
Adjustable " each	5 50 6 50
Fast Hole, Vaughan's, each	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	0 65 1 59
Pegging, " "	0 65 1 25
Brad, " "	0 85 1 60
" handled	3 60 7 30
Saddlers', " "	0 45 1 60

Awl Hfts.

Patent Peg, per gross	7 50 9 00
" Sewing,	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	7 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Light Brass Nos. 3 to 10.	Per doz. 1 80 14 50
" Nos. 2 to 10.	1 00 9 60

Door.	
Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50
Cow.	

American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 p. c.	

Farm.

American, each	2 00 5 00
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House.

American, per lb.	0 35 0 40
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Bellows.

Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount 35, 40 per cent.	

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 percent.	

Bench Stops.

Per doz	5 00 6 00
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Bits—Auger.

Gilmour's dis 55 to 60 p. c.	
Excelsior—Jennings', discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jennings' Gen, net list.	

Car.

Gilmour's, 47½ to 50 per cent.	
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Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb.	0 11 0 15
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Bolts.

Carriage, dis. 60 and 5 per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis. 40 to 45 p. c.	
Elevator, dis., 35 to 40 p. c.	
Machine, dis., 60 to 60 and 5 p. c.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers' dis.	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 65.	
Vegetable, per doz	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	500 40 23
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Butts—Brass.

Wrought Brass dis. 60, 60 and 5 per cent.	
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Cast Iron.

Loose Pin, dis. 60 to 60 and 10 per cent.	
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Wrought Steel.

Fast Joint, dis. 60, 60 & 5 p. c.	
Loose Pins, " 60, 60 & 5 p. c.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.

Horse, per doz	0 70 0 95
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Carpet Stretchers.

American, per doz.	1 00 1 50
Bullards	6 59

Carpet Sweepers.

Bissell, per doz	22 50
World	21 75
Daisy,	24 00
Star,	18 00

Crown Jewel, per doz	29 00
Grand Rapids,	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50 p. c.	
Plate " dis. 50 p. c.	

Cattle Leaders.

No 31 and 32, per gross.	8 50 11 25
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Cement.

Portland, car load lots	3 2
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.

White, lump, per lb.	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz	0 85 4 00

Churns.

Amer., dis. 50 p. c. to 60 p. c.	
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Clamps.

Judd's, per doz	3 00 10 00
Stearns, per doz	

Clips.

Axle, dis. 65 p. c.	
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Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
" No. 2	2 70

Compasses, Dividers, etc.

American, discount 65 p. c.	
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Cradles, Grain.

Canadian, discount 25 p. c.	
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Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English, "	2 00 4 00

Draw Knives.

American, dis. 70.	
Canadian, dis 25 to 35 p. c.	

Drills and Drill Stock—Brest.

Millar Falls, per doz	16 00 51 50
P. S. & W., dis. 40 per cent	

Twist.

Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.

Dis. 17½ to 22½ p. c.	
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Faucets.

Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star,	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10	
Barton Smith, dis 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis., Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25 p. c.	
Horse Raspers, Kearney & Foote's dis Am list, 50 p. c.	
Horse Raspers, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Raspers, Spencer's, dis. Can. list, 33½ p. c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc., dis. 40 per cent.	
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Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis. 50, 50 & 10 p. c.	

Fruit Presses.

Henis' per doz	4 00
Enterprise, discount 10 p. c.	

Fry Pans.

Acme, discount 50, p. c.	
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Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p. c.	
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Wire Gauges.

Winn's, Nos. 20 to 33, each	1 65 2 40
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Glass.

4th quality Star, 1st break	1 65
" 2nd "	1 75
" 3rd "	3 90
" 4th "	4 20
" 5th "	4 50

Window Glass.

Pilkington's ordinary.	
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1st break	\$1 66
2nd "	4 32
3rd "	5 08
4th "	5 51
5th "	5 94
6th "	6 60
7th "	7 32

Picture Glass.

Pilkington's ordinary.	
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1st break	4 80
2nd "	5 25
3rd "	6 00
4th "	6 60
5th "	7 20
6th "	7 65
7th "	8 58

Glue.

American, per lb.	0 09½ 0 10½
Canadian "	0 09 0 10
French Medal "	0 13½ 0 15
White "	0 16 0 20

Glue Pots.

Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list, Can. discount 25 to 27½ p. c.	
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Tack.

Magnetic, per doz	1 10 1 50
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Sledge.

Canadian, per lb.	0 12½ 0 15
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Ball Pean.

English and Can., per lb.	0 25 0 37½
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Handles.

Axe per doz	1 00 3 50
Store door "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

Hooks—Cast Iron			Pencils.			Scale Beams.			Cigar Box Nails, dis. 35 p.c.		
Bird Cage, per doz	0 50	1 10	Dixon's, per gross	1 00	4 25	Canadian, B. S. & M. dis. 40 per cent.			Shoe Finders' Tacks & Nails, dis. 25 p.c.		
Clothes Line, " "	0 27	0 63	" Carpenter	2 25	3 60	Scraper.			Tape-Lines.		
Harness, " "	0 72	0 88	Picks.			Box, per doz	2 10	4 50	English, per doz	\$2 75	\$9 50
Hat and Coat, per gross	1 00	3 00	Picture Nails.			Foot, " "	40	3 50	Chesterman's, each	0 90	2 85
Chandelier, per doz	0 50	1 13	Porcelain Head, p. gross	1 65	3 00	Screens.			" steel, each.	0 80	8 00
Wrought Iron.			Brass Head, " "	40	1 00	Window, patent, per doz	6 00	7 50	Thermometers.		
Wrought Hooks and Staples, Can.			Planes.			Screw Drivers.			Tin case & dairy, dis. 75 p.c.		
dis. 17½, 20 p.c.			Wood, bench, Canadian, or American			Sargent's, per doz	65	4 00	Ties.		
Wrought Hooks and Staples, Amer			dis. 50.			Screws.			Cow, per doz	1 25	2
dis. 75 to 75 and 5 per cent.			Wood, fancy Canadian, or American			Wood, flat head iron, dis. 47½ per cent.			Tinner's Shears and Snips		
Wire.			dis. 35, 37½ per cent.			Wood, round head iron, dis. 42½ per cent.			P. S. & W., 10 p.c. advance on American		
Hat and Coat, dis. 35, 40 p.c.			Bailey's (Stan R. & L. Co.) dis. 35, 37½			Wood, flat and round head, brass,			list.		
Belt, per 1,000	0 60	2 70	per cent.			dis. 25 p. c.			Tinware.		
Screw, bright, Eng., dis. 40, 5, 45 per			Miscellaneous, dis. 15 per cent.			Bench, wood, per doz	3 25	4 00	Stamped, dis. Assn list, 70, and 12½ per		
cent.			Bailey's Victor, dis. 15 per cent.			Bench iron per doz	4 25	5 75	cent.		
Horse Nails.			Plane Irons.			Scythes.			Japanned, dis. 35, 50 p.c.		
Canadian, dis. 50, 50 and 10.			English, per doz	2 00	5 00	Discount 40 per cent.			Pieced, dis. 40, 50 p.c.		
Ice Picks.			Pliers and Nippers.			Scythe Snaths.			Transom Lifters.		
Star, per doz	3 00	3 25	Button's Genuine, per doz. prs. dis			Canadian, dis. 35, 37½ p. c.			Payson's, dis. 25 per cent.		
Kettles.			37½, 40 p. c.			Shears.			Traps.		
Brass spun, per lb	0 28	0 30	Button's Imitation, per	7 40	10 25	B. & W., Japanned, dis. 75 per cent.			Game, Newhouse, dis. 17½, 20 per cent.		
Copper, " "	0 40	0 45	doz.	60	2 60	B. & W. N. P., dis. 65 p. c.			Game, H. & N., or P. S. & W., discount 57½		
Enamelled Can. 50 p.c.			German, per doz			Seymour's dis. 60 p. cent.			to 62½ p.c.		
American, 50 and 10, 60 and 5 per cent			Plumbs and Levels			Etna, dis. 75 @ to 75 and 10 per cent.			Mouse, per doz	0 35	1 50
Keys.			R. S. & L. Co., dis. 65 p. c.			Sheaves.			Rat " "	2 00	4 50
Lock, Can, dis. 50 p.c.			Poppers.			Sliding Door, per set	77	1 40	Trowels.		
Cabinet, Trunk, and Pad-			Corn, square, per doz	1 35	2 00	Canadian, dis. 7½ per c.			Disston's, discount 10 p.c.		
lock, Am. per gross	1 60	4 75	Pruning Shears.			Shovels and Spades			German, per doz	4 75	9 00
Knobs.			Per doz	4 00	5 50	Sieves.			Brads " "	7 00	10 50
Door, Japanned, and N.P., Can. list			Pulleys.			Wood Rim, black, p. doz	1 15	1 35	S. & D., discount 35 p.c.		
dis. 50 p.c.			Hothouse, per doz	55	1 00	" tinned, " "	1 35	1 60	Triers.		
Bronze, Berlin, per doz	2 75	3 25	Axle	22	33	Tin Rim, " "	2 30	2 45	Butter, per doz	6 25	9 00
Bronze, Gem, " "	6 00	9 00	Screw	27	1 00	black, " "	1 80	2 25	Trucks		
Lava " "	8 75	10 00	Awning	35	2 50	Snaps.			Warehouse, each	2 25	6 50
Shutter, porcelain, F. &			Pumps.			Harness, German, p. gro.	2 00	5 50	Twines.		
L. screw, per gross	\$1 30	4 00	Rumsey, Cistern & Pitcher Spout,			Acme, " "	3 00	5 00	Bag, per lb	0 12½	0 20
Ladles.			55, 60 per c.			Lock, Andrew's " "	4 50	11 50	Wrappg, mottld. pr. pack.	0 50	0 60
Melting, per doz	1 70	4 50	Punches.			Soldering Irons.			" cotton, per lb	0 18	0 20
Lemon Squeezers.			Saddler's, per doz	1 00	1 85	Per lb	0 30	0 32	Mattress, per lb	0 33	0 45
Porcelain lined, per doz	2 20	5 60	Conductors " "	9 00	15 00	Wrought Spikes.			Staging " "	0 27	0 35
Galvanized, " "	1 87	3 85	Tinner's solid, per set	72		Discount, 20 per cent.			Broom " "	0 30	0 55
King, wood, " "	2 75	2 90	" hollow, per inch	1 00		Spoke Shaves.			Binding, flax, per lb		
Lava glass, " "	4 00	4 50	Putty.			Wood, English	1 80	5 00	" jute " "		
All glass, " "	1 20	1 30	Bladder, per 100 lbs	2 00	2 25	Iron, American	1 35	2 35	Vises.		
Lines.			Tins, lbs	2 50	2 75	Spoons and Forks.			Hand, per doz	4 00	6 00
Fish, per gross	1 05	2 50	Rail.			Sheffield Sterling.			Bench, parallel, each	2 00	4 50
Chalk, " "	1 90	7 40	Barn Door, per foot	3	3½	Tea Spoons, per gross	7 50	12 00	Coach, each	6 00	7 00
Locks—Door.			Sliding Door, " "	3½	3½	Dessert " "	21 00		Peter Wright's, per lb	0 12	0 13½
Canadian, dis. per cent.		50	Rakes.			Table " "	30 00	30 00	Pipe, each	5 50	9 00
Russell & Erwin, per doz	2 90	7 50	Cast Steel and Malleable, Canadian			Dessert Forks, " "	24 00		Saw, per doz	6 50	13 00
Cabinet.			list dis. 40 per cent.			Medium " "	27 00		Washer Cutters.		
Eagle, dis. per cent	33½	35	Razors.			Table " "	36 00		Per doz	4 00	8 50
Paiock.			Boker's, per doz	7 50	11 00	Squares.			Well Wheels.		
English and Am. per doz	50	6 00	Wade & Butcher's " "	3 60	10 00	Iron, per doz	1 65	2 90	Amer. per doz. 8, 10 & 12 in.	3 38	6 00
Scandinavian, " "	1 00	2 40	Rivet and Burrs.			Steel, dis. 75 p.c.			Wire.		
Eagle, dis. per cent	15	1 17½	Copper Rivets, dis. 40 to 40 and 5 p.c.			Try and bevel, dis. 50, 55 per cent.			Market, bright and annealed, Nos. 1		
Mallets.			Iron " " 40 per cent.			Staples.			to 16 10 to 15 p. cent. advance on list		
Tinsmiths', per doz	1 25	1 50	Burrs, Iron, 30, 33½ p.c.			Fence, galvanized, per lb	5	5½	from stock		
Carp'trs', hickory " "	1 25	3 75	Rivet Sets.			Wrought Iron, dis. 75, 75 and 10 per			Market, oiled, coppered, galv., 10 to		
Lignum Vitæ, " "	3 85	5 00	Canadian, dis. 30, 35 per c.			cent.			15 p. c. advance.		
Caulking, each	1 60	2 00	Rope.			Stocks and Dies, Amer. dis. 25 per			Market, tinned, per lb	0 04½	0 08
Mattocks.			Sisal, per lb	12	12½	cent.			Galvanized Fence, 10 to 15 per ct. ad-		
Canadian, per doz	8 50	10 00	Manilla, " No. 1	14½	15	Stone.			vance on list.		
Meat Gutter.			" No. 2	13½		Washita, per lb	0 15	50	Tinned Broom, from 19 to		
Enterprise, dis. per cent	20	25	Cotton, " "	22	25	Hindustan, per lb	0 06		22 gauge, per lb	0 06	0 06½
Dixon's, each	1 60	2 00	Deep Sea, " "	15	16	Slips, per lb	0 09		Malin's Wire on spools, dis. 30 to 45		
Woodruff's " "	1 10	1 70	Rules.			Labrador, per lb	0 13		per cent		
Hale's, " "	1 05	1 50	Boxwood, dis. 75 & 10 & 5 80 per cent.			" Axe, " "	0 15		Clothes Line, galv., p. 100 ft	0 25	0 55
Hume, " "	13 00	16 00	Ivory, dis. 40, 40 & 5 per cent.			Turkey " "	0 50		Barbed Wire.		
Mincing Knives.			Sad Irons.			Arkansas " "	1 50		Galv. steel barb fencing		
American, per doz	42	2 35	Mrs. Potts, per set	1 15	1 50	Water-of-Ayr " "	0 10		"Lock Barb," 4 point	0 53	0 06
Molasses Gates.			N. P. " "	1 50		Scythe, per gross	3 50	5 00	Ditto Glidden 2 point	0 05½	0 06
Stebbin's Patent, dis. per cent, 65 to			Sand and Emery Paper.			Grind, per ton	15 00	18 00	Galv. Ste 1, plain twist	0 43	0 05
70 per cent.			B. & A. sand, dis. 25, 30 p.c.			Stove Polish.			Galvanized Barb, "Ly-		
Nails.			Emery, per quire	55	90	Per gross	1 88	7 50	man," 2 to 4 points	0 05	0 05½
Cut, 3 inch and upwards			Sash Cord.			M. L. S., per gross	2 50		Terms, 60 days or 2 per cent off for		
per keg	2 90		Each	1 00	3 00	Jacoby " "	5 00		cash—10 days.		
55 per cent. Brads & Moulding Nails,			Sash Locks.			Mirror Black Lead, per gr.	2 00		Wire Cloth.		
discount 55.			Triumph and Morris, dis 37½, 40 per			Dixon's Plumb. " "	0 07		Ordinary, discount 25 p.c.		
Wire Nails, 60.			cent.			M. L. S. Paste, per gross	9 00		Painted Screen, p. 100 sq ft	2 25	2 35
Nail Pullers.			Saw Sets.			Nicholson's, per doz	1 00	1 25	Wrenches.		
German & American	1 85	3 50	Hand, Disston's, dis. 10, 15 per cent.			Tacks, Brads, etc.			Agricultural, dis. 70, 70 & 10 per cent		
Nail Sets.			S. & D., dis. 35 per cent.			Cut, Carpet, gimp, blue, dis. 35 p.c.			Standard, dis. 60, 60 & 10 p.c.		
per gross			Cross-Cut, Disston's, per ft. 35, 47.			" tinned, dis. 45 p.c.			Coe's Gen'l, dis. 40, 45 p.c.		
Square, round and octa-	3 38	4 00	Hack, complete, each	1 75	2 75	Swedes' Iron, blue or tinned, dis. 42½ p.c.			Diamond, dis. 33½, 35 p. c.		
Diamond	12 00	15 00	" frames only	75		Upolsterers' dis. 42½ p.c.			Tower's Engineer, each	2 00	3 00
Oil.			Saws.			Copper Tacks and Nails, dis. 35 p.c.			" S., per doz	5 80	7 50
Canada Refined Oil	0 15		Hand, Disston's, dis. 10, 15 per cent.			Trunk and Clout Nails, " 40 p.c.			G. & K's Pipe " "		6 00
Carbon Safety " "	0 17½		S. & D., dis. 35 per cent.			Patent Brads, dis. 40 p.c.			Burrell's " each		3 40
Canada W. W. " "	0 20		Cross-Cut, Disston's, per ft. 35, 47.			Finishing Nails, dis. 35 p.c.			Pocket, per doz	1 25	2 00
American W. W. " "	0 25		Hack, complete, each	1 75	2 75	Wringers.			Wire Cloth.		
Castor " per lb	0 11½	0 12	" frames only	75		Each	3 50	5 00	Ordinary, discount 25 p.c.		
S. R. Seal " per gal	0 63	0 65	Scales.			Wrenches.			Painted Screen, p. 100 sq ft	2 25	2 35
Oilers.			Hand, Disston's, dis. 10, 15 per cent.			Wringers.			Wire Cloth.		
McClarey's Galvan. Iron			S. & D., dis. 35 per cent.			Each	3 50	5 00	Ordinary, discount 25 p.c.		
Oil Can, with Pump,			Cross-Cut, Disston's, per ft. 35, 47.			Wrenches.			Painted Screen, p. 100 sq ft	2 25	2 35
per doz	19 50		Hack, complete, each	1 75	2 75	Wrenches.			Wire Cloth.		
Zinc and Tin, dis. 50, 50 and 10.			" frames only	75		Each	3 50	5 00	Ordinary, discount 25 p.c.		
Copper, per doz	1 25	3 50	Saw Sets.			Wrenches.			Painted Screen, p. 100 sq ft	2 25	2 35
Brass, " "	1 50	3 50	Hand, Disston's, dis. 10, 15 per cent.			Wrenches.			Wire Cloth.		
Pails.			S. & D., dis. 35 per cent.			Each	3 50	5 00	Ordinary, discount 25 p.c.		
Galvanized, per doz	2 00	3 50	Cross-Cut, Disston's, per ft. 35, 47.			Wrenches.			Painted Screen, p. 100 sq ft	2 25	2 35

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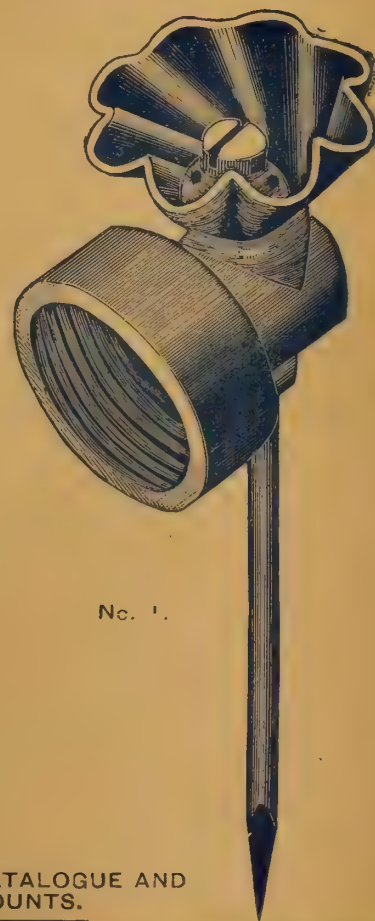
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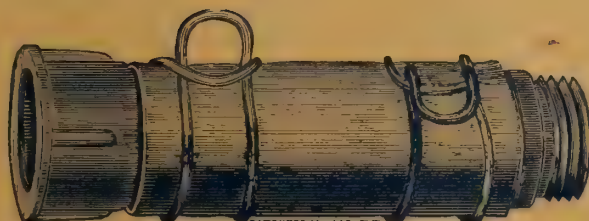
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No. 1. Fountain with spike, nickel plated doz.
No. 2. Magic Branch, spray or straight..... " "
No. 3. New " " " " " "
Branches- nickel plated, extra..... " "

1/2	3/4	1	1 1/4	1 1/2	2
\$3 00	\$4 00	\$4 00	\$6 00	\$4 00	\$12 00
					7 00
					12 00
					10 00
					50

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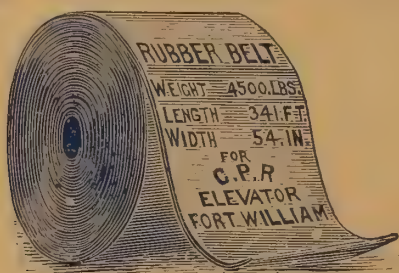
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Vol. 2.

TORONTO AND MONTREAL, APRIL 12, 1890

No. 15

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. Hugh C. McLean, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

THE MINING CLAIMS BILL.

The rising hopes of Algoma have been put back by the disappointing action of the Ontario Government with respect to the Mining Claims Act. That measure is not to be passed this session. This means the retarding for at least another year of the development of Algoma's great mineral wealth. The Dominion Government did what it was looked to do when its budget was brought down, in the removal of the duty on mining machinery. At the outset everything seemed propitious for the Mining Claims Act. The Minister of Crown Lands was to all appearance well disposed, and the proposed measure was plainly in the best interests of the whole province. But the reply at the last moment that the Mining Commission had not reported was all that could be given the friends of the Bill when it was withdrawn.

The interest that stood against the measure was undoubtedly capital. Speculators aim to keep and strengthen their hold on that rich country. But the natural incentive to the development of that wealth is wanting so long as such protection as the new Bill contemplated is not vouchsafed to the settler. It is the settler who stands at the beginning of the development of a country's wealth, whether in the removal of its forests or the discovery of its mineral deposits. The backwoodsman will have no self originating motive to fell the trees if he is not to enjoy the results of his labor, and the prospector will be equally disinterested in seeking rich deposits, if all the benefit of his discovery goes to somebody else. This is largely the case at present. The speculators get the benefit of the work of local prospectors. "Blanket applications" covering a block of claims picked out at random are made to the Crown Lands office by speculators. No money is paid with the application. A prospector, not suspecting the land to be in ap-

plication, explores claims in it, discovers mineral, writes to the Department designating the claim he applies for. The Government notify the blanket applicant that a certain tract of land comprehended in his first application is sought by somebody else, informing him that his priority entitles him to thirty days' notice in which he is to decline or pay for the land. The speculator at once understands that this claim has been found to be valuable, otherwise choice would not be likely to fall specially upon it, a tract smaller than speculators usually take up. He advises the Government that he does not intend to let his privilege lapse, pays the money and reaps the harvest of the prospector's work. In this state of things prospectors are scarcely more than rangers for the speculators, and this they will not be content to remain. Prospecting is not likely to be pursued by many, and the country will be the temporary loser. What the Mining Claims Bill aimed at was the amelioration of the prospector's hard lot, and securing to him some of the profits of his ventures. The men who settle a new country and undertake the privations inseparable from pioneer life should not be made mere scouts for speculators who are not near the scene of action, and who will risk in not even their money until residents have given the place a boom. It is to be regretted that the Bill was laid aside.

CREDIT BUREAUS.

Almost every line of trade, sooner or later, experiences a want which is expressed by some such phrase as a "credit bureau." Each merchant has his own credit department, more or less distinct from other parts of his business, as determined by the size of his trade and the general organization maintained, and when he reflects that every other man in the same line of business is doing the same thing, using practically the same names and employing the same general methods he is very likely driven to the conclusion that a single credit department conducted by a disinterested person for the benefit of his trade as a class would not only be a great convenience, but also an important economy in the business. Further he is led to reflect that what he knows about

any one customer, is very likely to be erroneous in some important particular owing to the way in which information is ordinarily secured, and that accordingly if the record as far as that man is concerned could be based upon the reports of a number of houses doing business with him it would be far more reliable. He becomes quite enthusiastic. He continues to build the air castles. "Here are six of us in the same business," he says, "all covering about the same territory. Now, if I should report to the central credit bureau all I know about each of my customers and each of the other five should do the same about theirs, and these reports should be carefully collated and arranged, the loss from bad debts both to myself and my competitors would be very much reduced. My expenses would be lessened, for it does cost money directly and indirectly to watch so many customers, to know at all times just what their standing is, and one well equipped credit bureau could do it for all of us, at far less expense than the aggregate cost of each doing it for himself."

So far so good. The merchant at once talks to his competitors in the same line of trade and after a time the majority of them are persuaded it is a good move and accordingly the bureau is organized and starts off with a grand flourish. But we will stop right here with our fable and complete the picture by a statement of facts illustrating how such things almost invariably work out. A local association of certain manufacturers was formed several years since, comprising in its membership ten or a dozen firms. The territory covered by these manufacturers was very nearly identical, and the lines of goods manufactured by them more nearly corresponded in general features than is usual in such cases. The object of the association was, of course, to serve general interests. The question of prices was to be fixed from time to time, and incidentally the members agreed to sustain a co-operative credit bureau. Each was to contribute to this at the outset a list of his customers and to answer concerning all of them several questions with respect to standing, business habits and general record, and from time to time thereafter was to send in reports of customers who failed—who allowed drafts to be re-

turned and who did anything whatever calculated to influence their credit rating. In turn, each manufacturer was to have the use of all the records of the bureau in establishing his own scale of credits. Very elaborate and in all respects adequate preparations were made for the receipt of this information and for carrying out the scheme in all its details, but somehow it failed to work. The original lists were sent in—in part at least—but right there the machinery came to a stop and it has never moved since. No one of the dozen manufacturers has ever reported a customer delinquent or slow, or bankrupt, or anything else, and yet the trade of the district referred to goes on just the same.

One of the manufacturers interested in this scheme showed us a few days since the books and records of the bureau. He gave the information on which the above is based and many other interesting facts, to only one of which will reference be made at this time. Turning to a name, he said:—"There is a customer who is rated 'fair pay' by one of the manufacturers in this little scheme. We know he is not fair pay—not by any means. We know he has no claim whatever to credit. We know further that he is 'into' the firm reporting him 'fair' for a large amount, which they have been carrying for a long time, and that they are seeking some way to get out. They would no doubt like some of the rest of us to help sustain the burden, and that was the reason of rating this man 'fair pay.' As it is, knowing all the facts, the rest of us sell him for cash only. The other concern can't unload on us in that way." This tells the whole story, and the other facts presented in the conversation only corroborated it.

Competitors are competitors. They are never partners, and in the struggle for existence or for profits, as the case may be, there is no hesitation among competitors to choose the best for No. 1, leaving the poorest for No. 2. The history of various trades shows wrecks of enterprises of this kind all along the road, and where better results have been secured than those described it has only been by taking the credit bureau further away from the intimate association usually attempted and making it nearer an independent business effort. Here, however, success is by no means assured, for with the improvement and development of the general commercial agencies the last few years they offer facilities which special agencies cannot furnish, and their cost to subscribers is relatively far less than the cost of any special effort that can be made. The idea in starting a new credit scheme for any branch of trade is, "We will have it all to ourselves. We will weed out the irresponsible and tricky retailers, who cheat us out of our goods. We will establish a black list, etc." It don't work that way. The man that is first caught does not feel disposed to stand the loss. His leading thought is to unload, and he succeeds in this so often as to come to consider the pro-

vision or at least opportunity for unloading a necessary and proper part of good business management. Agreements may be made to do differently, but human nature is stronger than any agreement that can be made, and human nature, after all, is the ruling power. —Iron Age.

MAKING SLAG WOOL.

A WONDERFUL PROCESS AND A STILL MORE WONDERFUL PRODUCT.

Slag wool is formed by causing a jet of steam to impinge upon the stream of molten slag as it issues from the furnace. This has the effect of dispersing or breaking up the slag into countless small bead-like particles, each of which, as it flies away, carries behind it a delicate thread of finely-drawn or "spun" slag. In order to collect the slag filaments thus created, and to separate the fibres from the beads or heavier portion of slag, the steam jet is arranged at the mouth of an open cylinder of sheet iron, in which a strong air current is induced by means of additional jets of steam. The tube or shaft is furnished with a shield or striking plate, which detains the heavier particle, the lighter slag-wool being carried by the draught upwards and onwards into a large chamber like a gigantic meat safe, having its walls formed of wire netting with about sixteen meshes to the square inch. Here the steam condenses and escapes, and the slag wool, which has the appearance of flakes of snow, is deposited on the floor and round the sides; the lightest portions being carried to the greater distances.

The filaments of slag formed this way, though of considerable length, are of such delicacy and fineness that they are broken up into numberless fragments and felted together into a substance much resembling cotton wool. This mineral wool is extremely light and absolutely fire-proof; it is a marvellous non-conductor of heat and of sound, and it is so porous that it will absorb large quantities of water and retain the same for a considerable time.

It has been found extremely valuable as a covering for boilers, water pipes and such like—owing to its relatively low conducting power—and for fire curtains for theatres, its lightness and resistance of fire and sound rendering it an excellent substance for such a purpose. It is, moreover, an antiseptic, and this property, along with its extreme porosity, renders it applicable for medical purposes.—Newcastle (Eng.) Chronicle.

IRON CONSUMPTION AND PROTECTION.

Few are aware of the increase in consumption of iron under protection in this country, and fewer still realize how much the protective policy has done to render possible such an increase in consumption. The consumption of pig iron alone has more than doubled within the last ten years, for it was 7,748,817 tons last year, and only 3,409,211 in 1879, but

it also nearly doubled in the previous decade, and more than doubled in the decade beginning with 1859, when it was only 827,609 tons. In 1860, the entire consumption of raw iron, including domestic and imported pig and imported scrap iron and steel, was only 64½ pounds per capita; now it is 267½ pounds. Then nearly a tenth of the raw iron was imported, and now less than a fortieth, or about six pounds per capita.

The total importation of manufactured iron of all kinds was last year only 11¼ pounds per capita, but more than half, 14¼ pounds per capita, was in the form of tin plates alone. In 1860 nearly 16 pounds per capita of other imported iron was used, but in 1889 less than eight pounds. The imports of tin plates have steadily increased more than 50 per cent. in the last decade and nearly 90 per cent. in the decade preceding. The imports of rails have been very variable, rising to 28½ pounds per capita in 1871, falling to practically nothing in 1877, rising again to 13¼ pounds in 1880, and falling again in 1889 to only a fifth of a pound per capita. In the following statement of consumption per capita the "imports for consumption" are included for years except the last, but as that official statement is not published for the last calendar year the imports for that year are used:

	1889.	1879.	1869.	1859.
Consumption, domestic pig.....	261.40	126.06	102.43	54.61
Consumption, imported pig and scrap	6.20	51.59	19.63	5.88
Consumption, total raw iron	267.60	177.65	122.06	60.49
Consumption, imported rails .....	.21	4.85	17.28	8.93
Consumption, imported tin plates.....	11.39	7.58	3.99	2.37
Consumption, imported, other manufactured	7.69	6.56	7.43	14.51
Total consumption,	286.89	196.64	150.76	86.29
Per cent foreign	8.9	37.5	32.1	36.7

To appreciate how improbable it is that consumption could thus have grown had this country been as dependent upon foreign works as it once was, it is only necessary to remember that the American production has increased 4,900,000 tons in ten years, but the British production, "with all the markets of the world open," as Free Traders are wont to say, has increased but 4,600,000 tons in thirty years. Of that increase, moreover, no less than 330,000 tons was shipped to this country in the form of tin plates, and was therefore caused by failure to put an adequate duty on that product.

Thirty years ago more than a quarter of all the iron and steel consumed in this country was in the form of rails, 21¾ pounds per capita, and only 64¾ pounds in all other forms. Now the consumption of rails has indeed more than doubled, having been 50¾ pounds per capita in the year 1889, and still larger in several previous years, but the consumption of other iron has risen in far greater proportion, amounting to 236¼ pounds per capita in the year 1889. This latter increase has been 85 pounds during the last decade, or nearly 60 per cent.; 50 pounds in the decade preceding, or about 50


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TWO TO FOURTEEN QUARTS.

"Crown Ice-Cream Freezers

EIGHTEEN TO THIRTY-TWO QUARTS.

 Write for Prices, as we
are Headquarters.

MONTREAL.

per cent. ; and 37 pounds during the decade ending with 1869, or nearly 60 per cent. It is because the American manufacture has been so encouraged that it is able to furnish beams and bars, plates, tanks, pipes and materials of every kind for buildings and bridges, that the consumption in this country has so greatly increased. Out of the entire increase in consumption per capita during the last thirty years, which has been 200 pounds per capita, about 170 pounds, or nearly seven-eighths, has been neither in rails, domestic or foreign, nor in other forms of manufactured iron and steel imported, but in forms other than rails ; much the greater part of it has been in those special forms of iron and steel which are produced either upon specification and orders to meet contracts in this country, or to satisfy the ascertained local demand in other departments of industry.—N. Y. Tribune.

SECRET OF BUSINESS SUCCESS.

Discussing the principles and practice that underlie conspicuous business success, and in enforcing the central thought that business is brains, our sprightly contemporary *Harness* says : "One great secret of success in business—the secret, in fact, of success on a large scale—is to conceive of it as a matter of principles, not merely as a series of transactions. There are great merchants as there are great statesmen, and there are small merchants as there are small politicians, and the difference between the great and the small men is very much the same in both professions. The small politician works by the day and sees only the one small opportunity before him, the small merchant does the same thing—he is looking for the next dollar. The statesman, on the other hand, is master of the situation, because he understands the general principles which control events ; this knowledge enables him to deal with large questions and shape the future. The great merchant does the same thing ; his business is not a mere money-getting affair ; not a mere matter of barter, but a science and an art ; he studies the general

laws of trade, watches the general conditions of the country, investigates present needs, foresees future wants, and adapts his business to the broad conditions of his time and place. He puts as much brains into his work as does the statesman, and he ends by being, not a money getter, but a large minded and capable man. An eminently successful business man of the statesmanlike quality, said the other day that the more he understood of life, the more clearly he saw that it was all done on business principles. By which he meant not only that the universe stands for the dollar, but that the universe is governed by unvarying laws, that promptness, exactness, thoroughness and honesty are wrought into its very fibre."

ASBESTOS—ITS USES AND VALUE.

A field of asbestos, says the *Chicago Journal of Commerce*, covering an area of one hundred acres, has been found near Fort Steele, in Wyoming. The discovery had not at last advised been thoroughly prospected ; but specimens have been pronounced by experts to be of good quality, as there is but little serpentine in it.

"The asbestos of commerce," says Prof. J. Donald, M.A., of Montreal, in a recent paper printed in the *Popular Science Monthly*, "is the product of two widely separated countries—Italy and Canada. The Italian article was first in the market, but the Canadian product soon made for itself a place and a name, and the mineral is now shipped from Canada to Italy ; while toward the close of 1889 the United Asbestos Company (Limited), of London, Eng., which controls the mines of Italy, acquired property in the Canadian field, and is equipping the same with a complete plant preparatory to operations on a large scale. It is very evident, then, that the Canadian fibre is, to say the least, no mean factor in the asbestos industry."

The various names by which this mineral is known are as follows : "The French Canadians call it *pierre a coton*—i.e., cotton-

stone ; the Germans speak of it as *stein-flachs*—stone-flax ; *amianto*, the Italian name, indicates that which is undefiled, in allusion to the fact that it may be cleansed by fire ; and *asbestos*, the name by which it is generally known, is a Greek word, signifying endless, ceaseless, and points to its fire-resisting properties."

Prof. Donald's recent analysis of some Canadian asbestos showed the following results :

Magnesia	-	-	-	-	40.07
Silica	-	-	-	-	39.05
Water	-	-	-	-	14.48
Alumina	-	-	-	-	3.69
Oxide of iron	-	-	-	-	2.41
Undetermined	-	-	-	-	.30
Total	-	-	-	-	100.00

Most, if not all, the asbestos of commerce is classified as "fibrous serpentine," from the fact that the mineral occurs principally in a fibrous form, "the fibres being so fine and flexible that they may be spun and woven as cotton and flax are ; and, moreover, the fabric so obtained is capable of resisting a very high temperature. Some varieties are said to have resisted a temperature of 5,000° F. It is noted, however, that although asbestos is incapable of being fused, except at extraordinarily great heat, its fibres lose their flexibility and become brittle at a temperature only sufficiently high to deprive it of the water that is found in its composition." Altogether, it is a singular mineral, but one that is gradually coming into common use in a variety of forms suited to a great many purposes.

"Not only does our mineral resist high temperatures," says Prof. Donald, "but it is also proof against the action of the majority of chemicals. It therefore forms a very valuable substance for use in filtering apparatus, especially where acid and alkaline liquids which corrode ordinary filtering paper and cloth, have to be dealt with. As a filtering medium it is used not only in chemical laboratories, but in manufacturing establishments as well."

At Salt Lake City, Utah, the Wyoming asbestos has been sold for about \$80 per ton.

When the assorted mineral is woven into cloth its market value is about \$300 a ton.

Its uses are numerous. For roofing it is deemed the best-known material. It is used also extensively in steam packing, while for boiler felting it has no equal. In printing and writing paper its indestructible qualities make it invaluable for documents that need to be preserved. As wall paper it aids in rendering a building fire-proof. In the form of rope it becomes available as fire-escapes and fire-resistant supports. Stokers and furnacemen use it for serviceable gloves and full suits of clothing, including stockings, are already made of it, as are salvage blankets for rescuing goods from burning buildings. It can, indeed, be almost universally adopted, for mail bags, theater curtains, drapery and dresses. Its non-conducting properties also commend it highly for application in connection with steam engines and boilers, for packing pistons, flange joints, hot-air joints, cylinder heads, and similar purposes—in the form of yarn or rope, or felt—the latter making a non-conducting covering for steam pipes—and furnished in sections to fit any size of pipe and into rolls and sheets for large surfaces.

A lower grade of asbestos is less fibrous, more resembling gypsum, and this, when ground finely, becomes the basis of an excellent fire-proof paint. A specimen of this from Texas, seen by the writer, seemed to possess good qualities for this purpose, and was not expensive.

WHAT A HARDWARE MAN ADVISES.

"There are very few persons," said a hardware dealer, "who understand how to take care of wood floors. I hear complaints continually that hardwood floors crack and break off in slivers, and thus soon become rough. Such floors have been washed up or scrubbed with strong alkali soaps or washing fluids, which will ruin a floor of oak in a short time. A hardwood floor should be swept up and polished at least once a week with an iron-backed polishing brush. By this process in a short time the floor will have attained a beautiful glassy surface, from which any dust can be easily removed with a hair broom or one of the pretty Japanese brooms with bamboo handles."

The polishing brush is an important article in any house where there are hardwood floors. It is very heavy and is drawn backward and forward by means of a long handle. Such brushes cost \$5 and \$6, but wear a lifetime. The largest size is too heavy for a woman's use. If an egg or any such substance drops on the kitchen floor, the spot should be washed up and oiled with raw oil, and avoided for a few days until the oil has become oxidized. When a floor is waxed this polishing brush becomes a necessity, as no hand rubbing is heavy enough to take its place.—New York Tribune.

IRON ROADWAYS.

A proposition has been made to build iron tracks on the highways of the country. A special committee has been appointed by the Pennsylvania legislature to inquire into the practicability of the proposed scheme. The plan as at present formulated is a broad concave track, with intersections of stone and gravel. The iron will prevent the washing away of the silt deposit, and the metal trenches form a substantial solid tramway, on which the heaviest load will move with comparative ease and the permanence of a most excellent roadway be ensured. It can be easily kept in order, and in the long run be more economical than the plank road. Such an idea if practicable would solve the road problem, and open up a new use for the ore hidden for centuries in our mineral sections. The use of iron is yet in its infancy, and its adaptability to the needs of our progressive civilization will probably keep pace with its output. It has been stored for centuries in the vaults of the planet, and its enormous desposits will in time fulfill the intelligent purpose behind its formation.—Age of Steel.

Mr. W. R. Milner, manager of the Chat-ham wagon works, is negotiating for the erection of large carriage works in Walker-ville.

Messrs. Smith Bros. have secured the contracts for the plumbing of W. J. Thompson's new hotel, King street, and that of Albert Smith, opposite the C. P. R. station, London.

The new Victor Cook which the Chown & Cunningham Co. are getting ready for this year's trade is a very handsome stove. Photographs of it have been taken from front and side views, and these will be followed next week by the finished samples, now in course of manufacture. These samples will be shortly submitted to the trade.

It is proposed to incorporate the Canadian Interior Conduit Co., Limited, for the purpose of manufacturing conduits and tubes for containing electric light, telegraph and telephone wires. The chief place of business will be Toronto and the capital stock, \$150,000. The names of the applicants are H. P. Dwight, of Toronto; Thomas Leggat and Charles G. Clouston, of Montreal; John H. McClement and Edward H. Johnston, of New York.

Unlike daily papers and general periodicals, this paper places advertisements before the eyes of just that portion of the industries most calculated to avail themselves of the announcements therein, and, therefore is of more value to the Trade than any paper published in this or other worlds. Manufacturers and wholesalers please take note of this, and then act accordingly. It is the only paper in Canada that reaches this trade direct.

HECK'S COLUMN.

For some time I have been working through the business places, trying to find the cause of these hard times. Cash seems to be all that is needed to make things move among the merchants. I am writing of country towns where the trade is nearly all done with farmers. They depend on the farmers, for downfall or success of their season's trade. The farmers to day have little money, and some merchants think the reason is low prices in grain. That may be part of the cause, but what do farmers do with the money they get? Every year the implement men are getting out new machines, that are going to lessen work, time and expense in cultivating and reaping crops. Very few farmers are there who do not buy one, two or three new machines each year. The agent visits the farm, shows how a new riding plough or some other implement would be to his advantage the coming summer. The farmer has a plough or thresher that he could make do well for three or four years to come, but the new one has been tried by his neighbor and he likes it well. Thus farmer No. 2 must be on equal standing and have the same machines that his neighbor has. To get these machines, the old ones are worth to the agent a few dollars, and the rest is paid by note to fall due about the first of October. The farmer gets the machine, harvest comes and goes, a fair crop is gathered, and prices are not quite as high as they might have been. The notes fall due and are paid. In the meantime an account has been running with the country merchant, and really I do believe it is thought the merchant can wait for his money until the farmer likes to pay it. The present expenditure of the farmer eats up all the profits so that his farm is under mortgage, and still a large bill grows at the country merchant's store. Of course it will be paid at the end of the year, if the money is in hand. The end of year comes and goes, still the merchant has his account to render every month to that farmer.

Now your merchants are the farmers' friends, and when you can trust them for years, surely a word of advice will go well and do some good. The spring is about coming on and the implement agent will start his rounds. Talk to your farmers on this subject. Show them how it is, and how they should economise a little this year, and if this is done and implements of last year's made to work this year, I think collections will be somewhat better next fall with you.

HECK.

Work can always be found in a store without double-million microscope

A customer secured is a promise of greater salary in time.

Every line of goods embodies a his ory and a science worth years of study to understand.

Master the whole business and the way to fortune has been mapped out.

A feather duster disperses but does not remove the dust from the store.

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WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

Manila, Sisal, and New Zealand Cordage.

Pure Manila Binder Twine.

NOVA SCOTIA COAL.

In a letter to the Halifax Herald, headed "Our Coal Industry Declining," J. R. Lithgow, the well known expert on the coal industry, says:—

"I am sorry to write the words, but it is the truth that our coal industry is declining. Neither the output nor the price realised in 1889 was as good as in 1888, when it should have been better. At least the output should have been more instead of less than in the previous year. You may remember before this time last year I wrote you a letter, which appeared in the Herald, anticipating a falling off in our shipments up the St. Lawrence owing to high sea borne freight and United States competition in the Province of Quebec, and the official report as published by you this morning confirms my anticipation of over a year ago, for it shows that the Province of Quebec took only 631,796 tons in 1889, against 678,321 tons in 1888, a falling off of 46,525 tons. Had the duty been put at 80 cents as I suggested, it would have shut out fully 100,000 tons of United States bituminous coals and so have given us a market for that additional quantity and enabled us also to realize somewhat better prices, which in 1889 were fully ten cents per ton less than in 1888. That United States coal cut out ours is evident from the fact that, while the Province of Quebec took 46,520 tons less from Nova Scotia, Canada took 85,064 tons in 1888. This year sea borne freights are lower than last season, yet so keen is the competition in Quebec that free on board prices are lower, and unless the duty be increased from American mines less Nova Scotia coals will be imported this year into the Province of Quebec. Now the National Policy should not allow United States bituminous coal to cut out Canadian in the Province of Quebec, even if \$1 a ton duty had to be put on the foreign article, or a bounty of say 20 cents per ton paid on Nova

Scotia coals for the St. Lawrence. The bounty would be less objectionable to Ontario than the increased duty, and the policy which proposes to give a bounty of \$2 per ton on Canadian pig iron might give a bounty of one-tenth of that on Canadian coal sent up the St. Lawrence. Seeing there is need of that much additional protection to give Nova Scotian coal the Quebec market, nothing the Dominion Government can do will please Nova Scotians, both Grits and Tories, better than to give them a market in Quebec for 100,000 tons more coal than we sent them in 1889."

Under Senator Hale's bill it is understood American goods can be carried by Canadian lines across Canada to an American seaport without hindrance. But such goods cannot be hauled into Canada and then across American territory into Canada again without payment of the regular duty upon them. The scheme cuts off the Short line as a means of finding an outlet for American produce on the Canadian seaboard. Wheat cannot be carried from Minneapolis to the Sault through Canada to Maine and across Maine to St. John or Halifax, but it may be carried from Minneapolis over the same route to Boston or Portland. The other feature of the bill strikes at the traffic from East to West. European goods landed at, say Boston, can be carried west through Canada to their destination in the United States on the payment of one duty, but the same goods landed at Halifax or St. John will pay one duty when crossing Maine, and another if, after traversing Canada, they re-enter the United States.

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ROMAN, CANADIAN, KEENE'S & PARIAN CEMENTS.

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ANDREW C. DALLAS

DEALER IN

PIG TIN, LEAD, COPPER, ANTIMONY, SPELTER, ETC.; COPPER AND BRASS SHEETS AND TUBING; GALVANIZED IRON & TIN PLATES; IRON BEAMS, CHANNELS, ANGLES, SHEETS, ETC.; SCOTCH AND AMERICAN PIG IRON; SCRAP IRON IN CAR LOTS, ETC.

TELEPHONE 1821.

38 YONGE ST. --- TORONTO.



Few young men are proprietors of such a fine store as W. E. Preston, of Midland.

Mr. Seth Rickaby, Glenarm, is retiring from business owing to ill health, and has rented his store to Messrs. Murchison and Gilchrist.

A large consignment of buggies has been shipped to Manitoba and British Columbia during the past few days by Mr. John Campbell, of London.

Of the \$2,000 to be raised by private funds to induce the Ideal Manufacturing Co., of Wolfeville, N. S., to remove to St. Thomas, all but \$200 has been subscribed.

Demers & Riverin, founders and stove manufacturers, St. Paul street, Quebec, assigned. Both assets and liabilities are given at about \$15,000.

Mr. Ethan Pratt, a former well-known merchant of Toledo, in the county of Leeds, went to New York about two weeks ago to undergo an operation for a cancerous affection. He died while under an operation.

Mr. J. D. Humphrey, of Toronto, saw Hon. Mr. Bowell and urged that the duty on rubber service clothing be changed from 30 per cent. ad valorem to 25 per cent. ad valorem and 10 per cent. specific.

Messrs. McArthur and Boivin, of Montreal, accompanied by Mr. Curran, M.P., interviewed the Minister of Customs to-day and asked for certain modifications in the tariff on bevelled glass. They say the present duty will seriously militate against their industry.

Mr. E. T. Wright, of Hamilton, accompanied by Messrs. McCay and Brown, M. P.'s, had an interview with Hon. M. Bowell, and asked that the duty on japanned and brass bird cages be increased to 35 per cent. owing to the increased duty placed upon wire.

Mr. Bert. Hunt left Bowman, Kennedy & Co., London, Ont., with whom he has been associated for the last three years, to accept a situation in a large wholesale establishment in Montreal. Before leaving, the other employees, with whom Mr. Hunt is a great favorite, surprised him with a couple of valuable presents, a diamond pin and a gold ring.

The Minister of Finance has brought in a motion to double the bounty on pig-iron which is at present \$2 a ton. The increased bounty is proposed for seven years. This is the only way to induce capitalists to go into smelting, and the removal of the duty on mining machinery taken along with the extra bounty ought to greatly develop metal industry.

Mr. Moncrieff, representing the Petrolia oil refiners, accompanied by Messrs. R.

Munro, J. T. Wilson, and J. McArthur, of Montreal, made representations to the Ministers on Monday that the proposed restrictions with respect to the grinding of litharge rendered the importation of this article impracticable, and the refiners of coal oil would consequently greatly suffer.

A Cincinnati company has arranged to mine and ship from Port Arthur to the United States sulphate of barium (baryta) largely used in the adulteration and manufacture of white lead, and as an adulterant for confectionery. Ten thousand tons are already mined and will be shipped on the opening of navigation. From 5,000 to 10,000 tons will be exported this season.

Recent excavations in Rome go to show that the short-lived water-pipes of this age are sadly at a discount when compared with the work of the old Roman plumbers. The commission in charge of the improvement of the City of Rome have unearthed great quantities of lead waterpipe, each plainly stamped with the name of the owner of the house, the year of the plumbing, the names of the consuls of that year and that of the reigning Emperor.

Mr. J. C. McArthur, of McArthur, Corneill & Co.; Mr. Robert Munro, of Ferguson, Alexander & Co.; Mr. J. T. Wilson, of Wilson Paterson & Co., Montreal, waited upon the Ministers of Customs and Finance to ask that colorless rolled plate glass and colored rolled plate glass, which are under the new tariff taxed 20 to 25 per cent. respectively, be classified under the same heading, also that a higher duty be imposed on raw linseed oil than on boiled linseed, with the object of encouraging oil boiling in this country.

Mr. E. S. Hubbell, of Thamesville, has in the last ten years built up a very prosperous trade in hardware, tinware and stoves, in that thriving town. He has a large frontage, with work shop paint, and glass department, iron and oil sheds in the rear. It may be said that Mr. H. "skunks" them all in that county. Out of a total of about 3,000 skunk skins sold there, he has bought nearly 2,000 of them. Skunk oil needs no protection there, it being a drug on the market. Mr. Hubbell has had a good sale, and makes satisfactory reports of the "Faultless" wood heater the past winter.

The St. John board of trade on Monday discussed the subject of Intercolonial freight rates. One dealer said that he was able to send a parcel by express cheaper than by freight under the new regulations. Ex-Mayor Thorne reported that his customers in New Brunswick towns had informed him that they could not take goods at the present high freight. Another merchant had advices from customers on the north shore stating that they would find it necessary to procure their goods at Halifax or Quebec and forward by water. Strong representations were forwarded to the Government at Ottawa.

A feeling is developing in India for the importation of iron in the "pig" state, says the Glasgow Herald. It is acknowledged that the country cannot produce its own raw iron, the orefields and the coalfields being too far apart to permit of that being done profitably; but the demand for iron is increasing year by year, and it is thought that the time has come for the effort being made to supply the manufactured article from native workshops. Were war to break out, India might be deprived of its iron supplies for a time, and therefore it is advocated that large quantities should be at once stored, and measures taken to educate the natives in its manipulation into wrought and other forms.

A firm which has made gratifying progress since its establishment is the Canadian Rubber Co. One after another all the big manufacturing concerns of the country are becoming its customers. Many large factories that imported all their belting up to two years ago and later, now use none but what the Canadian Rubber Co. supplies, and they buy of it in car loads. The Company's report shows that the business done this year is fully 30 per cent. better than that done last year. This is encouraging in a year wherein most industries show a reduction rather than an advance on last year's business. The trade of the Company grows along with the reputation of rubber as a belting material of which the superiority is becoming assured as the years roll on. A practical tribute to the quality of the work done by the Company is given by the Boston Belting Co., which is conceded on all hands to be the best in America. The tribute consists in the fact that the Boston Rubber Co. gets its own Forsyth Patent Seamless Belting made for its customers here by the Canadian Rubber Co. The American manufacturers are not afraid to risk the great reputation they have won in this belting, by leaving to the Canadian Company the filling of their orders here. Some recent orders filled by the Canadian Rubber Co. are:—Three 30-inch 6-ply rubber belts; a 54-inch 7-ply belt; a 28-inch 8-ply belt; two 36-inch 6-ply belts. Among these are some remarkably large belts, as may be noted from the ply and width given. The durability of the Company's work is amply testified by the length of time it has rendered service. Withrow & Hillock, Toronto, have used one of the Company's driving belts constantly for fifteen years. Stevens & Burns, London, have had one in use ten years. These two belts are yet as good as ever. The Intercolonial have fourteen of the Company's belts, and the C. P. R. forty three in their elevators.

Rivalry, open, fair, good natured and enterprising, is the life of business.

The faculty to make friends and conciliate enemies, being all things to all men, is inherent in the first-class salesman.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

A reputation for truthfulness is indispensable to permanent and satisfying success.

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Dry hard with a fine gloss in 12 hours.

READ OUR TESTIMONIALS.

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It has given perfect satisfaction, and we

SHAW & WOOLIVER.

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We Guarantee our Tarred Paper NOT TO STICK.

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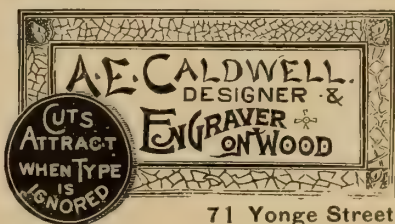
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Try a sample lot of O.K. Paper; it is cheaper than Common Building Paper.



PROVINCE OF ONTARIO.

Avonmore—Fraser, Jos., general store, assigned in trust.

Colborne—Coxall, Wm., general store, asking an extension.

Clarksburg—Collins, T. H., general store, stock, etc., advertised to be sold by auction on 8th inst.; Keast, Thos., hardware, assigned to A. H. Hope, Hamilton.

Glen Robertson—Denovan, J. A., general store, assigned in trust.

Grafton—Johnston, W. E., general store, succeeded by J. H. Johnston.

Hamilton—McDougal, Mrs. Jane, lamps, assigned to Chas. J. Williams, Hamilton.

Keewatin—McKinnon, Wm. & Bro., general store, dissolved partnership, Wm. McKinnon continues.

Milton—Stearns, W. J., tinware, etc., succeeded by Jno. T. Moore.

Newbury—Bayne & Douglas, general store, dissolved, W. Bayne continues.

Northfield—Markell, W. O., general store, assigned in trust.

Ottawa—Ford, W. J., grocer, assigned in trust.

Otterville—Bullock, F. G., Otterville Manufacturing Co., assigned to R. Paxton.

Smith's Falls—Healey, D. C., groceries and liquors, assigned in trust.

Thessalon—Marks, C. L. & Co (co nom) general store, asking an extension.

Waterford—Green Bros., tin shingles, burnt out.

MANITOBA AND NORTH-WEST TERRITORIES.

Minnedosa—Gillies, J. D. & Co., (co nom) general store, stock advertised for sale by auction.

Rapid City—Gauthier, C. W., general store and fish, sold out by sheriff.

Winnipeg—O'Donohue, Jno. & Co., (co nom) W. & R., agricultural implements, compromised.

Wolsley—Dill, J. P., general store, admitted Magee & Cooke, under style Magee & Cooke.

QUEBEC.

Farnham and Chambly Canton—Masicotte Freres, tins, hardware, etc., dissolved.

Montreal—Giroux, Jos. & Co., plumbers, etc., advertised to be sold out by bailiff on 13th May.

Ormstown—Campbell, G. C., tinsmith, etc., assigned in trust.

Ripon—Neveu, Jacques, general store, assigned in trust.

St. Marcel—Godbout, N. & Co., general store, stock, etc., advertised to be sold by auction on 8th inst.

Victoriaville—Dubord, Isaac, general store, assigned in trust.

NOVA SCOTIA.

Tatamagouche—McLellan, C. K. & Co., general store, dissolved.

Truro—McCurdy & Wilson, store, R. O. McCurdy & N. T. Wilson co-partnership, registered.

Wolfville—Ideal Manufacturing Co., sold out.

NEW BRUNSWICK.

Clover Hill—Jamieson, J. W. & J. general store, removed to Norton Station.

A little company doing business under the style of the Canadian Window Shade Co., Toronto, have assigned to J. W. Lawrence, of John Macdonald & Co.

Louis Rojotte, general store, Pembroke, has compromised.

W. T. Bonathan, tinsmith, Newcastle, has assigned to S. Curtiss.

John Crawford, general merchant, Ripley, has assigned to R. Vanstone.

J. E. Martin, Amherstburg, carriage maker has assigned to J. D. Burk.

R. G. Cotton, general merchant, Lakefield, has assigned to W. H. Casement.

J. W. Watts, general merchant, Walsh, has assigned to J. W. Lawrence, of John Macdonald & Co., Toronto.

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McKINNON
DASHES

CHEAPER
BETTER
STRONGER
THAN HAND MADE

If you get the S. F. Quality.

MARKETS

TORONTO, April 10, 1890.

The features that were ruling the market at last report continue to have their influence this week. There is a steady volume of goods moving out, although it cannot be said that very numerous new orders are being received by wholesale houses. In fact, country merchants, pursuing the policy that they have followed for some time past, are dealing very conservatively, and evidently have no intention of overtrading. Travellers in the country are not meeting with their

usual success, and are not sending to the city merchants the most favorable reports of general trade.

There is a steady movement in those general lines previously noted, namely, harvest tools and new spring specialties, but outside of these not a great deal of business is doing. Prices are firmer in some lines of shelf hardware, but generally are weak, foreign advices and dull trade tending to this result.

The general condition of the market at present is: Iron and steel dull and easy; shelf goods, fair demand; tin plates, more of a movement but lower; Canada plates, low enquiry, and concessions being made; tin holders more eager to sell, and willing to take lower figures; copper, moving fairly well at unchanged figures; window glass slightly easier, and scrap metals lower.

As regards payments there is nothing new to report. Money is coming in fairly well from some sections of the country, but others are showing poor results, and on the whole remittances are hardly as good as wholesale merchants could like.

IRON AND STEEL.

The movement in pig iron is very limited, as in some quarters it is thought that prices will be lower. For the same reason, perhaps, the demand for Canadian bars is quiet, and while holders are making every endeavor to keep up prices, there is a decidedly easier tone to values, although quotations are left nominally unchanged. No foreign bars are selling. The English speculative markets have improved considerably since the Easter holidays. Scotch warrants have advanced from 47s. 11d. to 49s. 5d., and Middlesbrough from 49s. to 52s. 4½d., but this change is believed to affect the speculative rather than the legitimate business. As regards the North of England, our Middlesbrough correspondent writes:—Our pig-iron market remains lifeless and somewhat flat, against all expectations. Shipments are not quite satisfactory, notwithstanding that the opening of the season for Germany and the Baltic ports is this year one month earlier than last year. The falling off is in shipments to Scotland and South Wales. Another cause of the slackness is the falling off in new orders to take the place of those which are worked off at the malleable iron and steel works, which is considerably contracting the demand for pig-iron for forward delivery. Fuel is now more plentiful, and coke especially has been reduced in price.

SHIPBUILDING MATERIAL.

Shiplates and angles are not much in demand at present, orders for them having been placed some time since. The foreign market, however, is decidedly easier. There has been a marked falling off in fresh orders, some firms reporting business during March worse than during the duldest season. There is still, of course, a good quantity of work in hand, in some cases sufficient to keep all departments employed throughout the year; but in other cases the weeks can be numbered when it will be necessary to dismiss workers, unless fresh contracts are secured in the interval. Shiplates and angles are back nearly 17 per cent. from the top prices of the beginning of the year, and look like going lower. For the present the demand has completely collapsed.

TIN PLATE.

Holders of these appear to be willing to dispose of their stocks at lower figures than they would have accepted a month ago, and this has so far stimulated the demand that there is now reported to be a fair movement. On the part of some, however, there is still a disposition to hold off, as they argue that with present accumulating supplies on the other side prices are bound to come down. Late cables report that the demand for tin-plates has been restricted, with few offers better than 14s 3d for ordinary cokes. The Liverpool market, as well as that at Swansea, is lifeless, and some eager sellers there have disposed of a few small parcels at fully 1s below the rates generally quoted. Buyers' and sellers' views are very far apart.

CANADA PLATES

No greater business is yet reported in these, and at present holders would probably accept lower figures in order to effect the business. It is looked upon, however, that prices are likely to be firmer later on.

TIN.

There is somewhat more of a disposition on the part of holders to sell, but consumers

I.C. Fell & Co
STEEL STAMPS **SEALS & STEEL DIES**

STENCILS, NAME, PLATES,
RUBBER STAMPS, TRADE MARKS.

13 VICTORIA ST., TORONTO.



BOECKH'S STANDARD BRUSHES
FOR SALE
BY ALL LEADING HOUSES.



SIMPSON, HALL, MILLER & CO.,

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MONTREAL.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, etc.

A. J. WHIMBEY, Manager.

"Sheffield Sterling" Spoons and Forks.

Best Known Substitute
for Sterling Silver.

Harder, and resists acids better than any so-called
Nickel goods. See quotations on last page.

A. C. Anderson & Co., 16 Wellington St., Toronto, Sole Wholesale Agents for Canada.

SUBSCRIBED CAPITAL, \$100,100. DEPOSITED WITH GOVERNMENT OF CANADA, \$54,724.

THE BOILER INSPECTION and Insurance Company of Canada.

SIR ALEX. CAMPBELL, K.C.M.G. PRES.
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CONSULTING ENGINEERS.

G.C. ROBB, Chief Engineer. A. FRASER, Secy. Treas.

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TORONTO.

The prevention of Accident and attainment of Economy in use of
Steam, our chief aims.

MARKETS—Continued

do not take hold readily, although were they willing to buy they might claim and receive concessions. London eased off 2s. 6d., the quotation being £90 5s. spot, and £90 12s. 6d. futures, the market closing steady at the decline. Speculation has been rather more active there lately.

COPPER.

There is a fair movement noted in ingot copper, at steady prices. While stocks here are low no reasons appear whereby prices should be higher. The London market is quiet and steady, merchant bars being quoted at £48 5s. spot and £48 10s. futures. Speculation is tame and there is little doing for consumption.

ANTIMONY.

Antimony is unchanged, and is in rather quiet request. Cookson's has advanced in New York, selling at 28 to 30c.

STEEL RAILS.

The cable says: Business has continued moderate, and prices are without further change. Heavy sections quoted at £5 15s., and light sections £6 5s. to £7, f.o.b. at N. W. England shipping point.

SCRAP METALS.

There is not much of feature in the scrap metal market. Receipts from the country are hardly as liberal in any lines, nor is the demand as active. Owing to the decline in foreign markets wrought scrap has dropped \$1 per ton, and there may be a further decline in the course of the next few weeks, although the demand continues very fair. Cast scrap is very dull. Dealers' paying prices are as follows: No. 1 heavy cast scrap, 70c. per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap, 90c.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new scrap copper, 10c.; heavy scrap copper, 10½c.; old copper bottoms, 8½c.; light scrap brass, 5½c.; heavy yellow scrap brass, 7½c.; heavy red scrap brass, 9c.; scrap lead, 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2½ to 2¾c.; country mixed rags, \$1 to \$1.20 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PAINTS AND COLORS.

A fairly active trade is doing in all lines, but the market this week is without particular feature. Linseed oil is very strong in England, although no advances are asked. In the opinion of some the Canadian market is likely to be loaded with English oil when supplies come in about May 1. A good many orders have been placed on the other side, and the fact that Canadian crushers have been unable to supply the demand has led to oil being bought in England that otherwise would have been purchased here. The local market is still bare of oil, no fresh supplies having been received. Turpentine has declined 1c. per gallon this week, and is now quoted at 64 to 66c. There is a good deal of turpentine offering and only a moderate demand for it. Considerable quantities of white lead are moving at the present time, but competition is so keen that a good deal of price cutting is being indulged in. Manufacturers in some cases get 6 and 6¼c. for pure, but the bulk of the sales have been made at 5¾c.

HIDES AND SKINS.

HIDES—Have a very quiet market. Cured bring 4¾c., with no eagerness among buyers. No. 1 green are 4c., No. 2 green 3c., No. 3 green 2c. Business is fairly vigorous.

SKINS—Sheepskins are \$1.25 to \$1.60. Good weights, well wooled, run from \$1.50. Butchers' supplies are but fairly liberal. No. 1 calf is 6c. No. 2 is 5c.

MONTREAL

MONTREAL MARKETS.

APRIL 10, 1890.

IRON AND HARDWARE.

The general tone of the market is not so strong as it has been as buyers have continued to manifest a holding-off policy except when immediate requirements compel purchases. Pig iron has ruled easy in tone but as stocks are light full prices will have to be paid for spot lots, at least until navigation opens, which, however, promises to be earlier than usual. To arrive lower prices than quotations have been made but spot prices may be quoted as follow; Summerlee \$25, Gartsherrie \$25, Calder \$25, Siemens \$24, \$25, Carnbroe \$23, \$24, and Eglinton \$21.50. In manufactured iron there has been no actual change but a fair business has been accomplished at the same range of prices as formerly given. Ordinary Canadian bars have remained at \$2.35, with Siemen's at \$2.50, while foreign are nominal at \$2.75. Sheets 3½, iron plates 3c., steel plates 3½c. The high duty on iron pipes practically places the trade in such at the disposal of two Montreal manufacturing firms, but according to late reports of cut prices it would seem that the relations of these firms are not as harmonious as they might be. There has been a fair demand for tin plates at steady prices but stocks on spot are light and well held, while there has been more buying for future delivery. I. C. charcoals are at \$4.50 and cokes at 4. Canada plates have remained at \$3, \$3.10, but some holders are still apparently anxious to sell. The metal markets have undergone no quotable change, and prices throughout have preserved a steady tone. Ingot tin 23c. for L. and F. and 22½c. for Straits. Ingot copper 15c., sheet copper 19c. Pig lead 3¾c., sheet lead 4½c. Zinc 5¾c., 6c. Antimony 20c.

NAILS.

There has been no change in the position of the nail trade, but owing to summer freight rates having been established the westward movement has received its annual impetus, and considerable forwarding has been done. Stocks in interior points are thought to be low, and it is possible that there will be an active movement for some time. Prices have remained unchanged. There has been no change in horsehoes, which have continued quiet and steady at \$3.65 for round lots, and \$3.75 for smaller

quantities. Following are the card quotations:—

IRON CUT NAILS.

2 dy @ 60 dy, hot cut, per keg	....	2 75
10 dy @ 9 dy, " " "	....	3 00
8 dy @ 7 dy, " " "	....	3 25
6 dy @ 5 dy, Am. pat	....	5 50
4 dy, " " "	....	4 25
3 dy fine hot cut, " " "	....	2 75
3 dy @ 5 dy, cold cut, Am. pat.	....	3 25
4 dy, cold cut, " " "	....	3 75
3 dy, hot cut, nails " " "	....	5 95

Steel Wire
Cut Nails Nails

10 dy @ 60 dy, per keg	.....	\$2 85	\$3 75
9 dy " " "	.....	3 10	4 10
8 dy " " "	.....	3 10	4 45
7 dy " " "	.....	3 35	4 80
6 dy " " "	.....	3 35	5 15
5 dy " " "	.....	3 60	5 15
4 dy " " "	.....	3 60	5 45
3 dy " " "	.....	4 35	6 50
3 dy fine " " "	.....	5 85	8 20

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 75
4 dy @ 5 dy, per keg	.....	4 00
6 dy @ 7 dy, " " "	.....	3 75
8 dy @ 9 dy, " " "	.....	3 50
10 dy @ 30 dy, " " "	.....	3 25
Cut spikes, " " "	.....	3 90

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	.....	\$5 15
1 " " "	.....	4 75
1 ½ " " "	.....	4 45

Finishing nails 75c. per keg over same size hot cut, viz., from \$6.60 for inch to \$2.65 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.60 for 1-inch to \$3.40 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$7.10 for 1-inch to \$3.90 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand 50 per cent discount, for small lots. P. B. & Co. brand 50 per cent. of list for small lots. Large lots 50 and 10 four months, with 5 per cent off for cash in 30 days.

CHEMICALS.

During the week there has been no real change in the heavy chemical position. Prices have continued strong and high, which to some extent retards buyers from operating, although there is no immediate prospect of any material reduction in the views of sellers. Bleaching powder has ruled firm at \$2.25 to \$2.50 per 100 lbs. Other principal lines are, Caustic soda 3c. per lb. Sal soda 90c. per 100 lbs. Bicarb soda \$2.15 per keg. Soda ash \$1.65 per 100 lbs. for 58½ per cent. Alum \$1.30 per 100 lbs. Borax 7¼c. per lb. Copperas 72½c. per 100 lbs. These quotations are to arrive and represent round lots.

GLASS.

There has been no change in glass, but now that the tariff change is more thoroughly understood business has been smoother and of larger volume. First break \$1.60, second \$1.70, third \$3.75, fourth \$4.

PAINTS AND OILS.

Business in paints has continued quiet, but the tone has been of a steady character. Choice brands \$6.50 to \$6.75. No. 1 \$5.25 to \$5.50. No. 2 \$4.50. No. 3 \$4.25. Dry white lead 6c to 6¼c. Red lead 4½c.

In oils there has been no actual change. Boiled linseed 71c, and raw 68c. Steam

NORTHEY & CO., - TORONTO, ONT.

MANUFACTURERS OF
SINGLE AND DUPLEX

Steam and Water-Power Pumps

FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP CONDENSERS

FOR ATTACHING TO

High Pressure Steam Engines,

MARINE AND STATIONERY.

GREAT ECONOMY

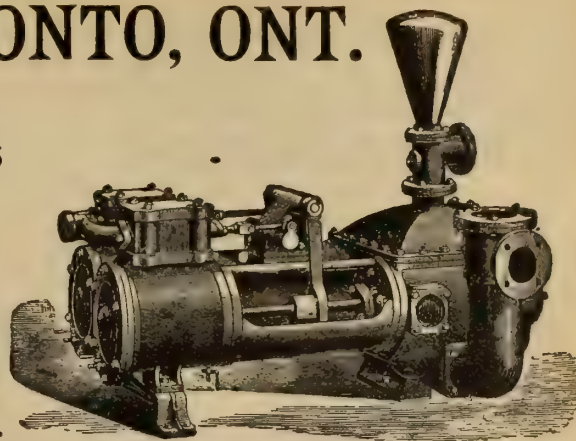
—IN—

FUEL AND POWER

GUARANTEED.

Prices and particulars on application.

OFFICE AND WORKS: Corner Front and Parliament Sts.



Montreal Markets—Continued.

refined seal oil is in light supply and firm at $5\frac{1}{2}$ c. Turpentine has been in fair demand at 64 to 66c. as to size of lot.

CEMENT AND FIRE BRICK.

Buyers of cement for spring and season delivery have been negotiating to a considerable extent, and something has been done at full prices, especially as makers' prices are high. Belgian brands for spring delivery have sold at \$2.45, with London brands at \$2.70, both ex ship. Spot pures may be quoted at \$2.75 to \$3 as to quality. Fire-bricks have been in fair demand at \$25 to \$30 per 1,000 on spot, while for spring delivery \$21 to \$26 ex ship may be quoted as representing actual transactions.

NEW YORK MARKETS.

NEW YORK, April 10, 1890.

There is yet more or less confusion in the iron and steel trades. At all events, current reports as to market values, the attitude of sellers and the position of buyers are more or less conflicting. Not only that, but some of the leading lights in the trade assume a more or less mysterious air, as though uncertain themselves how they stand or inclined to keep the rank and file guessing. Meanwhile, middlemen of the speculative type seem to be getting in their fine work whenever opportunity offers to ruffle the surface, and the ambitious ones, who keep to a strictly commission business, appear to be devoting their time chiefly to hunting up phantom bargains or looking for weak spots. Meanwhile, actual business in this locality drags wearily, and no information comes to hand indicative of a more enviable experience elsewhere with either crude materials or finished productions. On the latter, Pittsburg is still the centre of depression. There is yet local competition of no mean character, and the leaders in the Smoky City do not hesitate about reaching out for business in territory that Chicago or Eastern concerns may consider their particular fields. Hence, the Pittsburg influence is far reaching, and not easy to measure.

TIN.

The pig tin market has been almost at a standstill. London has furnished no incentive to speculation, and the local situation

affords no encouragement to either "bull" or "bear" operations. Consumers are buying in a hand-to-mouth way only and manifest very indifferent interest. Straits for prompt delivery is quoted at about 20.05@20.10c. in round lots and $20\frac{1}{4}$ @ $20\frac{3}{8}$ c. in jobbing quantities.

COPPER.

Copper has not changed in the slightest degree. Lake Superior product is not offered at less than $14\frac{1}{2}$ c. and it is uncertain whether a lower rate would be accepted. The demand at present is slow. As a rule $12\frac{3}{4}$ @13c. is quoted for casting brands, but it is claimed that $\frac{1}{2}$ c. or $\frac{1}{4}$ c. would be accepted for some brands if desirable orders came around.

LEAD.

Lead has been as quiet as the other metals and the market is completely bare of new or interesting feature. Holders ask 3.90c. and bids rarely go above 3.85c. even on small lots.

SPELTER.

Spelter is weak and dull. Western common suitable for galvanizing has been sold at \$4.95 to \$5.05, against $5\frac{1}{4}$ to $5\frac{3}{8}$ c. for the better sorts taken by brass manufacturers.

TIN PLATES.

Tin plate finds very limited sale at the moment, and prices continue weak, particularly for cokes.

A SCARCITY OF AXES.

Among the effects of the floods last year is a scarcity of axes now. American axes are so famous all the world over that no one thinks of importing such implements from abroad; yet, owing to the destruction of the great axe factories by flood, the turpentine farmers of the South cannot get enough axes for their hands, and, therefore, will not be able to collect the enormous crop of turpentine expected this season.—Illustrated American.

The Galt moulders' strike has been declared off. Most of all the striking moulders have secured situations elsewhere.

Goods conveniently located save time, money and temper in showing.

Messrs. Cochrane & Jackson, of Galt, have accepted a loan of \$10,000 for a term of ten years, without interest, from Berlin to start a foundry there.

Mr. Hugh McCulloch, jr., was presented by the office employees of Goldie and McCulloch, Galt, with an address and elegant silver water pitcher on the eve of his marriage.

No young man can possibly have mistaken his calling who finds in it what the world wants done, and in himself the power to do it well.

FRANKEL BROS.

OFFICES AND YARD: }
116--130 GEORGE ST. } Toronto.

WHOLESALE DEALERS IN

SCRAP IRON, RAILS, METALS.

SPECIAL AGENTS FOR CANADA

FOR

Railway Supply and Manufacturing Co.,

CINCINNATI, OHIO.

MANUFACTURERS OF

Cotton Waste.

Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont.



RIGHT AND LEFT HAND RANGE.

In the Metal Worker is an interesting discussion on right and left handed ranges. The gist of the matter is in the following communications which appeared in one number of our confrere :

From A. M. R., Rochester, N. Y.—Permit me to say a word about right and left hand ovens. I fail to perceive wherein the fire-pot or pots has anything to do with the case. Nearly all the large ranges, especially those used in hotels and restaurants, are provided with three or more ovens, one on the right end "as you face it" one on the left end and one in the center, between the two fire-pots. Now, this center oven is neither right nor left, but it has an oven on the right of it, which must be the right hand, as also the one on the left the left hand. I can perceive no difference. If there is but one fire-pot the oven is either on the right or left end or in the center. I am well aware that all hotel and restaurant cooks so speak of them without any reference to the position of the fire-pot.

From Clarence, Philadelphia, Pa.—In Philadelphia a right hand range is generally understood to mean one with the oven on the right hand side of the fire chamber. The reason for this, I think, is principally owing to the use of the Back Log Boiler, which is employed in connection with brick-set ranges, largely made here, in which case no water-back or coil is necessary. The boiler is built in the brick flues back of the range when it is set, and the water is heated entirely by the hot gases from the fire after leaving the range. From the construction of these brick flues it is always desirable to have the oven under the flue or chimney, hence the oven is brought into prominence by the bricklayer ordering his ranges. All misunderstanding in ordering as to what is a "right" or "left" range can be easily avoided by using the terms "right oven," "right fire," "left oven" or "left fire."

From T. A., Quincy, Ill.—The discussion of the question of what constitutes a right or left hand range is a very interesting one, but I do not consider it difficult of answer. When hanging a door in a house the carpenter always puts the knob of the latch on the side most convenient for the right hand to grasp, it being taken for granted that nearly every person is what may familiarly be termed right-handed. The object of so placing the knob is to have the door open away from the person, thereby making access to the room easy. If the knob or latch was placed on the right-hand side of the door the

person facing it would take hold of it with the right hand, and would be forced to give the door a swing, at the same time loosening his hold so as to clear the entrance. In my opinion a door is not termed right or left hand from the side on which it is locked or has knob with which it may be opened, but rather from the way it swings open—whether to the right or to the left. I certainly recognize the fact that the door does not swing the same way to a person facing first one side of it then the other. However, it is customary to speak of objects, such as a range or a house as viewed from the exterior, or from the point of entrance. It appears, therefore, very evident to me that a door which opens to the right is properly termed a right-hand door, and the doors of which open to the right, should be called a right-hand range. It has always been customary to swing the oven-door away or from the fire-box, consequently a range having doors swinging to the right, naturally has the fire-box to the left and is a right-hand range. I am impressed with the idea, therefore, that until manufacturers make ranges with the oven-door swinging toward the fire-box the term "right-hand" will apply to ranges having the fire-box to the left of the oven as one stands facing the side of the stove.

Right here I may add that there seems to be a difference of opinion as to which is properly speaking, the front of a range—that portion where the hearth is located or

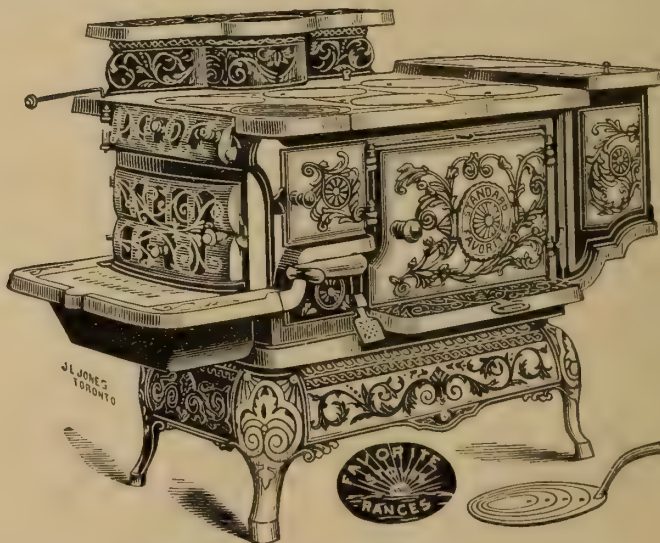
that on which the oven door is placed? My theory is that the front of a cook-stove and that of a range are identical and should be called "front." The mere fact that a range has an oven door upon one side only, the opposite side being closed and having a pipe-collar attached, does not change the location of the "front" of the range. When speaking of the side of a range it is necessary to designate some particular portion, namely, the oven-door side or the pipe-collar side. This being the case, it would naturally leave the back, as in a cook-stove, where it always has been, and, as it has not changed its place, it should, therefore, not be given a different name. The mere fact that the pipe-collar has moved to one side and been divorced from the back, does not, in this court, change the name of the party of the first part. Further, deponent sayeth not.

The stove men of the Lower Provinces have been in session at Halifax for a couple of days discussing the general situation of their trade, and have resolved to increase the selling price of their manufactures by 7 ½ per cent. They made other arrangements for the more successful prosecution of their business. D. W. Robb, of Amherst, was elected president, and T. S. Kirkpatrick, of Sackville, N.B., secretary.

Restore goods to their proper places as soon after using as possible.

Soap and water are cheap, but soil on goods is expensive.

The Standard Favorite



Is the Peer of Cooking Ranges.

600

Sold first season and every one giving unqualified satisfaction.

Live dealers everywhere are securing the exclusive sale in their various localities. Manufactured only by

CHOWN & CUNNINGHAM,

11 FRONT ST., TORONTO.



Messrs. Garth & Co., Montreal, have the contract for putting in the hot-water heating apparatus for the new Government building in Goderich.

Messrs. Bennett & Wright, are refitting the plumbing and heating work of the old Bank of Commerce, on the corner of Yonge & Colborne streets, which is to be occupied by the Toronto General Trusts Co.

The contract for plumbing and heating the University building is the next large one in this city that the trade is on the look out for. No tenders are yet asked for, but they will be shortly.

There seems to be ambiguity in the wording of the tariff as readjusted upon wrought-iron pipes. Some plumbers hold that it includes all steam pipes, others that it relates to only certain sizes, and a particular class.

Messrs. Bennett & Wright are engaged in the plumbing and heating of the Arcade going up on the corner of Yonge & Gerrard streets, in this city, and the Arlington Chambers, between King & Front streets, on Yonge. Both buildings are owned by Mr. W. H. C. Kerr. The Arlington Chambers are to be the sample rooms in connection with the Arlington Hotel.

JAMES MORRISON,

MANUFACTURER AND WHOLESALE DEALER IN

ENGINEERS AND PLUMBERS' BRASS WORK.

Iron and Brass Valves, Inspirators, Injectors, Ejectors, Revolution Counters, Engineers' Clocks, Steam and Hydraulic Gauges, Wrought Iron Pipe and Fittings, Soil Pipe and Fittings, Lead Pipe, Sheet Lead, etc.

Also keep always in stock full lines of

Sanitary Earthenware, Water Closets, Wash Basins, Etc.

MORRISON BRASS WORKS, ADELAIDE ST. WEST, TORONTO.

REFRIGERATORS.



Hardwood-Lined Galvanized Iron, Patent Locks. Economical, Reliable, Cheap.

MILK
DELIVERY
CREAMERY

{ CAN }

TRIMMINGS
AND

CANS MADE UP.

OIL, GAS, VAPOR, } STOVES.

Galvanized Iron Eave Trough 8 feet lengths.

We make and supply everything used by Stove and Tinware Dealers.

WRITE OUR NEAREST HOUSE.

The McClary Manufacturing Co'y

LONDON, TORONTO, MONTREAL, WINNIPEG.

Toronto Plate Glass Importing Co.

Highest Award, Toronto, '87



For Mirrors and other Glasses

GLASS IMPORTERS,

Bevellers and Mirror Manufacturers.

Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

TELEPHONE 1599.
CABLE ADDRESS, "PLATE."

55 Victoria Street, - - - Toronto, Ont.

MILK CAN TRIMMINGS

Complete stock now on hand. Send for prices. Quality and price guaranteed. Largest assortment of Tinnery Sundries in Canada.



Thos. Davidson & Co., Montreal.

THE RETAILER'S ADVERTISING.

DRAMATIS PERSONÆ.

VERACITY
KEENSENT } Hardware Merchants.
HASTY

SCENE.—Country Hardware Store.

Time.—March 1, 1890.

KEENSENT and HASTY in Consultation.

K.: "Hasty! It is high time we decided upon a method of advertising this season. Spring trade should open in four or five weeks, and we want to draw our share of it. What is your idea of the best method?"

H.: "Why, advertise in the country paper, of course, and send out some more fans with our ad. on them. That question is easily settled!"

K.: "I am not so sure on this point. We have tried many methods, you will recollect; think a moment, and judge which gave us the greatest return for the amount invested."

H.: "Why won't the Bounceville Clarion do the business? It goes all over the country from Dan to Beersheba—every farmer's got it—every woman reads it, and even the babies cry for it. What more do you want?"

K.: "Rates are \$250 per year for a column. We ought to have more than one column, but even \$250 a year is too much for us to pay for an advertisement published at the county seat—15 miles away. The most of its readers would not come to this place to trade in any event. The rates are low enough for merchants in Bounceville, but we are a side issue. The Clarion has about 8,000 subscribers, and it is true that it is the leading paper in the county, but it reaches only about 1,000 of our patrons."

H.: "Why not try the Brains and Business, published here?"

K.: "You recollect your offer in Brains and Business to discount 50 per cent. on rules, provided our customer would mention the ad."

H.: "And sold about 20 rules by it. I told you at the time the discount on so small an article would not amount to much."

K.: "50 per cent. on even a 20 cent. rule is worth saving. Besides we made a dollar discount on wringers after that on the same condition. How did that turn out?"

H.: "Where is that memorandum? That will tell the story."

K.: "Here it is. There were only six wringers sold under that offer, and it proves conclusively to my mind that Brains and Business is no paper for us to advertise in. I believe in sending circulars direct."

H.: "Oh, bother the circulars. We can't spend \$25 in postage and material every month. Too much work for me. It don't pay."

K.: "How many orders have you received for drain tile on account of those circulars which we sent out a few days since?"

H.: "Three, so far. That's less than the

number of wringers you sold on the discount offer in Brains and Business."

K.: "True, but the season has not commenced yet for selling tile; and besides, the wringers amounted to \$10, while the three orders for tile amount to \$50, so far, and I have no doubt we shall hear from those circulars all through the spring. You will remember that we sent samples of another line of goods with those circulars. You know the result."

H.: "Trade has been good in that line, it is true, but think of the bother of sending 2,000 circulars to 2,000 different addresses and expense of postage. It's a nuisance, as well as expensive. I believe in a more permanent advertisement. Signs, for instance."

K.: "Yes, 'permanent' is good. By the way, what have you heard from those signs we put up all over the country and the ad. we had our painter place on sundry barns and fences about here? Those were 'permanent' and at a cost of \$50 or \$75, more or less."

H.: "Keensent, don't be foolish. I tell you those signs help us every day. To be sure, customers don't say much about them, but they draw trade, just the same."

K.: "I prefer an ad. that we can hear from in some other way than by having customers inquire how much we received for frescoing old Slocum's barn. The idea of keeping our names before the public is good, provided it is done in a proper and dignified way; but I confess that the idea of plastering barns, fences and bowlders with cheap daubs to attain the desired end is a trifle too much like quack-medicine practice to suit my taste."

H.: "Well, perhaps you are right. I don't know. It seems to me much like boy's play to keep the clerks running the Neostyle and folding and directing circulars. Just spread your ad. in the newspaper in big style and I believe it will do the most good. You've got to make big statements, so the ad. will draw attention, and the things done without any fuss or bother. Hello, here's Veracity! Let's leave the whole matter to him."

Enter Veracity.

K.: "Agreed! Just returned, Veracity?"

V.: "Yes, and a rough time of it I have had. I came over the mountain road and the mud is awful. Nearly ankle deep in places. I reached our Newtown friend Gates' farm about noon and accepted his invitation to dine with him. The old gentleman has a fine farm and is well fixed for the remainder of his life. By the way, what do you suppose I saw shoved in between the back of the clock and the side wall in his kitchen?"

H.: "Bet you a hat t'was one of our advertising fans!"

V.: "No, but it was one of our envelopes containing those circulars we sent him a few days ago. Says he 'Mr. Veracity, you are very kind to send along a letter when things are cheap or you've got a big bargain on

somehin'. It does my old bones good to know that somebody thinks enough of me to write and keep us posted on prices. It is handy to have them samples of that new fangled whitewash, too. Mirandy is goin' to have the north room done over purty soon and I concluded to put in a drain this spring, now tile is so cheap. I notice that when you write me about these things I can depend upon finding them just as you say, so I chuck the letter up behind the clock so I can get it handy when I go to the village, and I don't have to spend any time looking up old newspapers. Send 'em along if it ain't too much trouble. I like to read 'em over evenin's.'"

K.: "That is splendid. Hasty and I were discussing the best method of advertising when you came in."

H.: "But didn't you see any of our advertising fans at Gates' place, Veracity?"

V.: "Yes! three of them fastened to the side wall, trimmed with autumn leaves and evergreen."

H.: "There, Keensent! How's that for a permanent ad.?"

K.: "Good, so far. How did they trim them with autumn leaves and evergreen, Veracity?"

V.: "The autumn leaves were pasted over that part upon which was printed, 'Compliments of Veracity, Keensent & Hasty.' The evergreen was twined about the handles and over the top in such a way as to give an idea of a frame."

K.: (With a grin): "Hasty, what do you think of that permanent ad.?"

H.: "Do as you please about this advertising business. I've nothing more to say."

V.: "I think we had better spend less money for odd advertising and put our spare time and cash into sending out circulars occasionally. Gates could not tell the circular letters, printed with our Neostyle, from regular typewriting, and that method seems to be effective. Take care to state nothing but exact truth in these circulars, do not overdraw a statement in any way. Spread-eagle advertisements have taught people to regard newspaper ads. with distrust and we cannot afford to give our circulars that reputation. We can send two ounces of printed matter for a cent through the mails and in this way place the numerous circulars which manufacturers are glad to send us where they will do the most good. Accompanied by these written circulars of ours, giving prices and special mention, they carry force which a newspaper ad. cannot do; besides we can send matter in this way which would fill half a dozen newspaper columns and live farmers like Gates will read them all through and then 'chuck them up behind the clock' for future reference. If you think best, Keensent, insert a general ad. of perhaps a quarter column in the best paper that reaches our trade, but depend principally upon these written or typewritten circulars. They are the best, not only for the general line, but to push special articles, and located as we are less expensive. Drop hotel registers, cheap signs on barns and fences, cheap fans and calendars or anything of that nature. If we think best to make our customers a present, give them a handsome calendar and don't disfigure it with our business card unless you place it on the back. It will be read there just as much as on the face and it won't spoil the picture.—Iron Age.

"The Pen is Mightier than the Sword."



Toronto Business College

Offers Special Advantages and Terms to Students during the summer.
Day and Evening Sessions open the entire year.
Individual instruction given by Practical Teachers.

SPECIALTIES :

Bookkeeping, Banking, Actual Business, Business Penmanship, Arithmetic,
Correspondence, Practical Grammar, Spelling, Shorthand,
Typewriting, Telegraphy, Etc.

Handsome Catalogue and Circulars mailed free by addressing

J. M. CROWLY, Manager Toronto Business College,

Corner Yonge and Shuter Streets,

NOTE ADDRESS.

TORONTO, CANADA.

THE MAKING OF VENEERS.

For a very long time manufacturers of veneers have been trying, says The Tradesman of Chattanooga, to secure a fancy grain from straight grained wood. Of course, the more wavy and intricate the line of grain is, the more valuable is the veneer. A method has at last been secured of producing fancy veneers from plain wood.

To understand the new process, one must first know what the old one was. It was simple enough. A log seven feet long or less and of almost any diameter above seven inches had its bark chipped off and was then steamed over night in a tank made for the purpose. In the morning it was ready to be fastened into the big lathe, and a knife blade as long as the longest log used—seven feet—was kept pressed against the wood so as to cut off a shaving or ribbon about one thirtieth of an inch thick as the log revolved toward it. Two men rolled up the ribbon and carried it away as it turned out. Of course the knife had to be set parallel with the axis of the log and the wood would not all be cut up, and so, if the grain of the wood were straight, the ribbon would not have a variegated appearance, even had the long, straight knife cut the grain at an angle.

The inventor of the new process noticed that the growth of no two different years in a tree had exactly the same color and grain, even when the log was perfectly straight-grained. So if a knife were made that would strip off a ribbon that dipped in and out through the growth of say two years, the ribbon would have two kinds of grain. To get the ribbon the inventor made a knife with a wavy edge. The waves were a quarter of an inch high. However, this did not produce a sufficient variety in the grain of the ribbon to suit the inventor, and he added to it by giving the knife an oscillating movement in the direction of the length of the log by a cam of a half inch stroke. Now, if the log revolved against the knife a ribbon was cut which contained waves that zigzagged up and down and exposed a grain not only variegated in color by the varying depths to which the knife had cut, but which was at the same time very wavy, if not curly, in appearance. The variegations in the color even of a plain black walnut log were remarkable and beautiful.

There was one objection to this remaining, and that was that it did not lie down flat on the surface to which it was glued. This was remedied, however, by stacking up the ribbon in a hydraulic press that squeezed it with a pressure of 40 tons to the square inch. It came out of that press flat.

At present three kinds of knives are used in these machines. There is no telling what new forms of knives will be invented. The machine itself is but little more expensive than the old style, but a knife costs several times as much. Besides, when a knife gets

dull a man has to labor over it for a month with emery wheels to get it in order again.

When a reporter was looking at one of the machines in East Eighth street the other day it was cutting a plain log. The superintendent of the works said that the product would bring \$22.50 per 1000 square feet, against \$5 per 1000 were a straight knife used. The corrugated knife, as it is called, will improve the appearance of a grain that is naturally variegated to some extent, but when the grain is found that is just right, nothing is so good as the old-fashioned straight-edged blade.

QUALITY OF LEATHER BELTING.

Among the various proposed methods for determining the quality of leather belting, it is recommended, says the New York Sun, as a final test to take a piece of the material, say two inches wide by eight inches long, and cut it down four inches into two strips, each one inch wide, and submit the leather to a tearing strain. If of the best grade with respect to quality of hide, quality of tanning and excellence of currying, it will be found to exhibit great power of resistance—if loim, then most of the fibres will not press out, but will break, because they are thoroughly united to each other by the gummy oil; and if, in the tearing strain the fibres pull out to a great extent, this indicates imperfect or incomplete currying, although the original quality of the tanned hide might have been good. A piece of poor leather tears easily, and the large portions of the fibres break short off. A final and conclusive evidence is afforded by seizing the fibres with the fingers at the place of rupture, and subjecting them to a breaking strain; in the case of an inferior article of leather the fibres have little strength, a fact which this test will determine.—Mechanical News.

SMALL MATTERS ABOUT TRIMMING.

One of the most important items about trimming seems to be the most neglected. Reference is made to the finishing-up part of the job, and nothing can be more of an eye-sore to the close scrutiny of the employer than to find the finishing-up of the job the most careless part of it. This can be avoided by the careful fitting of the different parts that are to meet at the ends and not having them to lap over each other so as to spoil the piece of work they are intended for, such as seat bands and inside bands for head-linings. If the bands require block pins, the proper way would be to space off for each nail or pin with the compasses, so that the nails will be in unison and not spaced unevenly. Also in cutting rugs and rocker-covers always paste the raw edges and let them dry; this will enable you to make a neater binding, as you can

stitch closer to the edge of the carpet and prevent the binding from looking too heavy.

Another important matter in trimming is to cut curtains so that they may look neater and at the same time add to their durability; allow about 1 inch fullness across the curtain, stick and full it in when you nail the curtain on the stick, as this will not make the curtain baggy. Curtains exposed to the weather will shrink more or less, and this fullness will be drawn out and not make the curtain any tighter; this method followed in cutting curtains would also give more satisfaction to the buyer. The under layer for the knob-patch should be good solid enamel leather, with the edges skived so that they will not show from the outside when pasted on; with good strong leather you can make a knob-patch that will not give way and lasts longer.

Another important item for the curtain, is when you punch for the knob, to cut a very small slit and take the blocking stick and block it. This will add to its neatness. Care should be taken with the making up of roll-up straps; the leather should be good and solid, not too heavy, dampened and well rubbed with the slicker, the edges taken off, blacked, and neatly creased, as they are in a very conspicuous place, hanging on the inside where the eye can see them. When cutting out the foundation for the cushion, in marking off the lines they will be perfectly straight, but when you come to cut them, the knife or scissors may be dull, and you will not be able to follow the lines, therefore, your foundation being crooked, you will find when the cushions are made the cord welt will be apt to curve, simply because you will have to follow the crooked cutting.—The Carriage Monthly.

The art of tempering copper without destroying its value, by amalgamating it with tin and other metals to harden it, has been considered a lost art, as from samples of edge-tools and other tools of the ancients, composed of pure copper, hardened or tempered, the process was undoubtedly known to them. Now, however, we are informed that the process has been discovered, or at least a process producing these same results, and the company holding it offer to supply the trade with any and all kinds of copper, cast solid and tempered to any gauge that the work to be performed demands.

At a meeting at the Public Hall, Preston, in Lancashire, England, for the distribution of prizes, by Sir Henry Roscoe, M. P., to the successful students at the Harris Institute, of that city, the chairman, Mr. W. Ascroft, said that the terrible scourge of typhoid fever striking at all ranks was in the main caused by defective work in the plumbers' branch. This disgrace attached to all concerned in the present arrangement, whether architects, builders or plumbers, and as a mere matter of safety to life the common interests were bound up in the necessity of a better knowledge on their part of the scientific principles which applied to their several occupations.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

SHEET STEEL

SHINGLES AND SIDING

PAINTED AND GALVANIZED,
FIRE AND STORM PROOF, DURABLE
AND CHEAP.

We have the Heaviest AND CHEAPEST Shingles
and Siding in Canada.

Prices and Circulars on Application.

THE METALLIC ROOFING COMPANY, Ltd.

SOLE MANUFACTURERS,

TORONTO AND WINNIPEG.

HENRY S. THORNBERRY & CO.,

Dealers in Electric Light and Electric Supplies, Bells, Batteries, Wire, Annunciators, etc. Contractors for ELECTRIC LIGHTING AND ELECTRIC WORK.

39 King St. West, TORONTO, ONT.

Clarke's Common Sense Sliding-Door Hanger

Slides back and forth with a more Graceful and Easy Motion and with less noise than any other Hanger.

With this hanger there is :

No Side-draft.
No Kicking.
No Flanges on the wheels.

No Jumping the Track.

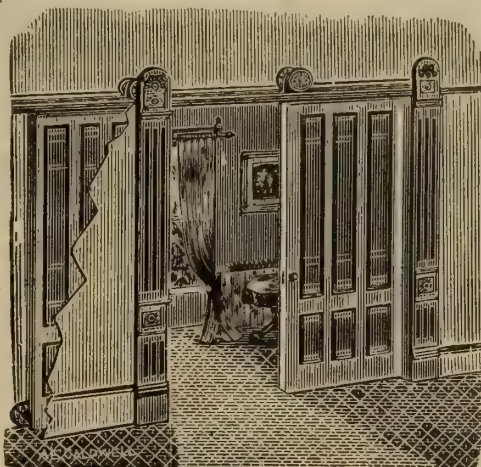
No Inaccessible Tracks in the Pockets.

No Tearing Down of Lath and Plaster.

No Dead Weight of heavy doors constantly hanging to the track.

No Tracks to be put in until ready to hang the doors.

No False Pockets in the Tracks for either



Single or Double Doors.

Doors equipped with this Hanger are suspended at the upper front corner and supported or rest upon a single roller secured to the lower inside corner, perfectly balanced, moving easily.

Common Sense hangers can be applied to doors that have been hung with any other hanger without removing the plastering, woodwork, or any of the sheathing of the pockets, or creating any muss whatever.

MANUFACTURED BY

THE PETERBOROUGH LOCK MANUFACTURING COMPANY,
PETERBOROUGH, ONT.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

SPRING SPECIALTIES.

Tin Plates.
Tinned Sheet Iron.
Milk Can Fixtures.
Galvanized Sheet Iron.
Iron Pipe and Fittings.
Iron Wire, bright & annealed.
Iron Wire, Tinned and Galvanized.
Iron and Steel Wire Coppered.
Barbed Fence Wire.
Brass and Copper Wire.
Ingot Tin and Copper.
Half-and-Half Solder

Sheet and Bar Copper.
Lead Pipe and Sheet Brass.
Bar and Pig Lead.
Sheet and Block Zinc.
Spades and Shovels.
Harvest Tools.
Garden Sets and Tools.
Garden Shears.
Lawn Mowers.
Sisal and Manilla Ropes.
Hemp, Soapstone and Ashes-
tos Packing.
Window Glass.

Painted Wire Cloth.
Ice Cream Freezers.
Ice Tongs.
Clothes Wringers and Mangles.
Brass Kettles.
Enamelled Kettles.
Enamelled and Tin Saucepans.
Agate Ironware.
Granite Ironware.
Pressed Tin and Copper Ware.
Japanned Tinware.
Bird Cages.
Wire Dish Covers.

Fly Traps.
Electro-Plated Ware.
Cutlery.
Sponges and Chamois Skins.
Lamps and Lamp Goods.
Gas Fixtures.
Cornice Pole Trimmings.
Kearney & Foote's Files.
Mathieson's Planes.
School-House Bells.
Building Paper & Carpet Felt.
Glues, etc., etc.
Guns, Ammunition, etc.

Builders' Hardware, House Furnishing Goods, Tinsmiths' Supplies, Plumbers' Supplies, Steamfitters' Supplies, Brush and Broom Makers' Supplies.

OWING TO CHANGE IN TARIFF ALL TOOLS HAVE ADVANCED FIVE PER CENT. OVER FORMER PRICES.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



The above Brand of Lead
Requires no Association Guarantee.
It is the STANDARD of the Dominion for
Purity, Fineness and Whiteness.
WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

**Williamson
and Lambe**

STORAGE.

**54 & 56
Wellington St. E.,
TORONTO.**

Machinists' Specialty.



CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb... 24, 25c
Straits 100 lb ingots... 24, 25
Strip... 26, 27

Tin Plates—Charcoal Plates, Bright.

	Per box.
Bradley Grade—	
I.C., usual sizes	\$6 25 \$6 50
I.X., "	7 50 7 75
I.X.X., "	8 75 9 00
Raven & Ynis Grade—	
I.C., usual sizes	5 00 5 25
I.X., "	6 00 6 25
I.X.X., "	7 00 7 25
L.X.X., "	8 00 8 25
D.C., 12½ x 17	4 75
D.X., usual sizes	5 75
D.X.X., "	6 50 6 65

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 50 4 55
I.C., special sizes	4 65 4 75
B.V. Grade, I.C., usual sizes	4 50 4 65

Charcoal Plates—Terné.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 50 8 75

Charcoal Tin Boiler Plates.

	Per lb.
Bradley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Iron and Steel.

Common Iron, per 100 lb	2 50 2 60
Refined "	2 80 2 95
Horse Shoe "	2 80 2 95
Band "	3 25
Hoop "	3 25
Swedish "	4 00 4 50
Nova Scotia Bar iron	3 00
Sleigh Shoe Steel	2 75
Machinery, Tire Steel	3 25
Best Cast Steel, per lb.	0 13 0 14
Russian Sheet	0 11 0 12
Tank Plates	2 25 2 50
Boiler Rivets	4 75 5 00

Boiler Tubes.

2-inch	13c
3-inch	18½

Boiler Plate, ¼ inch	\$3 50
" 5-16 "	3 35
" ¾ "	3 25
Sheet Iron, 1 to 20 gauge	3 50
" 22 to 24 "	3 75
" 24 to 26 "	4 00
Canada Plates, Blaina	3 25
" Boars Head	3 50
" Maple Leaf	3 25
All Bright	3 50

Galvanized Iron, Queen's Head—	
16 to 24 gauge, per lb	5½, 6c
26 gauge, "	6, 6½
28 " "	6½, 6¾
Galvanized Iron, Gordon Crown—	
16 to 24 gauge, per lb	5½, 6c
26 gauge, "	6, 6½
28 " "	6½, 6¾

Note—Cheaper grades about ¼ cent per lb less.

Chain.

Proof Coil, ½ inch, per lb	4½c
" 7-16 inch	5½
Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—Ingot.

Lake Superior, per lb	0 15½ 0 16
Baltimore	0 15 0 16
English B.S.	0 15½ 0 16

Bolt or Bar.

Cut lengths, round, ½ to ¾ in. \$0 28 30 31	
" round & square	
1 to 2 in	0 26 0 28

Note—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,	
16 oz, 14x48 and 14x60	\$0 19 0 20
Untinned, 14 oz, and light,	
16 oz, irregular sizes	0 20 0 21

Note—Extra for tinning, 2½ cents per pound, and tinning and half planishing 5 cents per pound.

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 24
" 35 to 45 "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned, per ss	0 26
Spun "	0 30

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge	0 21 0 25
" 27 to 30 "	0 23 0 29
" 30 and up	0 26 0 29
Sheets, hand-rolled 2x4 ft.	0 23 0 25

Zinc Spelter.

Foreign, per lb	0 06 0 06½
Domestic "	0 05½ 0 05¾

Zinc Sheet.

5 cwt casks	0 06½ 0 06¾
Part casks	0 06½ 0 07

Lead.

Imported Pig, per lb	0 04 0 04½
Domestic "	0 04 0 04½
Bar, 1 pound	0 05 0 05½
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 27½ p.c. discount.

Note—Cut lengths, net price; ton lots 27½ and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 20 0 22
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Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	\$0 21 \$0 22
Other makes "	0 20 0 21

Pure White Lead, ground in oil.

Associat'n guarantee, per lb.	5½ 6
No. 1 Do.	0 5½
No. 2 Do.	0 4½
No. 3 Do.	0 4

Prepared Paints.

(In ½, 1, and 1 gallon tins.)

Pure, per gallon	\$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 09
Golden Ochre "	0 06
French "	0 05
Marine Black "	0 09
Green "	0 08
Chrome "	0 08
French Imperial Green "	0 14

Colors, Dry.

Yellow Ochre (J.C.) in bbls, per lb	0 01½
" (J.F.L.S.) "	0 01½
Venetian Red (R.C.2) "	0 01½
" (1343) "	0 02
English Oxides "	0 03½
American "	0 02½
Paris Green, per lb	0 16
Burnt Sienna "	0 08½
Burnt Umber "	0 06
Drop Black "	0 09
Chrome Yellows "	0 12
" Greens "	0 12
Golden Ochre "	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 70
Brown Japan "	0 70
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 20
Hard Oil Finish "	1 50

Linseed Oil (in bbls).

Raw, per gal	0 68
Boiled "	0 71

Turpentine (in bbls).

Selected Packages, per gal	0 64 0 65
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Toronto Lead and Color Co.'s Paints.

Pure Pr'd Paints, 1½ gal tins, p. gal	1 10
Elastic "	0 90
Metallic paints, for barns, in bbls	0 75
Carriage " qts, 60c; nts, 45c	
" Top Dressing "	60c; " 45c

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	0 05½
" No. 2	0 04½
" No. 3	0 04½

A. G. Peuchen & Co.'s Prices.

Paint Oil, boiled	0 35
Peuchen's Pure English Paint in 1, ½ and ¼ gals., per gal	1 12½
Peuchen's Prepared Paint	1 00
2nd Quality Mixed Paint	0 75
Carriage Colors, quarts	0 55
Pure Lead, a guarantee	0 06½
Best White Lead	0 05½
No. 1 Lead	0 04½
No. 2 Lead	0 04½
Yellow Ochre	0 01
Golden Ochre, French	0 02
Extra Golden	0 03
Paris Green, pure	0 18
One pound package, pure	0 20
Cookson's Venetian Red	1 50
Best Vermillion	0 15
2nd Quality Vermillion	0 10
3rd	0 07
No. 1 Furniture Varnish	0 65
Brown Japan	0 65
No. 1 Carriage	1 25
Elastic Oak	1 25
Orange Shellac	2 00
White Shellac	2 25

Acme Paints.

Neal's Carriage, discount 40 p. c.	0 02
English Oxide, by the barrel	0 01½
American Oxide	1 25
No. 1 Venetian Red	0 25
Acme Decorative, discount 40 p. c.	1 25
Granite Floor, in tins, 90c, 47½c	0 80
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	0 50
" Wagon and Imperial, dis. 40 p. c.	5 50
Prepared House	30 90 31 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz.	1 25
Acme Carriage Top Dressing, \$1 75 per doz	4 00 8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 per cent. Amer	
Rim Fire Cartridges, Dom. 50 and 10.	
Rim Fire Military, net list. Amer.	
Central Fire Pistol & Rifle, discount 15 p. c., Amer.	
Central Fire Cartridges, Dom. 30 & 10	
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p. c. Amer.	

Wads.

Eley's, per 1,000	\$0 25 \$1 60
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Anvils.

Per lb.	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz.	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	5 65 1 59
Pegging, "	0 65 1 25
Brad, "	0 85 1 60
" handled	3 60 7 30
Saddlers', "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	7 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Light Brass Nos. 3 to 10.	Per doz. 1 80 14 50
" Nos. 2 to 10.	1 00 9 00

Door.	
Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50
Cow.	
American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 pc.	

Farm.	
American, each	2 00 5 00

House.	
American, per lb.	0 35 0 40

Bellows.	
Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount 35, 40 per cent.	

Belting.	
No. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 per cent.	

Bench Stops.	
Per doz	5 00 6 00

Bits—Auger.	
Gilmour's dis 55 to 60 p. c.	
Excelsior—Jennings, discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jennings' Gen. net list.	

Car.	
Gilmour's, 47½ to 50 per cent.	

Expansive.	
Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.	
Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.	
Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.	
All sizes, per lb.	0 11 0 15

Bolts.	
Carriage, dis. 60 and 5 per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis. 40 to 45 p. c.	
Elevator, dis. 35 to 40 p. c.	
Machine, dis. 60 to 60 and 5 p. c.	

Boring Machines.	
Complete, with Augers, ea.	5 25 7 00

Braces.	
Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.	
Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.	
Light, dis. 65.	
Vegetable, per doz.	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.	
From 8 to 12 inch, per doz.	500 40 23

Butts—Brass.	
Wrought Brass dis. 60, 60 and 5 per cent.	

Cast Iron.	
Loose Pin, dis. 60 to 60 and 10 per cent.	

Wrought Steel.	
Fast Joint, dis. 60, 60 & 5pc.	
Loose Pins, " 60, 60 & 5pc.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.	
Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.	
Horse, per doz	0 70 0 95

Carpet Stretchers.	
American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.	
Bissell, per doz	22 50
World	21 75
Daisy	24 00
Star	18 00

Crown Jewel, per doz	29 00
Grand Rapids, "	32 40

Cartridges—See Ammunition	
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Castors.	
Bed, new list, dis. 50pc.	
Plate " dis. 50pc.	

Cattle Leaders.	
No 31 and 32, per gross.	8 50 11 25

Cement.	
Portland, car load lots	3 2
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.	
White, lump, per lb.	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.	
American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz	0 85 4 00

Churns.	
Amer., dis. 50 p. c. to 60 p. c.	

Clamps.	
Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clips.	
Axle, dis. 65 p. c.	

Coffee Mills.	
Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
" No. 2	2 70

Compasses, Dividers, etc.	
American, discount 65 p. c.	

Cradles, Grain.	
Canadian, discount 25 p. c.	

Door Springs.	
Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English, "	2 00 4 00

Draw Knives.	
American, dis. 70.	
Canadian, dis 25 to 35 p. c.	

Drills and Drill Stock—Breast.	
Millar Falls, per doz.	16 00 51 50
P. S. & W., dis. 40 per cent.	

Twist.	
Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.	
Dis. 17½ to 22½ p. c.	

Fawcets.	
Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.	
Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10	
Barton Smith, dis. 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis. Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25pc.	
Horse Rasps, Kearney & Foote's dis Am list, 50 pc.	
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33½ p. c.	

Fluting Machines.	
Each	0 60 2 00

Forks.	
Hay, Manure, etc., dis. 40 per cent.	

Freezers, Ice Cream.	
Peerless, discount 45 p. c.	
Gem, dis. 50, 50 & 10 p. c.	

Fruit Presses.	
Henis' per doz	4 00
Enterprise, discount 10p. c.	

Fry Pans.	
Acme, discount 50, p. c.	

Gauges—Marking, Mortise, etc.	
Stanley's, dis. 50, 55 p. c.	

Wire Gauges.	
Winn's, Nos. 26 to 33, each	1 65 2 40

Glass.	
4th quality Star, 1st break	1 65
" 2nd "	1 75
" 3rd "	3 90
" 4th "	4 20
" 5th "	4 50

Window Glass.	
Pilkington's ordinary.	
1st break	84 46
2nd "	4 32
3rd "	5 08
4th "	5 51
5th "	5 94
6th "	6 60
7th "	7 32

Picture Glass.	
Pilkington's ordinary.	
1st break	4 80
2nd "	5 25
3rd "	6 00
4th "	6 60
5th "	7 20
6th "	7 65
7th "	8 58

Glue.	
American, per lb	0 09½ 0 10½
Canadian "	0 09 0 10
French Medal "	0 13½ 0 15
White "	0 16 0 20

Glue Pots.	
Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.	
P. S. & W., per doz	4 25 4 65

Hammers—Nail.	
Maydole's net list, Can. discount 25 to 27½ p. c.	

Tack.	
Magnetic, per doz	1 10 1 50

Sledge.	
Canadian, per lb.	0 12½ 0 15

Ball Pean.	
English and Can., per lb.	0 25 0 37½

Handles.	
Axe per doz	1 00 3 50
Store door "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.	
Firmer per gross	3 00 4 50
Socket Firmer "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.	
C. & B., discount 30 p. c.	

Hoe.	
C. & B., discount 30 p. c.	

Saw.	
American, per doz	1 00 1 25

Plane.	
American, per gross	3 15 3 75

Hammer and Hatchet.	
American, per doz	0 50 0 80

Cross Cut Saw.	
Canadian, per pair	0 18 0 25

Hangers.	
Door 4 and 5 inch, per pair	0 40 0 80

Hatchets.	
Can., dis. 37½, 40 p. c.	

Hinges.	
Blind, Parker's, dis. 60, 60 and 5 per cent.	
Light T and strap, dis 60, 62½ percent.	
Heavy, per lb.	0 51 0 05½
Screw and Strap, per lb.	0 03½ 0 04½

Per doz. sets	
Screw, Eureka	1 13 1 80
Gate, Clark's	1 50 2 20
" Shepherd's	1 00 1 50

Hooks—Cast Iron		Pencils.		Scale Beams.		Cigar Box Nails, dis. 35 p.c.	
Bird Cage, per doz	0 50 1 10	Dixon's, per gross	1 00 4 25	Canadian, B. S. & M. dis. 40 per cent.		Shoe Finders' Tacks & Nails, dis. 25 p.c.	
Clothes Line, "	0 27 0 63	" Carpenter, per doz	2 25 3 60	Scrapers.		Tape Lines.	
Harness, "	0 72 0 88	Picks.		Box, per doz	2 10 4 50	English, per doz	32 75 89 50
Hat and Coat, per gross	1 00 3 00	Picture Nails.		Foot, "	40 3 50	Chesterman's, each	0 90 2 85
Chandelier, per doz	0 50 1 13	Porcelain Head, p. gross	1 65 3 00	Screens.		" steel, each.	0 80 8 00
Wrought Iron.		Brass Head, "	40 1 00	Window, patent, per doz	6 00 7 50	Thermometers.	
Wrought Hooks and Staples, Can.		Planes.		Screw Drivers.		Tin case & dairy, dis. 75 p.c.	
dis. 17½, 20 p.c.		Wood, bench, Canadian, or American		Sargent's, per doz	65 4 00	Ties.	
dis. 75 to 75 and 5 per cent.		dis. 59.		Screws.		Cow, per doz	1 25 2
Wire.		Wood, fancy Canadian, or American		Wood, flat head iron, dis. 47½ per cent.		Tinner's Shears and Snips	
Hat and Coat, dis. 35, 40 p.c.		dis. 35, 37½ per cent.		Wood, round head iron, dis. 42½ per cent.		P. S. & W., 10 p.c. advance on American list.	
Belt, per 1,000	0 60 2 70	Bailey's (Stan R. & L. Co.) dis. 35, 37½ per cent.		Wood, flat and round head, brass, dis. 25 p.c.		Tinware.	
Screw, bright, Eng., dis. 40, 5, 45 per cent.		Miscellaneous, dis. 15 per cent.		Bench, wood, per doz	3 25 4 00	Stamped, dis. Assn list, 70, and 12½ per cent.	
Horse Nails.		Bailey's Victor, dis. 15 per cent.		Bench iron per doz	4 25 5 75	Japanned, dis. 35, 50 p.c.	
Canadian, dis. 50, 50 and 10.		Plane Irons.		Scythes.		Pieced, dis. 40, 50 p.c.	
Ice Picks.		English, per doz	2 00 5 00	Discount 40 per cent.		Transom Lifters.	
Star, per doz	3 00 3 25	Pliers and Nippers.		Scythe Snaths.		Payson's, dis. 25 per cent.	
Kettles.		Button's Genuine, per doz. prs. dis. 37½, 40 p.c.		Canadian, dis. 35, 37½ p.c.		Traps.	
Brass spun per lb	0 28 0 30	Button's Imitation, per doz.	7 40 10 25	Shears.		Game, Newhouse, dis. 17½, 20 per cent.	
Copper, "	0 40 0 45	German, per doz	60 2 60	B. & W., japanned, dis. 75 per cent.		Game, H. & N., or P. S. & W., discount 57½ to 62½ p.c.	
Enamelled Can. 50 p.c.		Plumbs and Levels		B. & W. N. P., dis. 65 p.c.		Mouse, per doz	0 35 1 50
American, 50 and 10, 60 and 5 per cent.		R. S. & L. Co., dis. 65 p.c.		Seymour's dis. 60 p.c.		Rat "	2 00 4 50
Keys.		Corn, square, per doz	1 35 2 00	Sheaves.		Trowels.	
Lock, Can. dis. 50 p.c.		Pruning Shears.		Sliding Door, per set	77 1 40	Diaston's, discount 10 p.c.	
Cabinet, Trunk, and Padlock, Am. per gross	1 60 4 75	Per doz	4 00 5 50	Canadian, dis. 7½ per c.		German, per doz	4 75 9 00
Knobs.		Pulleys.		Shovels and Spades		Brade's "	7 00 10 50
Door, japanned, and N.P., Can. list dis. 50 p.c.		Hothouse, per doz	55 1 00	Canadian, dis. 37½ p.c.		S. & D., discount 35 p.c.	
Bronze, Berlin, per doz	2 75 3 25	Axle	22 33	Sieves.		Triers.	
Bronze, Gem, "	6 00 9 00	Screw	27 1 00	Wood Rim, black, p. doz	1 15 1 35	Butter, per doz	6 25 9 00
Lava, "	8 75 10 00	Awning	35 2 50	" tinned, "	1 35 1 60	Trucks	
Shutter, porcelain, F. & L. screw, per gross	\$1 30 4 00	Pumps.		Tin Rim, "	2 30 2 45	Warehouse, each	2 25 6 50
Ladies.		Rumsey, Cistern & Pitcher Spout, 55, 60 per c.		" black, "	1 80 2 25	Twines.	
Melting, per doz	1 70 4 50	Punches.		Snaps.		Bag, per lb	0 12½ 0 20
Lemon Squeezers.		Saddler's, per doz	1 00 1 85	Harness, German, p. gro.	2 00 5 50	Wrappg, mott'd, pr. pack.	0 50 0 60
Porcelain lined, per doz	2 20 5 60	Conductors' "	9 00 15 00	Acme, "	3 00 5 00	cotton, per lb	0 18 0 20
Galvanized, "	1 87 3 85	Tinner's solid, per set	72	Lock, Andrew's "	4 50 11 50	Mattress, per lb	0 33 0 45
King, wood, "	2 75 2 90	" hollow, per inch	1 00	Soldering Irons.		Staging "	0 27 0 35
" glass, "	4 00 4 50	Putty.		Per lb.	0 30 0 32	Broom "	0 30 0 55
All glass, "	1 20 1 30	Bladder, per 100 lbs	2 00 2 25	Wrought Spikes.		Binding, flax, per lb	
Lines.		Tins, lbs	2 50 2 75	Discount, 20 per cent.		" jute "	
Fish, per gross	1 05 2 50	Rail.		Spoke Shaves.		Vises.	
Chalk, "	1 90 7 40	Barn Door, per foot	3 3½	Wood, English	1 80 5 00	Hand, per doz	4 00 6 00
Locks—Door.		Sliding Door, "	3½ 3½	Iron, American	1 35 2 35	Bench, parallel, each	2 00 4 50
Canadian, dis. per cent.	50	Rakes.		Spoons and Forks.		Coach, each	6 00 7 00
Russell & Erwin, per doz	2 90 7 50	Cast Steel and Malleable, Canadian list dis. 40 per cent.		Sheffield Sterling.		Peter Wright's, per lb	0 12 0 13½
Cabinet.		Razors.		Tea Spoons, per gross	7 50 12 00	Pipe, each	5 50 9 00
Eagle, dis. per cent	33½ 35	Boker's, per doz	7 50 11 00	Dessert "	21 00	Saw, per doz	6 50 13 00
Padlock.		Wade & Butcher's "	3 60 10 00	Table "	30 00 30 00	Washer Cutters.	
English and Am. per doz	50 6 00	Razor Strops.		Dessert Forks	24 00	Per doz	4 00 8 50
Scandinavian, "	1 00 2 40	Carrier's, per doz	1 25 3 60	Medium "	27 00	Well Wheels.	
Eagle, dis. percent	15 1 17½	Rivets and Burrs.		Table "	36 00	Amer. per doz. 8, 10 & 12 in.	3 38 6 00
Mallets.		Copper Rivets, dis. 40 to 40 and 5 p.c.		Squares.		Wire.	
Tinsmith's, per doz	1 25 1 50	Iron " 40 per cent.		Iron, per doz	1 65 2 90	Market, bright and annealed, Nos. 1 to 16 10 to 15 p. cent. advance on list from stock.	
Carp'ters', hickory "	1 25 3 75	Burrs, Iron, 30, 33½ per c.		Steel, dis. 75 p.c.		Market, oiled, coppered, galv., 10 to 15 p. c. advance.	
Lignum Vitæ, "	3 85 5 00	Rivet Sets.		Try and bevel, dis. 50, 55 per cent.		Market, tinned, per lb	0 04½ 0 08
Caulking, each	1 60 2 00	Canadian, dis. 30, 35 per c.		Fence, galvanized, per lb	6 5½	Galvanized Fence, 10 to 15 per ct. advance on list.	
Mattocks.		Rope.		Wrought Iron, dis. 75, 75 and 10 per cent.		Tinned Broom, from 19 to 22 gauge, per lb	0 06 0 06½
Canadian, per doz	8 50 10 00	Sisal, per lb	12 12½	Stocks and Dies, Amer. dis. 25 per cent.		Malin's Wire on spools, dis. 30 to 45 per cent	
Meat Cutter.		Manilla, " No. 1	14½ 15	Stone.		Clothes Line, galv., p. 100ft	0 25 0 55
Enterprise, dis. per cent	20 25	" No. 2	13½ 15	Washita, per lb	0 15 50	Barbed Wire.	
Dixon's, each	1 60 2 00	Cotton, "	22 25	Hindustani, per lb	0 06	Galv. steel barb fencing	
Woodruff's "	1 10 1 70	Deep Sea, "	15 16	Slips, per lb	9	" Lock Barb, " 4 point	0 53 0 06
Hale's, "	1 05 1 50	Rules.		Labrador, per lb	0 13	Ditto Glidden 2 point	0 05½ 0 06
Hume, "	13 00 16 00	Boxwood, dis. 75 & 10 & 5 80 per cent.		" Axe, "	0 15	Galv. Ste 1, plain twist	0 05
Mincing Knives.		Ivory, dis. 40, 40 & 5 per cent.		Turkey "	0 50	Galvanized Barb, "Lyman," 2 to 4 points	0 05 0 05½
American, per doz	42 2 35	Sad Irons.		Arkansas "	1 50	Terms, 60 days or 2 per cent off for cash—10 days.	
Molasses Gates.		Mrs. Potts, per set	1 05	Water-of-Ayr "	0 10	Wire Cloth.	
Stebbin's Patent, dis. per cent, 65 to 70 per cent.		" N. P.	1 35	Scythe, per gross	3 50 5 00	Ordinary, discount 25 p.c.	
Nails.		Sand and Emery Paper.		Grind, per ton	15 00 18 00	Painted Screen, p. 100 sq ft	2 25 2 35
Cut, 3 inch and upwards		B. & A. sand, dis. 25, 30 p.c.		Stove Polish.		Wrenches.	
55 per cent. Brads & Moulding Nails, discount 55.		Emery, per quire	55 90	Per gross	1 88 7 50	Agricultural, dis. 70, 70 & 10 per cent	
Wire Nails, 60.		Sash Cord.		M. L. S., per gross	2 50	Standard, dis. 60, 60 & 10 p.c.	
Nail Pullers.		Per lb.	22 50	Jacoby "	5 00	Coe's Gen'l, dis. 40, 45 p.c.	
German & American	1 85 3 50	Sash Locks.		Mirror Black Lead, per gr.	2 00	Diamond, dis. 33½, 35 p.c.	
Nail Sets.		Triumph and Morris, dis. 37½, 40 per cent.		Jos. Dixon's, bulk, per lb.	0 07	Tower's Engineer, each	2 00 3 00
Square, round and octa-		Kempshell's dis. 40, 62½ per cent.		Dixon's Plumb. "	0 15	" S., per doz	5 80 7 50
gon	3 38 4 00	Canadian, dis. 45, 50 p.c.		M. L. S. Paste, per gross	9 00	G. & K.'s Pipe	6 00
Diamond	12 00 15 00	Sash Weights.		Nicholson's, per doz	1 00 1 25	Burrell's " each	3 40
Oil.		Sectional, per lb.	24 3 00	Tacks, Brads, etc.		Pocket, per doz	1 25 2 00
Canada Refined Oil	0 15	Sausage Stuffers.		Cut, Carpet, gimble, dis. 35 p.c.		Wringers.	
Carbon Safety	0 17½	Each	1 00 3 00	tinned, dis. 45 p.c.		Each	3 50 5 00
Canada W.W.	0 20	Saws.		Swedes' iron, blued or tinned, dis. 42½ p.c.			
American W.W.	0 25	Hand, Disston's, dis. 10 to 12½ p.c.		Upholsterers' dis. 42½ p.c.			
Castor	0 11½ 0 12	S. & D. dis. 25 per cent.		Copper Tacks and Nails, dis. 35 p.c.			
S. R. Seal	per lb. 0 63 0 65	Hack, complete, each	1 75 2 75	Trunk and Clout Nails, " 40 p.c.			
Oilers.		" frames only	75	Patent Brads, dis. 40 p.c.			
McClarey's Galvan. Iron		Saw Sets.		Finishing Nails, dis. 35 p.c.			
Oil Can, with Pump,		Per doz	1 65 9 00				
per doz	19 50	Scales.					
Zinc and Tin, dis. 50, 50 and 10.		Canadian List, dis. 40 p.c.					
Copper, per doz	1 25 3 50						
Brass, "	1 50 3 50						
Malleable, dis. 25 per ct.							
Pails.							
Galvanized, per doz	2 00 3 50						

HARDWARE.



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WHITE LEAD
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Ontario.
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Granite Floor
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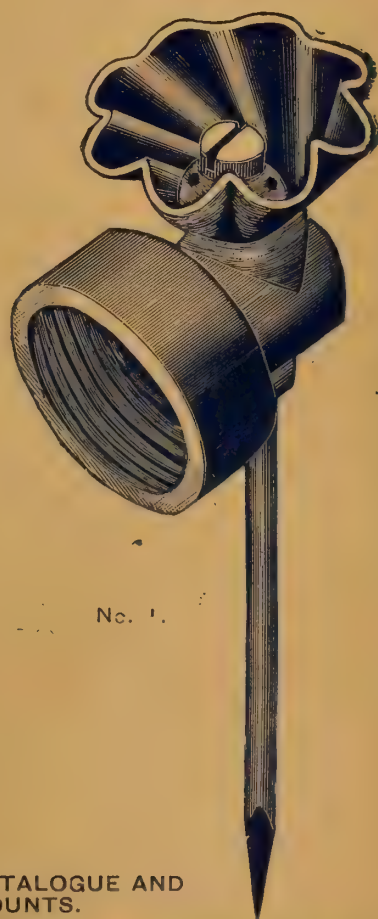
Patent Boiler Purger, Vacuum Lubricators, Flue Cleaners and Portable Lawn
Fountains, Window Fixtures and Bank Rails.



No. 3.



No. 2.



No. 1.



PATENTED MAY 15, 1877.

Size	1/2	3/4	1	1 1/4	1 1/2	2
Hose Ties, best wire	per gross.	\$3 00	\$3 00	\$4 00	\$6 00	\$8 00
No. 1. Fountain with spike, nickel plated	doz.					\$12 00
No. 2. Magic Branch, spray or straight	"					7 00
No. 3. New	"					12 00
Branches nickel plated, extra	"					10 00
						50

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Genuine Coppered Babbitt

PRICES.

Anchor	per lb. 8c.
(For Shafting, etc.)	
Star	per lb. 12c.
(General Purpose.)	
Star and Crescent	per lb. 16c.
(Heavy Machinery.)	
Diamond	per lb. 25c.
(Extra High Speed.)	

H. R. IVES & CO., Montreal,
MANUFACTURERS OF
Stoves, Hardware, Iron Railing, etc.

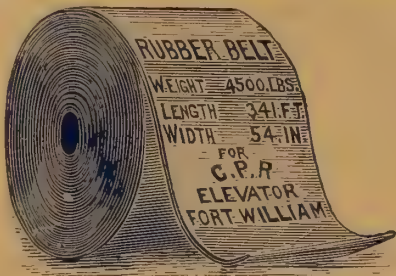
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HAVING been large users of Antifriction Metals for many years, and suffered from being imposed upon by inferior compositions under various high sounding names, we are now offering under the above trade name a more reliable kind of Antifriction Metal, which by merit alone we expect will make its way in the market. It is put up in boxes of 50, 100 and 200 lbs. each. For large quantities in bulk or casks a reduction in price will be made. Prices subject to change without notice. Sample orders solicited. Terms: 60 days or 2 per cent. off for cash.

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Superior Quality Rubber Goods.
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All kinds of Rubber Packings. Rubber Engine, Hy-
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Rubber Valves, Car Springs, Wringer Rolls, Carriage Cloths,
Blankets, etc., etc.

Mould Goods of Every Description.
Our Garden Hose is the Best in the Market.

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Improved for 1890.

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MANUFACTURERS OF

LYMAN Fencing,
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Ribbon, Thorn,
Plain Twist.
FENCING TOOLS.



Plain Wire,
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Oiled, Coppered,
Galvanized
WIRE ROPE.

Steel Wire NAILS. SCREWS, Gimlet Point.

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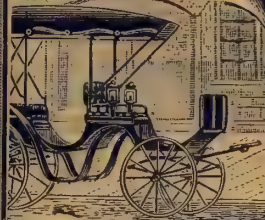
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APR. 19, 1890

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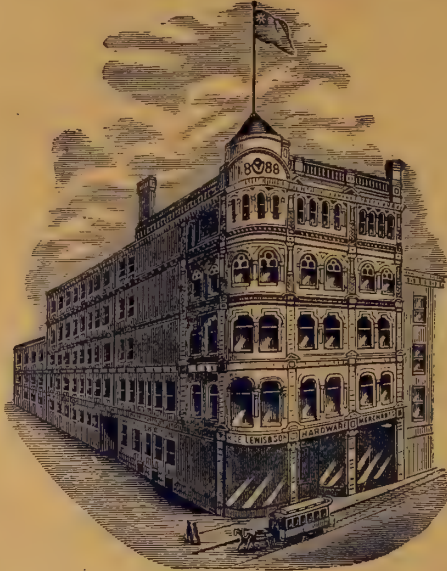
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TORONTO OFFICE: 6 Wellington Street West.

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Vol. 2.

TORONTO AND MONTREAL, APRIL 19, 1890

No. 16

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. Hugh C. McLean, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

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FRAUDULENT INVOICES.

The seventh section of the first of the new tariff resolutions, has been amended in committee of the House to read as follows:—"Any person who sends or brings into Canada, or who being in Canada has in his possession any bill heading or other paper appearing to be the heading or blank capable of being filled up and used as an invoice, and bearing any certificate purporting to show or which may be used to show that the invoice which may be made from such bill heading or blank is correct or authentic, shall be deemed guilty of a misdemeanor, and liable to a penalty of \$500 and imprisonment for a term not exceeding twelve months, and the goods which may be entered under any invoice made from any such bill heading shall be forfeited, unless lawful excuse and proof shall be given by the person accused." The stringency of the original resolution was intensified by one amendment and modified by another. The draft of it submitted in the budget left an option between fine and imprisonment on the one hand, but on the other made no provision for the admission of evidence that might exculpate the possessor of prohibited invoice forms from fraudulent intent. In both these respects the resolution is altered. Now the penalty includes both fine and imprisonment, as well as confiscation, while conviction is not necessarily inevitable upon the unqualified prima facie evidence of possession. The latter amendment is a good one. In placing the onus of disproof upon a man suspected

of fraudulent intent because of having prohibited forms in his possession, it perhaps strains the principle that every man is held to be innocent until he is proven guilty. There is warning enough, however, in the fact that such a legal power exists, to deter any man of good intentions from harboring such papers about his office. The acceptance of prima facie evidence as convincing that criminal intentions are entertained is not thus apt to be inimical to the liberty of any innocent man.

It is well that the law should be made very express upon this form of customs fraud. Through the use of duplicate invoices the revenue has been robbed of large sums every year, and honest traders have been outstripped by unprincipled rivals. The loss to the revenue is a serious consequence of this form of fraud, a consequence that falls upon every citizen of the country, inasmuch as what is withheld by dishonest men has to be made up by the general body of the people. The revenue, however, is apt to be very well looked after, and its interests no doubt furnished the motive to the Finance Minister's action in the submitting of this resolution. The interests of general trade, not immediately under the care of a Departmental head, would perhaps not have sufficed of themselves to induce this legislation, yet the demand of those interests was quite as peremptory for such protection as was that of the revenue itself. From whatever impulse, however, the Government has been moved to recommend this amendment to the Customs Act, the amendment itself is one that must be hailed with satisfaction by all honest men who trade in imported articles.

For several years past there have been importers in this country who manufactured the documents which they submitted at the port of entry for the release of goods shipped to them. The exporters must have generally been parties to the fraud. The latter would keep their dishonest Canadian customers supplied with invoice blanks in all respects similar to those used by the foreign shippers in their legitimate business. These blanks the importer here, if dishonest enough, could fill himself, accurately copying the genuine invoice for the inventory of the goods shipped, but sub-

stituting lower prices in his spurious invoice. The correct inventory would serve to indicate the goods that were in bond for him, and the lower values would be a basis for a lower total for duty. Thus an unprincipled man, through the connivance at least of foreign shippers could evade a portion, sometimes a considerable one, of the duty he ought to pay, and thus gets his goods cheaper than the upright man who presented a genuine invoice at the customs house. Sometimes, indeed, foreign shippers would be overt accomplices, and obligingly send two invoices made out in their office, one a statement of what was actually to be paid, the other paper to be used only in getting goods out of bond. Most of the merchandise that thus got into the country at an undervaluation came from shippers in the United States, though exporters from other foreign countries have been guilty of supplying invoice forms to their customers here. A hardware firm in this city, Risley & Kerrigan, came to grief through detection of their Customs frauds. One member of that firm had to flee the country, as the law was even at that time potent to punish such rascality. Several Montreal importers were also shown to be addicted to the use of bogus invoices, and many, never found out, in various parts of this Dominion used them. It was a very fertile source of injury to honest traders, and it is a good thing for the country that the practice is likely to be stopped.

What the tariff resolution aims at the punishment of is not misrepresentation of value. The law was competent to punish for that before, where proof of the offence was available. The tariff resolution quoted above aims to stop such misrepresentation, by punishing for the having in possession, papers that on the face of them imply fraudulent intent. Such forms are declared in the new measure to be illicit property, and unless the possessor can prove that he has them for a harmless purpose, he will suffer the penalties of fine and imprisonment.

We are not assured, however, that this provision against customs frauds will prevent all those that are possible under the shelter of double invoices. Already, we are aware, exporters have been known to furnish duplicates filled out by themselves with the

genuine and the spurious figures respectively. That could be done again, and is apt to be resorted to now more than ever. The resolution is silent with reference to duplicate invoices that are both filled in a foreign country. Of course no law here could be framed for the punishment of the citizen of another state, and the local user a fraudulent duplicate, no matter where contrived, is subject to penalties that are already provided for the punishment of the crime of misrepresenting the value of goods taken out of bond.

No matter where the false invoice is made, the importer who makes use of it has to perjure himself to get the reduction the thing has been fabricated to secure. He has to make the following affidavit, in which there is no loophole for a casuist to make any reservation :

I, A.B., do solemnly and truly swear that I am owner, consignee or importer, as the case may be, of the goods mentioned in the invoice now produced by me and hereunto annexed and signed by me, and that the said invoice is the true and only invoice received by me or which I expect to receive of all the goods imported as therein stated, for account of A. B.; that the said goods are properly described in the said invoice and in this entry thereof, and that nothing has been on my part, nor to my knowledge on the part of any other person, done, concealed or suppressed, whereby Her Majesty the Queen may be defrauded of any part of the duty lawfully due on the said goods; and I do further solemnly and truly swear that the prices of the goods as shown in the said invoice and as aggregated in this Bill of Entry now presented by me, exhibit the fair market value of the said goods at the time and place of their exportation to Canada without any deduction or discount for cash, or because of the exportation thereof, or for any other special consideration whatever, and that to the best of my knowledge and belief the prices so exhibited were the prices of said goods for consumption at such time and place. So help me God.

The man who can gulp down the above in reference to a false invoice is a person the trading community and the revenue need protection against, and the protection contemplated in the legislation pending is not overmuch.

LIMITED PRICES.

There is at the present time a strong sense of the need for a re-adjustment of business conditions. That sense finds reiterated expression in trade editorials, communications to the press, the proceedings of trade and commercial organizations, and even in legislative measures. There are many ills incidental to business in the present order of things. Price-cutting, inferior goods, short weight or measure, bankruptcies, the over-crowding of trade, are various outcomes of the perverted action of one condition that must always be retained, namely competition. No effort successfully directed to the expulsion of any one of these evils can fail to modify the blighting strength that unregulated competition now has. Any such effort deserves encouragement, and shall get it from us so long as it works to drag busi-

ness methods out of the slough that headlong dishonest rivalry has left them floundering in.

The concurrence of manufacturers in a mutual agreement to limit the prices of their wares is a movement in the direction of reform. Many people rail at combination in any circumstances, but it is the result of the natural recoil from a loose system of competition. Traders themselves provoke combination as a self-defensive resort of abused trade. That measure of it which preserves a just scale of prices is to be hailed with welcome by all traders. There is wanting a standard of prices to which the square-dealing man may look for protection against the slaughterer who aims only to appropriate a trade that he has not the sagacity to develop for himself. In the absence of such a standard there is no premium put on uprightness or originality of method. If there is no line definitely marked out which the trader is to keep beyond, there will always be strong inducement to unprincipled men to leave other callings and enter commercial ones. Manufacturers and wholesale dealers have long exercised the right of limiting the freedom of their customers in other respects, and why should they not in this important one? They limit the credit, often the insurance of customers. They would equally, and by a more radical provision, protect themselves against loss if they limited prices.

Several classes of manufacturers have adopted a scale of prices which they agree to exact the payment of from all who buy from them, and to insist upon the latter exacting a fixed increment upon from all the next series of buyers. These manufacturers use order-forms that contain a pledge which bind the buyer to observe the conditions of the limited price-scale. All the Canadian woodenware and match makers have adopted limited prices. Many other important manufacturers have also determined to put an end to price-cutting in the products of their workshops. The request to do so comes from the traders. Although the traders cut, yet they wish there were some authority which curtailed their license to do so. This plan of requiring all wholesale and retail customers to sign a selling-contract not to cut supplies is what is wanted. The violation of that contract is followed by the withdrawal of the offender's name from the list of the company's customers.

A fault that was and is yet responsible for much price-cutting will be removed by a general adherence to limited prices. That fault was the estimating by wholesalers of a traveller's ability by the unqualified test of the number of his sales. Under a system of limited prices the profits of his sales will be the touchstone by which a traveller is tried. And it should be. To try him by the number of his sales simply is to encourage him to sell low that he may sell much. There is no class of men who should more ardently wish for limited prices than the travellers. When limited prices are inaugurated every traveller will feel that his hand has not to be forced down by his competitors on the road. He will be thrown on other resources be-

sides the versatility of his prices, and will thus be driven to develop all the sides of a good travelling salesman's character. There will be better travellers, better trade, fewer failures, a reduced number of dealers, and a sounder financial condition. The system of limited prices is an influence that will do much good if it is generally taken hold of. The abuse of it is a degree that is not yet of concern. There is one actual evil present. Let the eradication of that engage us, without prejudice from any theoretic evil that may threaten.

It is a very candidly admitted fact that travellers do not push business on special lines, on which there is liberal profit. Why? Because such sell too high, though it is on such that travellers can make most money for their employers. They prefer to sell what goes at too near cost-price. The traveller, under the era of practically unlimited prices, was becoming the outgrowth of cheap selling. It is not to be wondered at. Physical life does not more accommodate itself or succumb to climatic changes, than does business method adapt itself to or collapse under the prevailing spirit of business.

THE QUEEN'S BIRTHDAY.

The twenty-fourth of May falls this year on Saturday. The anniversary which is due on that day will be celebrated with the same absorbing interest as it has been since it became a national holiday. The public will take a day off for the celebration of the Queen's birthday. There will be a suspension of one day's business, the annual tribute of industry to the popularity of the occasion. It is for the business men throughout the country to regulate the amount of the sacrifice that is to be offered up this holiday. If the celebration takes place on the day of the anniversary, it will involve a much greater loss to trade than if it were postponed to the following Monday. Saturday is the great business day for all the country towns, the insular, and some of the frontier cities. It would pay some dealers to close the other five trading days of the week rather than close on Saturday. What the trade wants to do, therefore, throughout the towns and cities of Canada, is to seek to have the merry making put off by municipal proclamation to the 26th inst. A petition to the city or town council will not be ignored. Monday is a day the trading public can better afford to give up to pleasure. The same crowd on business bent on Saturday would increase rather than curtail the trade on Monday if they came on the latter day merely as pleasure seekers. It is better, therefore, to have two crowds, one to do the usual weekly trade, the other to enjoy themselves and spend a little on a unusually dull day. The interests of traders are apt to be backed by hotel-keepers, who have also a considerable Saturday trade from the purveyors to the market, who have the wants of themselves and their horses to be supplied. The hotel-keepers, therefore, want both days as well. They very often have a good deal to do with the getting up of sport programmes, and their co-operation will help the success of the petition.

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MONTREAL.



On the Clyde they are building the largest sailing vessel. It will have five sails, will be of 9,600 tons and over 350 feet long.

McKelvey & Birch, of Kingston, have secured the contract for heating the new asylum at Orillia. The contract is worth over \$9,000.

The plumbing and gas-fitting for the new Disciple church, West Toronto Junction, is to be done by Messrs. H. & E. Millar of that town.

In the tariff debate the duty on plate glass, bevelled but not colored, has been changed from one cent to two cents per additional foot.

The firm of Leslie & Manson, of Blake, has been dissolved by mutual consent, and all accounts due the old firm will be paid to John Leslie, who will carry on the business in future.

The bankrupt hardware stock of C. Champion, Brantford, sold on Tuesday for 50¼ cents on the dollar. Two local men were the purchasers, viz., Messrs. W. E. Phin and G. Elliott.

The new gas inspection bill requires all gas meters to be verified and stamped every three years. It also prescribes penalties for supplying gas showing traces of sulphuretted hydrogen or of sulphur or ammonia.

The residence of Mr. John Puddicombe, London, was the scene of festivities on Wednesday night, the occasion being the celebration of the majority of Mr. John Puddicombe, jun., of the Hobbs Hardware Company.

The duty on paints as proposed in the budget has also been modified in the tariff debate. A duty of 30 per cent. on all liquid and ready-mixed paints has been substituted for 25 per cent. ad valorem and 5c. a pound specific. This is a material reduction.

The oil men in Petrolea who have been in combination claim that one or two of the

parties to it have been cutting rates and that they commenced doing so right after an agreement to the contrary was made a few months ago.

The Department of Marine has awarded the contract for supplying 100,000 gallons of petroleum oil annually for use in the light-houses of the Dominion to the Imperial Oil Company, of Petrolea. It is optional with the Department to make the contract cover one, two or three years.

The foundry run in Whitby by the Mowat Manufacturing Company, has been taken over by Mr. Alex. Brown of Christie Brown & Co., Toronto. The town has surrendered its interest in the property to Mr. Brown, who will have the foundry running this or next week.

The awarding of the contract for supply of nails for the board of works, Hamilton, was settled on Friday night. Seven dealers sent in tenders of \$3 per keg, as on the two former evenings when the matter was considered, but Donald Murray, of York street put in a tender at \$2.95 per keg. This was accepted.

Notice has been given in the Canada Gazette that application will be made to the Governor General in Council for the incorporation of several Montreal gentlemen in a manufacturing firm to be styled the Diamond Glass Co. (Limited.) The names of the applicants are Messrs. David and William Yuile, David Williamson, Ralph King, John Watt.

The Barnum wire works at Walkerville are working to their full capacity. They have a lot of miscellaneous work, besides a \$4,000 contract for Tuckett & Co., the Hamilton tobacco manufacturers, and a \$4,000 contract for the Royal Insurance Company, of Montreal. In connection with the latter contract they will have to build seven flights of stairs, one directly above the other.—London Free Press.

Albamural is a new article that is being placed on the market as a substitute for paint, calcimine, etc. It is a brilliant white, and gives a smooth glossy finish that will not rub off, peel or flake. It can be applied to woodwork, plastering, stone or brick walls, and it is not necessary to remove other materials that have been used on the same surface, as it clings readily to almost any surface. It is also a fire-proof preparation, 80 per cent. of the material used in its preparation being absolutely non-inflammable.

THE POLSON IRON WORKS CO.

There was a meeting of the shareholders of the Polson Iron Works Co., held at the head office of the company on the Esplanade on Saturday afternoon, to take the necessary steps to take the affairs of the company out of liquidation.

There was a large representation of the shareholders at the meeting, which was called to order by the chairman, Mr. A. B. Lee.

Amongst those present were:—Messrs. Wm. Polson, Jos. Polson, F. B. Polson, Jas. Worthington, John Leys, Jas. Morrison, J. B. Miller, Thos. Macdonald, Jas. Robertson, D. Graham, Thos. West, J. H. Thompson, W. E. Thompson, J. Bertram, H. Redfern, W. Brown, J. H. Macnee, F. W. Barrett, L. C. Macklem, J. C. Graham, L. B. Montgomery, J. Jeffrey, Thos. Tomlinson, J. Coulter, G. S. Oldreive, J. Treloar, T. F. Chamberlain, Geo. Corbet, H. Lymburner, T. Heath, W. Butchart, J. Cavan.

The chairman read a summary of the report of the liquidator, and showed that to make the reorganization of the company complete new stock had been subscribed to the extent of \$113,000, making the available capital altogether \$256,000. The necessary formal steps for reorganization were carried out by resolution. The following gentlemen were selected as the new board of directors: Hon. W. E. Sanford, Hamilton; Mr. A. B. Lee, Mr. James Worthington, Mr. William Polson, Mr. F. B. Polson, Mr. D. Graham, Mr. Thos. West, all of Toronto; Mr. J. B. Miller, of Parry Sound; Mr. T. F. Chamberlain, of Morrisburg; Mr. F. W. Barrett of Owen Sound. The proceedings were characterized by great unanimity, and the utmost confidence was expressed as to the future prosperity of the company. Two new contracts for steel steamers are now being negotiated, and this, in addition to the work now on hand, will mean great activity both in the Toronto works and at the shipyard at Owen Sound. The large ferry for the Canadian Pacific is expected to make her trial trip on the 19th inst. The Seguin is nearing completion, the boilers and engines being now in course of shipment. The company also have in construction a composite yacht for Senator Sanford, of Hamilton, and one for Mr. D. Crawford, of St. Louis.

VALVES TO FRESH-AIR INLETS.

The following is the opinion of a plumber regarding valves to fresh-air inlets, which is written to The Builder, London, in reply to a lecture delivered by Dr. Corfield touching on the subject of house draining:

"I noticed in the course of his interesting and valuable lecture on 'Modern Sanitation,' at Carpenters' Hall, Dr. Corfield touched on the question of 'valve' or 'no valve' to fresh-air inlets to drains. He appears most decided in opinion that they are useless and radically wrong, and in the course of his remarks said: 'When you find a valve on a fresh-air inlet you may depend that the man who carried out the work had not sufficient confidence in the arrangements to be certain that what he intended as an inlet would not at some time or other become an outlet.'

"With all due deference to Dr. Corfield's opinion, I think he is putting it rather strongly when he says this, and I would ask him whether he has sufficient confidence in any of the works he has superintended to enable him to say, 'That inlet will never become an outlet?'

"For my own part, I do not consider it of vital importance whether a valve is provided or not; but the fact remains that every time a good flush is sent down the drain it acts as a piston and forces the gases and air in the drain before it, and if there is no valve on the inlet that is where they will make their exit.

"But, as I have just hinted, the quantity being so small, and in a properly ventilated drain the gases having no opportunity of becoming dangerous, I do not consider a valve absolutely necessary, although I still hold that in some situations it may be desirable to prevent the exit of anything through the inlet. Therefore, I do not consider, because a man takes a precaution which in some cases may be necessary, that it shows a want of confidence in his work, for with the best design and workmanship, natural laws will at times cause the gases and air in a drain to seek to escape through the first air-inlet, and I challenge Dr. Corfield or any one else to refute this."—N. W. Mechanic.

STRIKES AND COLONIAL TRADE.

A valued correspondent in South Africa, says the "Ironmonger," calls attention to the damage which is being done to British trade by the strikes which are now, and have been recently, taking place in this country. The British workman when in the mood for going on strike is usually quite regardless of all interests but his own for the time being, and he is much too apt to look upon his employer as a being who is an "oppressor" of labour, and as the natural enemy of his workmen. Were the strikers better educated and more conversant with the delicate ramifications of trade and commerce, they would be likely to

adopt more reasonable views; but taking them as they are, it is probable that no evidence, save that of absolutely impartial persons, will have any weight whatever with them. One such piece of purely disinterested evidence is furnished by the correspondent in question. He points out how utterly prices are disorganized by the repeated strikes, and states that orders which would have come to Great Britain in an ordinary way are being sent to America, Germany, and other countries, where the workmen are more reasonable, prices more settled, and deliveries more prompt. He shows, also, that even where the orders are not diverted to foreign or American manufacturers, the colonial buyers are restricting their purchases in the most severe manner possible, in order that they may not be caught with heavy stocks on a falling market. They know, as experienced men, that all efforts to force up prices by strikes and other artificial means must fail sooner or later. The market can only be ruled by the laws of supply and demand. These inexorable rules are being ignored by agitating workmen all over the country. The men are striving and striking for higher wages, whilst, at the same time, the demand is decreasing and prices are falling. Such an anomalous state of affairs cannot possibly last. If the men persevere, our trade will be forced through a disastrous crisis, in which many firms will be ruined, and which will result in a fall of wages much more rapid and considerable than the recent advance.

IRON SAND IN NEW ZEALAND.

News from New Zealand states that a method of fluxing the iron sand which abounds on the west coast there has been discovered. Every one who is acquainted with the commercial resources of New Zealand is aware that it possesses on the coast immense stores of iron stone of remarkable richness. Hitherto no economical method of securing a flux of that sand has been discovered. Authorities agree that if the valuable mineral sand there found could be brought into commercial use, New Zealand would at once become one of the most important iron-producing countries in the world. It is not surprising, therefore, that the announcement of the alleged discovery has created a very great sensation.

The statement is that Messrs. Minall & Jones have discovered a process which they are, of course, keeping secret until it has been protected by patent. They have prepared a quantity of the fluxed iron sand for the blast furnace, and when the mail left, a temporary furnace was being erected to run the metal off into pigs. In this country some hesitation is evinced in accepting the truth of this report. That a flux is in existence is well known. That, however, is not sufficient, it must be economical; and the accounts received from New Zealand give no indications of the cost at which this sand can be

used. It is not a question of practicability, but of expense, and what is required to make New Zealand an important iron centre is that an economical flux should be discovered. A short time ago something was heard in London of a company which was to test the petroleum deposits and the iron sand of New Zealand, but it was subsequently stated that so far no economical available means of dealing with the iron sand had been discovered. Therefore, until there is a clear evidence that some one can not only deal with the iron sand, but deal with it economically, all reports, as the one now to hand, will be received here with a good deal of scepticism. —British Manufacturer.

Editor of **HARDWARE**.

DEAR SIR,—I have read and re-read the various letters in your paper re Collection laws, but up to the present writing have seen nothing which would, in my opinion, cure the evil. I am satisfied that a large amount of the bad debts made in any community could be avoided if the merchants were only banded together. The jealousy which exists between merchants of the same town seems to me to be the obstacle. Now let these merchants band together, with the honest intention of protecting each other, and the obstacle is removed.

Let us examine the working of such a union. Such a one is that of the Grocers' Association. On my street there are six men doing business in the grocery line. Five out of the six make up their minds to warn each other. Mr. A. comes along, and after dealing with the first grocer for a while, leaves him, owing, say, \$10. He then approaches the second grocer, but owing to combination Mr. second grocer has been warned, and so long as Mr. A. pays cash he can get goods, but as soon as he wants credit, Mr. second grocer is opening no new accounts. The others on the street are in the same position. The first debt of \$10 may or may not be collected, but it is the only bad debt made. Drop the warning and the \$10 loss would grow among these five merchants to thirty or forty dollars, and very likely more. The sixth grocer not being warned is at a disadvantage, and he very soon finds that he is getting more than his share of bad pays. Obviously he must soon come in and share in the protection. As soon as these six men are banded together Mr. Bad-pay must leave for new pastures. Now here is organization on a very small scale, and as far as I can see, with only one bad feature, and that is each man knows a certain amount of his neighbor's business. How shall we get rid of this bad feature? Answer—Engage an outsider to collect the names from each of these six grocers. Pledge him to not convey the creditor's name to each other, and you have the best means for preventing bad debts. I verily believe prevention to be better than cure. If this should lead to merchants banding together in one or more towns, Mr. Editor, I am satisfied your space has not been wasted.

COLLECTOR.

Messrs. S. F. Glass, of London, and D. Macdonald, of St. Johns, Que., interviewed the Minister, relative to securing an increase in the duty on crockery.

Thomas Stephenson, Esq., of Omeme, was thirty-six years in business in that place last Good Friday. He is still a vigorous man.

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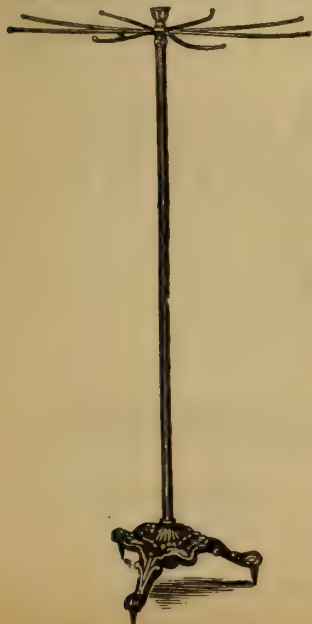
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McGill, Wellington, Grey Nun and Youville sts.,

MONTREAL.

SEND YOUR ADDRESS TO

The Adamant Manuf'g Co'y,

100 ESPLANADE ST. EAST,

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For full particulars of

ADAMANT WALL PLASTER.

A New, Cheap, and Easily Applied Plaster that
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A most comprehensive circular sent on application

JOHN J. CARTSHORE,

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STEEL RAILS NEW OR SECOND HAND All Sections

Cast and Wrought SCRAP IRON in Car lots.
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Zebra Spiral Steel Fencing Wire.

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MANUFACTURERS AND IMPORTERS,
TORONTO AND MONTREAL.



Our O.K. Building Paper is guaranteed water-proof and air-tight; it is also odorless, will unroll freely in the coldest weather, and can be used without soiling your hands.

Try a sample lot of O.K. Paper; it is cheaper than Common Building Paper.



PROVINCE OF ONTARIO.

Aylmer—Lyons, S. J. (estate of), general store, stock, etc., advertised to be sold by auction on 22nd inst.

Brantford—Champion, Chas. (estate of), wholesale and retail hardware and carriage goods, stock, etc., advertised to be sold by auction on 15th inst.

Cannington—Killaly, R. F., hardware, sold out.

Mount Forest—Snow & Blackwood, foundry, etc., burnt out.

Newburg—Percy & Caton, general store, dissolved, L. E. Percy continues.

Penetanguishene—Thompson, W. F. H., general store, assigned to Paul Campbell, Toronto.

Port Arthur—Isbister, M. & Co., hardware, groceries and liquors, assigned to E. R. C. Clarkson, Toronto.

Walsh—Watts, J. V. (estate of), general store, stock, etc., advertised to be sold by auction on 22nd inst.

Wroxeter—Sanderson, Jno., general store, succeeded by Sanderson & McLaughlin.

MANITOBA AND NORTH-WEST TERRITORIES.

Arden—Vanblaricom & Clarke, general store, stock sold.

Keewatin—McKinnon, Wm. & Bro., general store, dissolved partnership.

Pense—Blain, Andrew, general store, sold out to G. S. Rice.

Rapid City—Hall, J. M., general store, sold out to Kennedy & Hopper.

QUEBEC.

Champlain—Boiley, P., general store, assigned in trust.

St. Ursule—Lupier, Leon, general store, offering to compromise.

St. Hugues—St. Germain, F. A., general store, stock, etc., advertised to be sold by auction on 14th inst.

St. Telephore—Lalonde, Camille, general store, demand of assignment.

Yamaska East—Leveille, Louis, general store, assigned in trust.

NOVA SCOTIA.

Parrsboro—Nicholls & Dodsworth, store, Andrew Nicholls & Tolbert Dodsworth co-partnership registered.

NEW BRUNSWICK.

Port Elgin—Hamilton, Jas., general store, removed to Tidnish Cross Roads.

St. John—Bowes, A. G. & Co., plumbers, etc., admitted H. Codner under same style.

Woodstock—Holder, D. J., general store, sold out to Wright & Fowler.

BRITISH COLUMBIA.

Chilliwak—Henderson Bros. & Co., general store, sold out to J. & W. Martin.

TRADE SALES.

The fancy goods, crockery and wall-paper stock of D. J. Hawley, Trenton, amounting to \$2,135, was sold on Tuesday at Suckling, Cassidy & Co.'s warerooms to J. W. Butcher, Peterborough, at 41c. in the dollar for lot 1 and 36c. in the dollar for lot 2.

Suckling, Cassidy & Co. announce the following sale for Tuesday, the 22nd inst.: 1. The general stock of J. V. Watts, Walsh, amounting to \$2,370, along with two stores and a dwelling in Walsh; 2. The stock of the Canadian Window Shade Co., amounting to \$4,698.

Burglars forced their entrance into Morton & Christie's hardware store, on Sandwich street, Windsor, the other night. They wrenched the iron doors open that cover the back doors of the store, then broke a pane of glass and put through their arm, lifting up the iron bar that is put across the doors at night. It is supposed by some that it was the same party who made such an extensive haul from that store some five years ago.

The faculty to make friends and conciliate enemies, being all things to all men, is inherent in the first-class salesman.

A reputation for truthfulness is indispensable to permanent and satisfying success.

Master the whole business and the way to fortune has been mapped out.

LEADING ACCOUNTANTS AND ASSIGNEES.

E. R. C. CLARKSON
TRUSTEE AND RECEIVER

TORONTO,

In affiliation with

JNO. B. CLARKSON

Temple Buildings, - - - MONTREAL.

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention

Henry Barber & Co.,

Successors to Clark, Barber & Co.,

Trustees, Receivers, Accountants and Commissioners.

Correspondents in London, Leeds, Liverpool, Glasgow, Winnipeg, Montreal, Hamilton and Vancouver. TELEPHONE 2339.

20 Front St. E., Toronto.

ST. CATHARINES, ONT

**McKINNON
DASHES**

**CHEAPER
BETTER
STRONGER
THAN HAND MADE**

If you get the S. F. Quality.

TORONTO LEAD AND COLOR COMPANY'S VULCANIZED FLOOR PAINTS

SOMETHING ENTIRELY NEW.

Dry hard with a fine gloss in 12 hours.

READ OUR TESTIMONIALS.

We have been selling Toronto Lead & Color Co's pure paint about five years. think it the best mixed paint in the market.

WALLACEBURG, DEC. 14th, 1889.
It has given perfect satisfaction, and we

SHAW & WOOLIVER.

THE NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
—APPLY TO—

THE MILLS, Campbellford, Ont.

B. GREENING WIRE CO., LTD.

MANUFACTURERS OF

Painted Screen Cloth,
Clothes Line Wires,
Perforated Sheet Metals,
Wire Cloth, all kinds,
Wire Rope, all kinds,
Metallic Lathing.

Wholesale agents for Ontario Wire Fencing Co. Send for Catalogue mentioning your requirements.

Hamilton, Canada.

CAUTION.

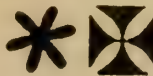
Joseph Rodgers & Sons,
(LIMITED.)

Find it necessary to caution the public
against imitations of their manufactures.

None are genuine unless bearing the

MARK.

TRADE



GRANTED

1764.



I.C. Fell & Co
STEEL STAMPS SEALS & STEEL DIES

STENCILS, NAME, PLATES,
RUBBER STAMPS, TRADE MARKS.

13 VICTORIA ST., TORONTO.



BINDER TWINE.
BINDER TWINE.
BINDER TWINE.

Car Lots and less than Car Lots.

HOBBS HARDWARE CO.,
LONDON, - ONT.

ASK FOR QUOTATIONS.

THE DOMINION WIRE ROPE COMPANY,
MANUFACTURERS OF



(Works at Lachine).

FOR HOISTING, MINING, TRANSMISSION
OF POWER, TOWING, SHIPS' RIGGING,
GUYS, ETC., ALSO LANG'S PATENT WIRE
ROPE FOR TRANSMISSION AND
COLLIERY PURPOSES.

Signal Strand Clothes Lines & Seizing Wire.
JAMES COOPER, Agent,
MONTREAL.

Engineers' Safeguard.





ABOUT BATH-ROOMS.

Time has been within this generation when the bath-room was the least considered room in the house, if, indeed, such a room was not believed to be entirely superfluous. Time has been also, though in a somewhat distant past, when the bath-room was the most sumptuous and elegant apartment in the house. The old Pompeiians and fellows of that time and whose taste used to make bath-rooms and bath-houses and bathing establishments, that, uncovered to-day, still reveal the marvellous beauty and luxury of their original appointments. Just at present the matter of bath-rooms occupies a medium position, with a tendency toward the Pompeiian. The bath-room has not yet become the chief or the finest room in any of the beautiful modern houses that architects are designing and millionaires are building in and around this city, but very much money and a deal of artistic skill and scientific wisdom is being lavished upon these apartments in all modern houses, even in those that are built for renting.

In the first place, says the Sun, bath-rooms are now built from twice to four times as large as they used to be. Formerly any little closet room would do the bath-tub. It wasn't even considered necessary to have it large enough to take a tub that would hold a person at full length. Its finishing was plain and its furnishing next to nothing. Now, the bath-room must be a room anywhere from six by ten for a small and narrow house to twelve or fifteen feet square for a fine house, and even larger for many of the mansions now being erected.

The walls are of tiling usually, though hard wood and plaster are sometimes used, and the floors are of tile or marble. Stained glass is used in the windows wherever possible, and in many cases the ceiling is arranged to open clear to the roof, and there is an ornamental glass roof.

The fittings of a well-furnished bath-room now include, besides the regular tub, a sitz bath-tub, with spray and wave bath attachments, and basins, closets and other apparatus to suit the taste or convenience of the owner and the amount of room at command. Copper is the cheapest material that is thought of for a fine bath-tub, and frequently hundreds of dollars are expended upon the fabrication of a tub especially to suit the taste of a man or woman with unusually luxurious ideas. Mrs. Langtry, for instance, has a tub of silver. It was made originally for an Indian rajah, and came into Mrs. Langtry's hands after passing through those of numerous people who couldn't imagine that such a magnificent thing could be used.

It is in this that Mrs. Langtry takes the famous daily cold water baths, over reading about which all other women shiver sympathetically and say "Oh my!"

Plain copper tubs are often covered with enamel inside, and this may be of various colors, such as may best suit the complexion of the person using them. The use of taste in such a matter as this is more frequent among the women of to-day than would be suspected, dealers in bath-room apparatus say. The fact should go far toward settling the question as to whether women like to be beautiful for themselves alone or for others.

A great many bath-tubs nowadays are made to stand on little short legs instead of being cased in clear to the floor. Raising them up in this way gives a chance for the air to circulate all around them, and leaves no opportunity for leaks or water splashed over the sides to keep the floor or woodwork damp and unhealthy. Such tubs are made of brass, bronze and other metals and are lavishly decorated.

A woman wrote recently to an English paper protesting against the custom of setting bath-tubs up above the floor instead of sinking them into it with the top on a level with the floor. She said the present style of tub was difficult and dangerous to get in and out of. The communication made some comment among the architects and others in the business but the woman's ideas failed to find any expert defenders. The general opinion was that a tub with a top even with the floor would be a deal more dangerous, if not more difficult to enter or leave, at least so long as tubs were of their present dimensions and were not swimming tanks like those of the ancients.

In the matter of health there has within a few years been a great improvement in the construction of bath-tubs and other apparatus for the bath-room. This has, however, been merely keeping pace with the improvement in the sanitary conditions of the plumbing and similar work all over the house.

The cost of a really fine bath-room varies from a couple of hundred dollars, or even less where the walls and floors need no fixing, to as many thousands as one chooses to pay. The merely useful with incidental ornamental features cannot well go beyond \$500, but when art steps into the limit the game is wiped out, and one can play as high as his pocket-book will go. Many of the most beautiful works of art, both in fresco and oil paintings, in this city, are in bath-rooms, and costly statuary in bronze and marble is frequently added to the attractions of the place. Of course art in such places runs much toward the nude and semi-nude. If anybody ever succeeds in making up a loan collection of bath-room art contributed by connoisseurs, there will be a sensation in art circles and Anthony Comstock's office.

The business of furnishing bath-rooms has become so important of late years that some

firms devote their whole attention to it, and have large capital invested in it. They issue regular catalogues of their apparatus, and furnish customers with illustrated suggestions as to the different styles in which a bath-room may be finished off. When a customer makes a selection from the suggestions, or gets an architect to get up original designs for the purpose, the firm takes the job of carrying out the plans, and besides furnishing the apparatus and materials has expert workmen to set them up and to do the decorating and finishing of the room.

One final word to persons about to invest in a modern bath-room: Don't fail to save enough money to buy a handsome rug for it. Water won't hurt a fine rug, and it can easily be dried out in a few minutes if it is splashed, while for decorative and comforting effect in a bath-room there is nothing like it. A fine rug is as good as five degrees more heat in a bath-room, just from the warm, rich and comfortable look it gives the place.—The Plumbers' Trade Journal.

RESOLUTIONS OF DRY-GOODS MEN.

The dry-goods section of the board of trade met on Monday afternoon. There has been so much complaint for a long time past that retail merchants do not carry enough insurance on their stock that the dry-goods section has deemed it necessary to take action in the matter. When a retail dry goods merchant is burned out and his stock is not insured at all, or insufficiently insured, the wholesaler is bound to suffer, as in such case the goods are seldom or never paid for. To partially remedy this evil the members of the section passed a resolution to the effect that they would refuse to grant settlements to any firm that neglected to insure its stock to at least 60 per cent. of its value.

A resolution was also passed recommending a conference with the various trade centres on the question of shortening credits.

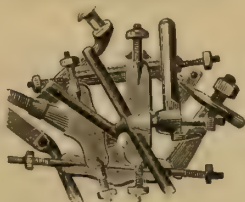
A committee was to have reported to the section on the question of the best means of disposing of bankrupt stocks, but as the chairman of the committee is at present absent in England the presentation of the report was deferred till another time.

In regard to the returning of goods by the retail trade to wholesale houses there was satisfaction expressed that the circular sent to retail merchants had been in a marked degree effective. The members present reported that a great deal more consideration was being shown on the part of retailers and that the goods returned had measurably decreased.

There were incidentally brought before the notice of the meeting certain articles in a Toronto newspaper and a couple of Montreal trade journals. It appears that the Toronto contemporary published an article relative to the dry goods trade of Toronto severely reflecting upon the Montreal dry goods merchants' methods of doing business. The statements were at once taken up, and bitterly commented upon by the Montreal journals in question. Every member of the section, while not endorsing the statements of the Toronto paper, at once deprecated the spirit with which the controversy had been carried on by both sides, as being calculated to create ill-feeling between the merchants of both cities, and as being detrimental to those amicable relations that should exist between them.

TORONTO DROP FORCE CO.,
68 ESPLANADE ST.

TRADE



MARK.

Manufacturers of
CARRIAGE HARDWARE AND
WROUGHT IRON FENCES, Etc.
Drop Forging of every Description.
Prices furnished on application. All work
guaranteed.

JAMES MORRISON,

MANUFACTURER AND WHOLESALE DEALER IN

ENGINEERS AND PLUMBERS' BRASS WORK.

Iron and Brass Valves, Inspirators, Injectors, Ejectors, Revolution Counters,
Engineers' Clocks, Steam and Hydraulic Gauges, Wrought Iron Pipe and
Fittings, Soil Pipe and Fittings, Lead Pipe, Sheet Lead, etc.

Also keep always in stock full lines of

Sanitary Earthenware, Water Closets, Wash Basins, Etc.

MORRISON BRASS WORKS, ADELAIDE ST. WEST, TORONTO.

REFRIGERATORS.

Hardwood, Lined Galvanized Iron, Patent Locks, Economical,
Reliable, Cheap.



MILK

DELIVERY

CREAMERY

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TRIMMINGS
AND

CANS MADE UP.

OIL, GAS, VAPOR,

STOVES.

Ice Cream Freezers,
Heavy Dairy Pails.

Galvanized Iron Eave Trough 8 feet lengths. We make and supply everything used by Stove and Tinware Dealers.
WRITE OUR NEAREST HOUSE.

The McClary Manufacturing Co'y

LONDON, TORONTO, MONTREAL, WINNIPEG.

Toronto Plate Glass Importing Co.

Highest Award, Toronto, '87



GLASS IMPORTERS,

Bevellers and Mirror Manufacturers.

Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

For Mirrors and other Glasses

TELEPHONE 1599.
CABLE ADDRESS, "PLATE."

55 Victoria Street, - - - Toronto, Ont.



Why are Shepard's "Lightning" Freezers the Best in the Market?

They are the only Freezers that have the FAMOUS WHEEL DASHER.

THEY THEREFORE FREEZE THE QUICKEST. There is less friction than in other freezers.

THEY THEREFORE ARE THE EASIEST TO OPERATE.

The Wheel Dasher, as it turns, forms a vacuum in the freezing cream from top to bottom of the can, which fills with air and the latter is beaten in the cream, not only making the ice cream extra light and palatable, but greatly increasing quantity in the can.

THEY THEREFORE MAKE THE BEST ICE CREAM, AND MORE OF IT, FROM A GIVEN QUANTITY OF CREAM.

RESULT: Shepard's "Lightning" Freezers FREEZE THE QUICKEST, EASIEST, and make NOT ONLY THE BEST, BUT THE MOST ICE CREAM from given quantity of cream.

MORAL: "Ask for the "Lightning" and take no other.

THOS. DAVIDSON & CO., MONTREAL.

MARKETS

TORONTO, April 17, 1890.

Trade at the present moment appears active, as orders are numerous although it cannot be said that they are large. But still the frequency of orders makes up for their lack of bulk. Merchants are busy filling orders taken early in the season, and this, perhaps, makes warehouses considerably livelier than the present state of business would warrant. In some cases there is a disposition on the part of buyers to divide up their purchases, that is to decrease orders for immediate shipment, sending balances forward later.

IRON, ETC.

In heavy goods it must be admitted that prices, to some extent, favor buyers, although for prompt shipments the figures are well maintained, as stocks are light, and there is no indication of their being fully replenished for two or three weeks at the least, and possibly longer, as dock labor and other strikes have had a marked effect in keeping back shipments from England. The condition of the iron trade is summed up in an extract which we give from a private communication from England, received by last mail as follows:—

"There seems to have been almost a stagnation of trade here lately in iron. Pig has been persistently forced down, and manufactured iron has had to follow to a certain extent, but makers say that they cannot possibly reduce further because of the price of labor and coal. It would pay infinitely better to close works than to continue. In fact quite a number of bars, sheet and hoop mills are now shutting down, and a large number of hematite iron furnaces are being blown out owing to the realizing price being below the cost of production. The strongest tinplate works are also shutting down so that a reduction of the output may tend to make things firmer. The cost of fuel and labor is not possible to be pulled down during the next six months."

Recent cable quotations confirm the above, but any reductions that are being made are simply for future delivery. Cable reports quote Scotch warrants down to 45s. 11d., which price the most sanguine "bears" of the market would not have predicted at the commencement of the year. This is only about 1s. 6d. higher than for the corresponding period of last year. Manufacturers of pig, however, have not receded in proportion.

Speaking of the iron situation, the London Statist says:—

"It seems doubtful, however, that the trade is really in such a bad condition as is represented in some quarters. As previously pointed out, there are some very favorable points in connection with the statistical position, which, if maintained, as seems likely to be the case, must tell on prices before long. Again, last week upwards of 10,000 tons of iron was withdrawn from Connal's stores, reducing the quantity held there to 826,000 tons, comparing with 1,032,000 tons at the same time last year; i. e., a reduction of no less than 206,000 tons in twelve months. The quantity now held is the smallest since 1886. Shipments continue to show signs of expansion, and are now on a par with those of last year. The manufactured iron and steel makers have been booking rather more freely

of late, concessions in price having brought out buyers. What manufacturers complain of most is not the scarcity of orders, but the difficulty of obtaining specifications against old high-priced contracts. Some of these, no doubt, were entered into by the buyers as speculations, and in such cases it is not unusual for them to get partly fulfilled contracts annulled for a consideration; but this course is not satisfactory to makers who want work for their mills. At Middlesbrough the continued great reduction in public stores shows that these are the main sources of supply at the present time. They now contain less than 150,000 tons. There is not much change to report in the manufactured iron and steel trades. Both export merchants and consumers have been purchasing on the "hand to mouth" principle since the decline in values set in, and seem in most cases to be of opinion that prices will go lower yet. The engineering yards are well employed, and, as is usual at this time of the year, inquiries for structural work are coming forward more freely. In Staffordshire makers are mostly busy, and except as regards sheets, both black and galvanized, prices on the whole have not given way much."

TIN PLATES.

Charcoals and outsizes of stamping plates are unaltered, but some of the makers have over manufactured themselves in 14 x 20 cokes, and some concession is being made on this size. Abroad in the tin plate market no new features have developed, and the majority of buyers have held their orders back pending the results of the next quarterly meeting. The stock at shipping points amounts now to 538,000 boxes, against 357,000 boxes at the corresponding period last year. Only 17,000 tons were exported to the States last month, against 31,000 tons during March, 1889.

TIN.

Ingot tin still remains unaltered. The demand is, however, light, although there is but little doubt but that holders would grant concessions were they asked. The market is not strong. In London prices show but little fluctuation, and speculation continues inactive. There is a fair business for consumption.

LEAD.

While remaining unaltered the price for pig lead is comparatively low, in fact, lower by 5s. per ton than it was the corresponding day last year. The cable reports a moderate business doing, with soft Spanish quoted at £12 10s.

ZINC.

Zinc, spelter and sheets are manifestly easier, but as this is more or less of a monopoly any market reduction is not looked for. We reduce the price of spelter by a ¼c. per lb., making foreign 5½ to 6c., and domestic 5 to 5¼c. per lb.

COPPER.

The copper market remains exceptionally steady, in fact the price for futures is a shade higher than for spot deliveries. There is no Lake Superior copper on the market at the present time. From London the report comes that merchant warrants are nearly all absorbed by consumers. The quantity of Chili bars available lately has been limited, and consumers are buying all that they can get hold of. There is a noticeable decrease in the arrivals of American copper. Large quantities of ingots and bars have recently been shipped to France and Germany.

ANTIMONY.

There is a decline this week of 1c. per lb. in the price of antimony, this in sympathy

with the weakness in the English markets. Holders of Cooksons, however, in New York, are still getting a comparatively high price for it.

STEEL RAILS.

The cable says:—Inquiries more numerous and the market looking steadier. Heavy sections quoted at £5 10s. and light sections £6@£6 15s. f.o.b. at N. W. England shipping point.

SCRAP METALS.

Business is very quiet and not much is coming in. Cast scrap is most plentiful, but there is not much demand for it. Wrought scrap is in good request and is coming in slowly. There are no further changes in prices. Dealers' paying prices are as follows: No. 1 heavy cast scrap, 70c. per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap, 90c.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new scrap copper, 10c.; heavy scrap copper, 10½c.; old copper bottoms, 8½c.; light scrap brass, 5½c.; heavy yellow scrap brass, 7½c.; heavy red scrap brass, 9c.; scrap lead, 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2½ to 2¾c.; country mixed rags, \$1 to \$1.20 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PAINTS AND COLORS.

Prepared paints are moving quite freely, and travellers in the country are pretty well satisfied with the orders they are taking. The demand for liquid paints is steadily on the increase, and this year's business will in all probability show a greater volume than last year. Turpentine has again taken a decided drop this week, the decline ranging between 2 and 3c. per gallon. It is now quoted at 61 to 63c., and all that is wanted is readily obtainable at these prices. There is a fair demand, but stocks are heavy. Mail advices from the south state that the market there had experienced a decline, in sympathy with other markets, but that an increased demand had caused a reaction, the market closing firm. Receipts in the south have been light, and stocks being low materially helps to maintain prices. Linseed oil is still almost impossible to obtain, and prices are very firm. While 68c. remain the figures for raw and 71c. for boiled, a lot of boiled is reported placed at 75c. Merchants have in some instances ordered their travellers to refuse to sell any more oil. In a couple of weeks more, however, the oil will begin to come in more freely and prices may then decline. Castor oil is in better demand and firmly held at 12¼c. per lb. Stocks here are very short, but spring receipts will probably reduce this price. Merchants are pretty well supplied with Paris Green, and are not ordering at present. American manufacturers have advanced prices 1-2c. per lb., but as practically no business is doing the advance has not affected this market. Whitelead has dropped 5s. in England. As all import orders have been placed there, however, the decline has had no effect. Prices in this market are unchanged.

HIDES, ETC.

HIDES—Cured bring 4¾c., with no strengthening of that price. No. 1 green are 4c. No. 2 are 3c., and No. 3 are 2c.

SKINS—Sheep are \$1.25 to \$1.60, No. 1 calf is 6c., No. 2 is 5c.

TALLOW—Rough is 1¼ to 2c. Rendered is 5 to 5¼c.

WOOL—Good fleece wool is only occasionally offered. It brings 27c. Pulled brings 30c. for extra-super, 25 to 26 for super, and 24c., for lowest.

NORTHEY & CO., - TORONTO, ONT.

MANUFACTURERS OF
SINGLE AND DUPLEX

Steam and Water-Power Pumps

FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP

CONDENSERS

FOR ATTACHING TO

High Pressure Steam Engines,

MARINE AND STATIONERY.

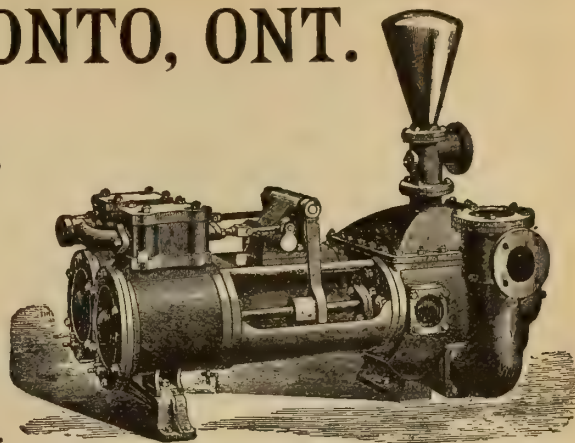
GREAT ECONOMY

—IN—

FUEL AND POWER

GUARANTEED.

Prices and particulars on application.



OFFICE AND WORKS: Corner Front and Parliament Sts.

NEW YORK MARKETS.

NEW YORK, April 17, 1890.

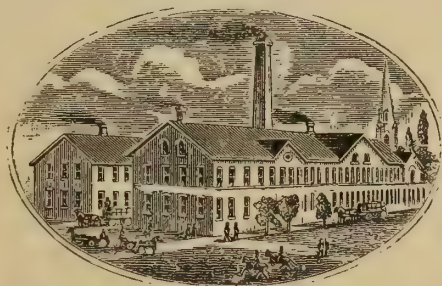
Local representatives of the chief Southern pig iron producers state that their principals have sold all the iron they care to at panic prices, and assert that there is a general toning up in the lately demoralized South. Reports from Pittsburg are to the effect that matters are looking somewhat better there also, and the intimation is thrown out that manufacturers will be working for better prices ere long, now that speculative operators in and around the Smoky City have thrown over the bulk of their late holdings. Evidence is wanting that affairs are in good shape for any radical or sudden change in the general situation, but the brighter nature of news from the centres of late extreme depression have a reassuring influence in this locality, and the impression is spreading that any change in the immediate future will be for the better. The European markets, however, seem to have gone from bad to worse, in the speculative department at all events, and prices for warrants are down nearly to where they were prior to the 1889-1890 inflation. This is attributed to liquidation and the restraint upon legitimate business, due to late artificially enhanced values for nearly all crude materials and finished productions. Tuesday's cables had Scotch warrants down to 45s. 8d. Middlesbrough to 46s. and hematites to 54s.

For the past few days no important transactions in American foundry pig were reported in this market. Expectant buyers of good Southern brands at low figures seem to

be disappointed, as also those who have looked for a heavy decline in the popular Northern makes. Consumers are slow to recover from the effects of late Southern operations, but while making no extensive new purchases, they seem to be taking up and using nearly all the iron going forward on old contracts. Claims for allowances, as a matter of fact, are surprisingly few.

TIN.

In the London market there was a break in the price of pig tin Tuesday to £88 7s 6d spot and £89 2s 6d future, followed by a reaction of 7s 6d at the close. On this decline there has been quite active local speculation, with business done at 10c. decline, followed by a reaction of 15c. on the final dealings. The impression at the close was that liquidation and "bear" pressure in the London market are about over, for the present at least, but that idea was apparently based



Galt Rag and Metal Co., Dealers in Rags, Bones, Scrap Iron, Copper, Brass, Lead, Zinc, Scrap Rubbers, Paper Stock, &c. Highest Cash Prices Paid. Orders by mail will receive prompt attention. Galt, Ont.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

He who is steadily a source of profit to his employers in the selling of merchandise must be accounted a first class salesman.

FRANKEL BROS.

OFFICES AND YARD: }
116--130 GEORGE ST. } Toronto.

WHOLESALE DEALERS IN

SCRAP IRON, RAILS, METALS.

SPECIAL AGENTS FOR CANADA

FOR

Railway Supply and Manufacturing Co.,

CINCINNATI, OHIO.

MANUFACTURERS OF

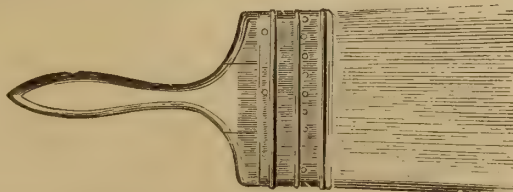
Cotton Waste.

BOECKH'S STANDARD BRUSHES
FOR SALE
BY ALL LEADING HOUSES.

THE LONDON BRUSH FACTORY,

61 and 65 Dundas Street,
MANUFACTURERS OF

EVERY KIND
OF
BRUSHES
HANDLED BY
HARDWARE
TRADE.



FULL STOCK
OF
CARPET
SWEEPERS.

Awarded Gold and Silver Medals, 1887 and 1888, Bronze A.D. 1889.

THOS. BRYAN, London, Ont.

Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont.

MARKETS—Continued

upon inward conviction rather than tangible facts. Sales on the Metal Exchange the past three days include 25 tons spot at 19.55@19.70, 10 tons April at 19.70, 135 tons May at 19.60, 75 tons June at 19.60@19.70, and 25 tons July at 19.60. The quotations on spot stock at the close were 19.70@19.75c for 5 and 10-ton lots, and 19.85c upward for jobbing quantities.

COPPER.

The copper market has undergone no change whatever. Inquiries at present are almost wholly for small lots, and the offerings are reserved, with holders very stiff on prices. Bids of 14¼c. for Lake were made in a number of instances and refused. Holders stand out firmly for 14 1-2c. Other descriptions are quoted at 12¾ to 13¼c., according to brand, without movement of importance. London quotations Tuesday for merchant bars were £48 to £48 2s. 6d. spot, and £48 5s. to £48 10s. future.

SPELTER AND LEAD.

In lead and spelter there has been no change whatever. The demand for both metals continues slow and prices stand practically the same as they were last week. The range quoted is 3.85@3.90c. for lead and 4.95@5.10c. for common to prime Western spelter.

TIN PLATE.

The tin plate market continues dull and weak on both sides of the Atlantic. Advices by cable state that ordinary cakes have been sold at as low as 13s. 9d. and business has been done in this market at some concessions on last week's lowest figures.

MONTREAL

MONTREAL MARKETS.

APRIL 17, 1890.

IRON AND HARDWARE.

Trade has been very quiet the past week, buyers still looking for a still further reduction in prices. In heavy goods there has been no sales of any account. Cable advices report a large amount of business passing in lead, with a firm market. Pig, which might be bought a week ago at £12 10s., is now firmly held in London at £12 15s. f.o.b., with buyers of all that comes on the market.

Makers of sheet lead and pipes are reported full of orders.

Pig iron continues easy with light stocks, and is quoted: Summerlee, \$25; Gartsherrie, \$25; Calder, \$25; Siemens, \$24 to \$25; Garbroe, \$23 to \$24; and Eglington, \$21.50. Manufactured iron continues without a change. Bar, hoops, etc., have receded in value and stopped sales. Tin plate has touched about as low as possible, last season's prices being about reached. I. C. charcoals are still at \$4.50, and cokes at \$4; Canada plates, \$3 to \$3.10. Ingot tin, 23c. for L. and F., and 22 1-2c. for Straits. Ingot copper, 15c.; sheet copper, 19c. Pig lead, 3¼c.; sheet lead, 4 1-2c. Zinc, 5¼ to 6c. Antimony, 20c.

NAILS.

The nail trade continues without change, except that there has been considerable cutting by jobbers, some orders being placed as low as \$2.65. Card rates of some remain the same. The demand for horseshoes quiet at

\$3.65 for round lots, and \$3.75 for smaller. Following are the card quotations:—

IRON CUT NAILS.

2 dy @ 60 dy, hot cut, per keg	....	2 75
10 dy @ 9 dy, " " "	....	3 00
8 dy @ 7 dy, " " "	....	3 25
6 dy @ 5 dy, Am. pat.	....	5 50
4 dy, " " "	....	4 25
3 dy fine hot cut, " " "	....	2 75
3 dy @ 5 dy, cold cut, Am. pat.	....	3 25
4 dy, cold cut, " " "	....	3 75
3 dy, hot cut, nails " " "	....	5 95

	Steel Cut Nails	Wire Nails
10 dy @ 60 dy, per keg	.....\$2 85	\$3 75
9 dy " " "	.....3 10	4 10
8 dy " " "	.....3 10	4 45
7 dy " " "	.....3 35	4 80
6 dy " " "	.....3 35	5 15
5 dy " " "	.....3 60	5 15
4 dy " " "	.....3 60	5 45
3 dy " " "	.....4 35	6 50
3 dy fine " " "	.....5 85	8 20

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....\$4 75
4 dy @ 5 dy, per keg	.....4 00
6 dy @ 7 dy, " "	.....3 75
8 dy @ 9 dy, " "	.....3 50
10 dy @ 30 dy, " "	.....3 25
Cut spikes, " "	.....3 90

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	.....\$5 15
1 " " "	.....4 75
1 ½ " " "	.....4 45

Finishing nails 75c. per keg over same size hot cut, viz., from \$6.60 for inch to \$2.65 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.60 for 1-inch to \$3.40 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$7.10 for 1-inch to \$3.90 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand 50 per cent. discount, for small lots. P. B. & Co. brand 50 per cent. of list for small lots. Large lots 50 and 10 four months, with 5 per cent off for cash in 30 days.

CHEMICALS.

There has been no material change in chemicals the past week, prices continuing strong and firm, with no immediate prospect of a reduction. Bleaching powder has ruled firm at \$2.25 to \$2.50 per 100 lbs. Other principal lines are, Caustic soda 3c. per lb. Sal soda 90c. per 100 lbs. Bicarb soda \$2.15 per keg. Soda ash \$1.65 per 100 lbs. for 58½ per cent. Alum \$1.30 per 100 lbs. Borax 7¼c. per lb. Copperas 72¼c. per 100 lbs. These quotations are to arrive and represent round lots.

CEMENT AND FIRE BRICKS.

The position of this article since last report has undergone no change. Foreign advices state that the market remains firm, and for some of the favorite brands even the higher prices have been asked and paid, but some good brands not so widely known are now seeking buyers at a concession for export, which no doubt indicates that the general confidence in abundance of profitable business at home was not entirely gratified.

PAINTS AND OILS.

Business in the paint and oil trade is in a satisfactory condition. The past week's business shows considerable improvement and the brighter weather appears to have stimulated demand from all parts of the Dominion.

It is reported that the market here is bare of Dry White Lead, which must continue until the opening of navigation and prices

are consequently firm. Pure lead of the best grades is held for \$6.25 to \$6.50, with No. 1 and other grades at former quotations.

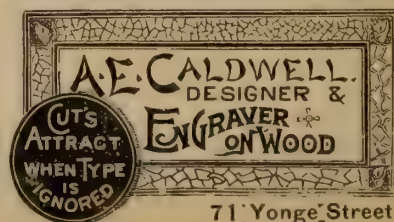
Linseed oil is in good demand and every available barrel will be required to cover the demand till direct steamers arrive. Price in quantity, raw 66c.; boiled 69c. Turpentine after a drop for a few days has again improved and our quotation of 65 to 66c. may be repeated.

MONTREAL NOTES.

The spring issue of the English "Iron-monger" is to hand, resplendent in a "coat of many colors," and full of interesting and valuable information.

Messrs. Duncan McIntyre, R. B. Angus, H. S. Macdougall, L. J. Forget and Mr. Lowmsberry, the wealthy stockbroker of New York, returned on Saturday evening from a visit to the new nickel and copper mines at Sudbury, of which Mr. McIntyre is president, and Mr. Geo. Attwood, the celebrated mineralogist, of London, Eng., is vice-president. The party proceeded to Boston, where it is understood arrangements will be made for greatly developing the mines which are now giving satisfactory returns. The country around there was found to be prosperous and developing rapidly.

"The plate glass industry is not affected by the shortage in soda ash," remarked Treasurer Barnes, of the Crystal Plate Glass Company, St. Louis, and Crystal City, Mo., to Stoves and Hardware Reporter. "In fact, soda ash is most extensively used in the flint and bottle glass industries, and how much, if any, they have been hampered by the scarcity I do not know. The window glass people also use it, as well as soda sulphate. As I understand it, the shortage is in the foreign supply, which is cut off by strikes in England; but it will appear that these troubles are in process of adjustment, and it will not be long until there is a plentiful supply of soda ash again. There is hopeful prospect, also, that the development of soda ash manufacture in this country will soon reach such magnitude as to render us independent of the foreign market. The factory at Syracuse, N. Y., is a success; there is talk of another at Jeannette, Pa.; and doubtless the American output will soon equal the demands of the home market." Window glass jobbers and hardware dealers, who also handle the product, understand that there has been no cessation of manufacture nor likelihood of it, on account of the failure of the foreign supply. Soda sulphate can be substituted, and has been. Besides, the larger window glass manufacturers keep a considerable stock of soda ash on hand, so that a temporary shortage in foreign supplies would not affect them. Some, too, are arranging to make their own ash in future. —Stoves and Hardware Reporter.



71 Yonge Street.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

Eastlake Metallic Shingles

SHEET STEEL

Pressed Brick

AND

Elevator Fire-Proof Siding Plates.

Our Shingles and Siding Plates are the heaviest and cheapest manufactured.

Price List and Catalogue on application.

The Metallic Roofing Co. of Canada

(Limited.)

Rear 84, 86, 88 and 90 Yonge Street,
TORONTO.

HENRY S. THORNBERRY & CO.,

Dealers in Electric Light and Electric Supplies, Bells, Batteries, Wire, Annunciators, etc. Contractors for ELECTRIC LIGHTING AND ELECTRIC WORK.

39 King St. West, TORONTO, ONT.

Clarke's Common Sense Sliding-Door Hanger

Slides back and forth with a more Graceful and Easy Motion and with less noise than any other Hanger.

With this hanger there is :

No Side-draft.
No Kicking.
No Flanges on the wheels.

No Jumping the Track.

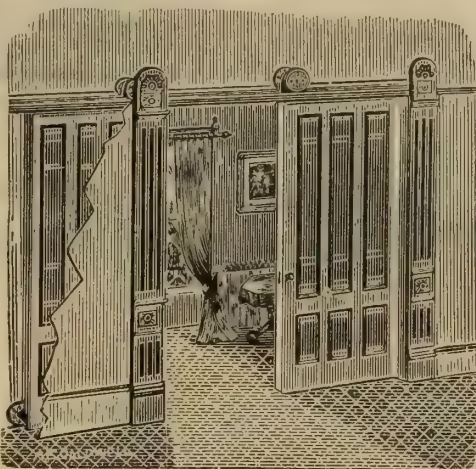
No Inaccessible Tracks in the Pockets.

No Tearing Down of Lath and Plaster.

No Dead Weight of heavy doors constantly hanging to the track.

No Tracks to be put in until ready to hang the doors.

No False Pockets in the Tracks for either



Single or Double Doors.

Doors equipped with this Hanger are suspended at the upper front corner and supported or rest upon a single roller secured to the lower inside corner, perfectly balanced, moving easily.

Common Sense Hangers can be applied to doors that have been hung without removing the plastering, woodwork, or any of the sheathing of the pockets, or creating any muss whatever.

MANUFACTURED BY

THE PETERBOROUGH LOCK MANUFACTURING COMPANY,
PETERBOROUGH, ONT.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH

CONTINENTAL

HARDWARE

AMERICAN

CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

SPRING SPECIALTIES.

Tin Plates.
Tinned Sheet Iron.
Milk Can Fixtures.
Galvanized Sheet Iron.
Iron Pipe and Fittings.
Iron Wire, bright & annealed.
Iron Wire, Tinned and Galvanized.
Iron and Steel Wire Coppered.
Barbed Fence Wire.
Brass and Copper Wire.
Ingot Tin and Copper.
Half-and-Half Solder

Sheet and Bar Copper.
Lead Pipe and Sheet Brass.
Bar and Pig Lead.
Sheet and Block Zinc.
Spades and Shovels.
Harvest Tools.
Garden Sets and Tools.
Garden Shears.
Lawn Mowers.
Sisal and Manilla Ropes.
Hemp, Soapstone and Asbestos Packing.
Window Glass.

Painted Wire Cloth.
Ice Cream Freezers.
Ice Tongs.
Clothes Wringers and Mangles
Brass Kettles.
Enamelled Kettles.
Enamelled and Tin Saucepans
Agate Ironware.
Granite Ironware.
Pressed Tin and Copper Ware
Japanned Tinware.
Bird Cages.
Wire Dish Covers.

Fly Traps.
Electro-Plated Ware.
Cutlery.
Sponges and Chamois Skins.
Lamps and Lamp Goods.
Gas Fixtures.
Cornice Pole Trimmings.
Kearney & Foote's Files.
Mathieson's Planes.
School-House Bells.
Building Paper & Carpet Felt.
Glues, etc., etc.
Guns, Ammunition, etc.

Builders' Hardware, House Furnishing Goods, Tinsmiths' Supplies, Plumbers' Supplies, Steamfitters' Supplies, Brush and Broom Makers' Supplies.

OWING TO CHANGE IN TARIFF ALL TOOLS HAVE ADVANCED FIVE PER CENT. OVER FORMER PRICES.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



The above Brand of Lead

Requires no Association Guarantee.

It is the STANDARD of the Dominion for

Purity, Fineness and Whiteness.

WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

Williamson
and Lambe

STORAGE.

54 & 56
Wellington St. E.,
TORONTO.

DESKS

OFFICE, LIBRARY,
CHURCH AND SCHOOL
FURNITURE.

JOHN M. BLACKBURN & CO.,
41 Colborne St. Toronto

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb... 24, 25c
Straits 100 lb ingots... " 24, 25
Strip... " 26, 27

Tin Plates—Charcoal Plates, Bright.

Bradley Grade—
I.C., usual sizes... Per box. \$6 25 \$6 50
I.X., " 7 50 7 75
I.X.X., " 8 75 9 00
Raven & P.D. Grades—
I.C., usual sizes 5 00 5 25
I.X., " 6 00 6 25
I.X.X., " 7 00 7 25
L.XXX., " 8 00 8 25
D.C., 12½ x 17 4 75
D.X., usual sizes 5 75
D.X.X., " 6 50 6 65

Note.—Other brands in round lots might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—
I.C., usual sizes 4 50 4 55
I.C., special sizes 4 65 4 75
B.V. Grade, I.C., usual sizes 4 50 4 65

Note.—Round lots of 14x20 could be purchased of 25c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—
I.C. 20 x 28, 112 sheets.. 8 50 8 75

Charcoal Tin Boiler Plates.

Cookley Grade—
I.X.X., 14x56, 50 sheet bxs } Per lb. 6½c, 7c
" 14x60, " }
" 14x65, " }

Iron and Steel.

Common Iron, per 100 lb... 2 40 \$2 50
Refined " " 2 75 2 90
Horse Shoe " " 2 75 2 90
Band " " 3 20
Hoop " " 3 20
Swedish " " 4 00 4 50
Nova Scotia Bar Iron... 2 75
Sleigh Shoe Steel... 2 75
Machinery, Tire Steel... 3 25
Best Cast Steel, per lb... 0 13 0 14
Russian Sheet " " 0 11 0 12
Tank Plates... 2 25 2 50
Boiler Rivets... 4 75 5 00

Boiler Tubes.

2-inch... 13c
3-inch... 18½
Boiler Plate, ½ inch... \$3 50
" 5-16 " 3 35
" ¾ " 3 25
Sheet Iron, 1 to 20 gauge... 3 50
" 22 to 24 " 3 75
" 24 to 26 " 4 00
Canada Plates, Blaine... 3 25
" " Boars Head... 3 50
" " Maple Leaf... 3 25
All Bright... 3 50
Galvanized Iron, Queen's Head—
16 to 24 gauge, per lb... 5½, 6c
26 gauge, " 6, 6½
28 " 6½, 6¾
Galvanized Iron, Gordon Crown—
16 to 24 gauge, per lb... 5½, 6
26 gauge, " 6, 6½
28 " 6½, 6¾

Note.—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, ½ inch, per lb... 4½c
" 7-16 inch " 5½
Trace, per doz. pairs... \$3 60 5 90
German coil, per 100 ft... 1 65 2 70
Jack chain, iron, single, per doz yards 0 13 0 50
Jack chain, double, per doz yards 0 15
Jack chain, brass, single, per doz yards 0 20 1 10

Copper—Ingot.

Lake Superior, per lb... 0 00 0 00
Baltimore " 0 15 0 16
English B.S. " 0 15 0 16

Bolt or Bar.

Cut lengths, round, ½ to 1 in. \$0 28 \$0 31
" round & square
1 to 2 in... 0 26 0 28
Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60... \$0 19 0 20
Untinned, 14 oz, and light, 16 oz, irregular sizes... 0 20 0 21
Note.—Extra for tinning, 2½ cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x48 and 14x60... 0 30 0 32

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb... 0 20 0 24
" 35 to 45 " " 0 19 0 20
" 50 lb and above per lb 0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned, per ss... 0 26
Spun " 0 30

Wire.

Pure, in coils—
From 1 to 20 gauge... 0 25 0 27
From 20 gauge, up... 0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge... 0 21 0 25
" 27 to 30 " 0 23 0 29
" 30 and up... 0 26 0 29
Sheets, hand-rolled 2x4 ft... 0 23 0 25

Zinc Spelter.

Foreign, per lb... 0 05½ 0 06
Domestic " 0 05 0 05½

Zinc Sheet.

5 cwt casks... 0 06½ 0 06½
Part casks... 0 06½ 0 07

Lead.

Imported Pig, per lb... 0 04 0 04½
Domestic " 0 04 0 04½
Bar, 1 pound... 0 05 0 05½
Sheets, 2½ lbs, per square ft, by roll 5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll 4 75 5 00
Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 27½ p.c. discount.
Note.—Cut lengths, net price; ton lots 27½ and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb 0 20 0 22
Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb... \$0 20 \$0 21
Other makes " 0 19 0 20

Pure White Lead, ground in oil.

Associat'n guarantee, per lb... 5½ 6
No. 1 Do... " 0 5½
No. 2 Do... " 0 4½
No. 3 Do... " 0 4½

Prepared Paints.

(In ½, 1 and 1 gallon tins.)
Pure, per gallon... \$1 10
2nd qualities " 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)
Venetian Red, per lb... 0 05
Chrome Yellow " 0 09
Golden Ochre " 0 06
French " 0 05
Marine Black " 0 09
" Green " 0 09
Chrome " 0 08
French Imperial Green " 0 14

Colors, Dry.

Yellow Ochre (J.C.) in bbls, per lb 0 01½
" (J.F.L.S.) " 0 01½
Venetian Red (R.C.2) " 0 01½
" (1343) " 0 02
English Oxides " 0 03½
American " 0 02½
Paris Green, per lb 0 16
Burnt Sienna " 0 08½
Burnt Umber " 0 06
Drop Black " 0 09
Chrome Yellows " 0 12
" Greens " 0 12
Golden Ochre " 0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal... 0 70
Brown Japan " 0 70
No. 1 Carriage " 1 50
Gold Size Japan " 1 40
Pure Orange Shellac " 2 20
Hard Oil Finish " 1 50

Linseed Oil (in bbls).

Raw, per gal... 0 68
Boiled " 0 71

Turpentine (in bbls).

Selected Packages, per gal... 0 61 0 63
Toronto Lead and Color Co.'s Paints.
Pure Pr'd Paints, ½, 1 gal tins, p.gal, 1 10
Elastic " " 0 90
Metallic paints, for barns, in bbls 0 75
Carriage " " qts, 60c; dts, 45c
" Top Dressing... 60c; " 45c

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	0 05½
" No. 2	0 04½
" No. 3	0 04½

A. G. Peuchen & Co.'s Prices.

Paint Oil, boiled	0 35
Peuchen's Pure English Paint in 1, ½ and ¼ gals. per gal	1 12½
Peuchen's Prepared Paint	1 00
2nd Quality Mixed Paint	0 75
Carriage Colors, quarts	0 55
Pure Lead, a guarantee	0 06½
Best White Lead	0 05½
No. 1 Lead	0 04½
No. 2 Lead	0 04
Yellow Ochre	0 01
Golden Ochre, French	0 02
Extra Golden	0 03
Paris Green, pure	0 18
One pound package, pure	0 20
Cockson's Venetian Red	1 50
Best Vermillion	0 15
2nd Quality Vermillion	0 10
3rd	0 07
No. 1 Furniture Varnish	0 65
Brown Japan	0 65
No. 1 Carriage	1 25
Elastic Oak	1 25
Orange Shellac	2 00
White Shellac	2 25

Acme Paints.

Neal's Carriage, discount 40 p. c.	0 02
English Oxide, by the barrel	0 01½
American Oxide	0 01½
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p. c.	0 02
Granite Floor, in tins, 90c, 47½c.	0 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	
" Wagon and Imperial, dis 40 p. c.	
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots.	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Fill-er, per 100 lbs	0 80
Liquid Fish Glue, per doz.	1 25
Acme Carriage Top Dress-ing, \$1 75 per doz	4 00 8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 per cent. Amer	
Rim Fire Cartridges, Dom. 50 and 10.	
Rim Fire Military, net list. Amer.	
Central Fire Pistol & Rifle, discount 15 p. c., Amer.	
Central Fire Cartridges, Dom. 30 & 10	
Central Fire, Military and Sporting.	
Amer. net list. B.B. Caps, discount 45 p. c. Amer.	

Wads.

Eley's, per 1,000	\$0 25 \$1 60
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Anvils.

Per lb.	0 10 0 12½
Anvil and Vice combined each.	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz.	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each.	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	0 65 1 59
Pegging, " "	0 65 1 25
Brad, " "	0 85 1 60
" handled	3 60 7 30
Saddlers', " "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, " "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	7 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Light Brass Nos. 3 to 10.	1 80 14 50
" Nos. 2 to 10.	1 00 9 00

Door.	
Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50
Cow.	
American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 p. c.	

Farm.

American, each	2 00 5 00
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House.

American, per lb.	0 35 0 40
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Bellows.

Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount 35, 40 per cent.	

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 per cent.	

Bench Stops.

Per doz	5 00 6 00
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Bits—Auger.

Gilmour's dis 55 to 60 p. c.	
Excelsior—Jennings, discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jennings' Gen, net list.	
Car.	
Gilmour's, 47½ to 50 per cent.	

Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell " "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb.	0 11 0 15
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Bolts.

Carriage, dis. 60 and 5 per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis. 40 to 45 p. c.	
Elevator, dis. 35 to 40 p. c.	
Machine, dis. 60 to 60 and 5 p. c.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 65.	
Vegetable, per doz	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	500 40 23
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Butts—Brass.

Wrought Brass dis. 60, 60 and 5 per cent.	
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Cast Iron.

Loose Pin, dis. 60 to 60 and 10 per cent.	
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Wrought Steel.

Fast Joint, dis. 60, 60 & 5pc.	
Loose Pins, " 60, 60 & 5pc.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.

Horse, per doz	0 70 0 95
----------------	-----------

Carpet Stretchers.

American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz	22 50
World	21 75
Daisy,	24 00
Star,	18 00

Crown Jewel, per doz	29 00
Grand Rapids,	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50pc.	
Plate " dis. 50pc.	

Cattle Leaders.

No 31 and 32, per gross	8 50 11 25
-------------------------	------------

Cement.

Portland, car load lots	3 2
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.

White, lump, per lb.	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz	0 85 4 00

Churns.

Amer., dis. 50 p. c. to 60 p. c.	
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Clamps.

Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clips.

Axle, dis. 65 p. c.	
---------------------	--

Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
No. 2	2 70

Compasses, Dividers, etc.

American, discount 65 p. c.	
-----------------------------	--

Cradles, Grain.

Canadian, discount 25 p. c.	
-----------------------------	--

Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English, " "	2 00 4 00

Draw Knives.

American, dis. 70.	
Canadian, dis 25 to 35 p. c.	

Drills and Drill Stock—Breast.

Millar Falls, per doz	16 00 51 50
P. S. & W., dis. 40 per cent	

Twist.

Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.

Dis. 17½ to 22½ p. c.	
-----------------------	--

Fawcets.

Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star,	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10	
Barton Smith, dis 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis., Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25pc.	
Horse Rasps, Kearney & Foote's dis Am list, 50 pc.	
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33½ p. c.	

Fluting Machines.

Each	0 60 2 00
------	-----------

Forks.

Hay, Manure, etc., dis. 40 per cent.	
--------------------------------------	--

Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis. 50, 50 & 10 p. c.	

Fruit Presses.

Henis' per doz	4 00
----------------	------

Enterprise, discount 10p. c.

Fry Pans.

Acme, discount 50 p. c.

Gauges—Marking, Mortise, etc.

Stanley's. dis. 50, 55 p. c.

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 40
-----------------------------	-----------

Glass.

4th quality Star. 1st break	1 65
" 2nd "	1 75
" 3rd "	3 90
" 4th "	4 20
" 5th "	4 50

Window Glass.

Pilkington's ordinary.	
1st break	\$4 06
2nd "	4 32
3rd "	5 08
4th "	5 51
5th "	5 94
6th "	6 60
7th "	7 32

Picture Glass.

Pilkington's ordinary.	
1st break	80
2nd "	5 25
3rd "	6 00
4th "	6 60
5th "	7 2
6th "	7 65
7th "	8 58

Glue.

American, per lb	0 09½ 0 10½
Canadian	0 09 0 10
French Medal	0 13½ 0 15
White	0 16 0 20

Glue Pots.

Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list, Can. discount 25 to 27½ p. c.	
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Tack.

Magnetic, per doz	1 10 1 50
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Sledge.

Canadian, per lb	0 12½ 0 15
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Ball Pen.

English and Can., per lb.	0 25 0 37½
---------------------------	------------

Handles.

Axe per doz	1 00 3 50
Store door "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 30 p. c.	
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Hoe.

C. & B., discount 30 p. c.	
----------------------------	--

Saw.</

Hooks—Cast Iron

Bird Cage, per doz	0 50	1 10
Clothes Line, " "	0 27	0 63
Harness, " "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1 13

Wrought Iron.

Wrought Hooks and Staples, Can.	dis. 17½, 20 p.c.
Wrought Hooks and Staples, Amer.	dis. 75 to 75 and 5 per cent.

Wire.

Hat and Coat, dis. 35, 40 p.c.	
Belt, per 1,000	0 60 2 70
Screw, bright, Eng., dis. 40, 5, 45 per cent.	

Horse Nails.

Canadian, dis. 50, 50 and 10.	
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Ice Picks.

Star, per doz	3 00 3 25
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Kettles.

Brass spun per lb	0 28 0 30
Copper, " "	0 40 0 45
Enamelled Can. 50 p.c.	
American, 50 and 10, 60 and 5 per cent	

Keys.

Lock, Can. dis. 50 p.c.	
Cabinet, Trunk, and Padlock, Am. per gross	1 60 4 75

Knobs.

Door, japanned, and N.P., Can. List	dis. 50 p.c.
Bronze, Berlin, per doz	2 75 3 25
Bronze, Gem, " "	6 00 9 00
Lava " "	8 75 10 00
Shutter, porcelain, F. & L. screw, per gross	\$1 30 4 00

Ladles.

Melting, per doz	1 70 4 50
------------------	-----------

Lemon Squeezers.

Porcelain lined, per doz	2 20 5 60
Galvanized, " "	1 87 3 85
King, wood, " "	2 75 2 90
" glass, " "	4 00 4 50
All glass, " "	1 20 1 30

Lines.

Fish, per gross	1 05 2 50
Chalk, " "	1 90 7 40

Locks—Door.

Canadian, dis. per cent	50
Russell & Erwin, per doz	2 90 7 50

Cabinet.

Eagle, dis. per cent	33½ 35
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Padlock.

English and Am. per doz	50 6 00
Scandinavian, " "	1 00 2 40
Eagle, dis. per cent	15 1 17½

Mallets.

Tinsmiths', per doz	1 25 1 50
Carpenters', hickory " "	1 25 3 75
Lignum Vite, " "	3 85 5 00
Caulking, each	1 60 2 00

Mattocks.

Canadian, per doz	8 50 10 00
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Meat Cutter.

Enterprise, dis. per cent	20 25
Dixon's, each	1 60 2 00
Woodruff's " "	1 10 1 70
Hale's, " "	1 05 1 50
Hume, " "	13 00 16 00

Mining Knives.

American, per doz	42 2 35
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Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent.	
---	--

Nails.

Cut, 3 inch and upwards	
per keg	2 90
55 per cent. Brads & Moulding Nails, discount 55.	
Wire Nails, 60.	

Nail Pullers.

German & American	1 85 3 50
-------------------	-----------

Nail Sets.

Square, round and octagon	per gross
Diamond	3 38 4 00
	12 00 15 00

Oil.

Canada Refined Oil	0 15
Carbon Safety " "	0 17½
Canada W.W. " "	0 20
American W.W. " "	0 25
Castor " "	0 11½ 0 12
S. R. Seal " per gal	0 63 0 65

Oilers.

McClure's Galvan. Iron Oil Can, with Pump, per doz	19 50
Zinc and Tin, dis. 50, 50 and 10.	
Copper, per doz	1 25 3 50
Brass, " "	1 50 3 50
Malleable, dis. 25 per ct.	
Pails.	
alvanized, per doz	2 00 3 50

Pencils.

Dixon's, per gross	1 00 4 25
" Carpenter	2 25 3 60

Picks.

per doz	6 00 9 00
---------	-----------

Picture Nails.

Porcelain Head, p. gross	1 65 3 00
Brass Head, " "	40 1 00

Planes.

Wood, bench, Canadian, or American	dis. 50.
Wood, fancy Canadian, or American	dis. 35, 37½ per cent.
Bailey's (Stan R. & L. Co.)	dis. 35, 37½ per cent.
Miscellaneous, dis. 15 per cent.	
Bailey's Victor, dis. 15 per cent.	

Plane Irons.

English, per doz	2 00 5 00
------------------	-----------

Pliers and Nippers.

Button's Genuine, per doz. prs.	dis. 37½, 40 p.c.
Button's Imitation, per doz.	7 40 10 25
German, per doz	60 2 60

Plumbs and Levels.

R. S. & L. Co., dis. 65 p.c.	
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Poppers.

Corn, square, per doz	1 35 2 00
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Pruning Shears.

Per doz	4 00 5 50
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Pulleys.

Hothouse, per doz	55 1 00
Axle, " "	22 33
Screw " "	27 1 00
Awning " "	35 2 50

Pumps.

Rumsey, Cistern & Pitcher Spout, 55, 60 per c.	
--	--

Punches.

Saddler's, per doz	1 00 1 85
Conductors' " "	9 00 15 00
Tinner's solid, per set	72
" hollow, per inch	1 00

Putty.

Bladder, per 100 lbs	2 00 2 25
Tins, lbs	2 50 2 75

Rail.

Barn Door, per foot	3 3½
Sliding Door, " "	3½ 3½

Rakes.

Cast Steel and Malleable, Canadian list dis. 40 per cent.	
---	--

Razors.

Boker's, per doz	7 50 11 00
Wade & Butcher's " "	3 60 10 00

Rivets and Burrs.

Copper Rivets, dis. 40 to 40 and 5 p.c.	
Iron " "	40 per cent.
Burrs, Iron, 30, 33½ per c.	

Rivet Sets.

Canadian, dis. 30, 35 per c.	
------------------------------	--

Rope.

Sisal, per lb	12 12½
Manilla, " No. 1	14½ 15
" " No. 2	13½ 14
Cotton, " "	22 25
Deep Sea, " "	15 16

Rules.

Boxwood, dis. 75 & 10 & 5 80 per cent.	
Ivory, dis. 40, 40 & 5 per cent.	

Sad Irons.

Mrs. Potts, per set	1 05
N. P. " "	1 35

Sand and Emery Paper.

B. & A. sand, dis. 25, 30 p.c.	
Emery, per quire	55 90

Sash Cord.

Per lb	22 50
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Sash Locks.

Triumph and Morris, dis. 37½, 40 per cent.	
--	--

Kempshell's dis. 40, 62½ per cent.

Canadian, dis. 45, 50 p.c.	
----------------------------	--

Sash Weights.

Sectional, per lb	2½ 3 00
-------------------	---------

Sausage Stuffers.

Each	1 00 3 00
------	-----------

Saws.

Hand, Disston's, dis. 10 to 12½ p.c.	
S. & D., dis. 35 per cent.	
Cross-Cut, Disston's, per ft. 35, 47.	
S. & D. dis. 25 per cent.	
Hack, complete, each	1 75 2 75
" frames only	75

Saw Sets.

Per doz	1 65 9 00
---------	-----------

Scales.

Canadian List, dis. 40 p.c.	
-----------------------------	--

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent.	
--	--

Scrapers.

Box, per doz	2 10 4 50
Foot, " "	40 3 50

Screens.

Window, patent, per doz	6 00 7 50
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Screw Drivers.

Sargent's, per doz	65 4 00
--------------------	---------

Screws.

Wood, flat head iron, dis. 47½ per cent.	
Wood, round head iron, dis. 42½ per cent.	
Wood, flat and r und head, brass, dis. 25 p.c.	
Bench, wood, per doz	3 25 4 00
Bench iron per doz	4 25 5 75

Scythes.

Discount 40 per cent.	
-----------------------	--

Scythe Snaths.

Canadian, dis. 35, 37½ p.c.	
-----------------------------	--

Shears.

B. & W., japanned, dis. 75 per cent.	
B. & W. N. P., dis. 65 p.c.	
Seymour's dis. 60 p.c.	
Ætna, dis. 75 to 75 and 10 per cent.	

Sheaves.

Sliding Door, per set	77 1 40
-----------------------	---------

Shot.

Canadian, dis. 7½ per c.	
--------------------------	--

Shovels and Spades

Canadian, dis. 37½ p.c.	
-------------------------	--

Sieves.

Wood Rim, black, p. doz	1 15 1 35
" tinned, " "	1 35 1 60
Tin Rim, " "	2 30 2 45
" black, " "	1 80 2 25

Snaps.

Harness, German, p. gro.	2 0 5 50
Acme, " "	3 00 5 00
Lock, Andrew's " "	4 50 11 50

Soldering Irons.

Per lb	0 30 0 32
--------	-----------

Wrought Spikes.

Discount, 20 per cent.	
------------------------	--

Spoke Shaves.

Wood, English	1 80 5 00
Iron, American	1 35 2 35

Spoons and Forks.

Sheffield Sterling.	
Tea Spoons, per gross	7 50 12 00
Dessert " "	21 00
Table " "	30 00 30 00
Dessert Forks, " "	24 00
Medium " "	27 00
Table " "	36 00

Squares.

Iron, per doz	1 65 2 90
Steel, dis. 75 p.c.	
Try and bevel, dis. 50, 55 per cent.	

Staples.

Fence, galvanized, per lb	5 5½
Wrought Iron, dis. 75, 75 and 10 per cent.	

Stocks and Dies, Amer. dis. 25 per cent.	
--	--

Stone.

Washita, per lb	0 15 50
Hindustan, per lb	0 06
Slips, per lb	9
Labrador, per lb	0 13
Axe, " "	0 15
Turkey " "	0 50
Arkansas " "	1 50
Water-of-Ayr " "	0 10
Scythe, per gross	3 50 5 00
Grind, per ton	15 00 18 00

Stove Polish.

Per gross	1 88 7 50
M. L. S., per gross	2 50
Jacoby " "	5 00
Mirror Black Lead, per gr.	2 00
Jos. Dixon's, bulk, per lb.	0 07
Dixon's Plumb. " "	0 15
M. L. S. Paste, per gross	9 00
Nicholson's, per doz	1 00 1 25

Tacks, Brads, etc.

Cut, Carpet, gimp, blue, dis. 35 p.c.	
" tinned, dis. 45 p.c.	
Swedes' iron, blue or tinned, dis. 42½ p.c.	
Upholsterers' dis. 42½ p.c.	
Copper Tacks and Nails, dis. 35 p.c.	
Trunk and Clout Nails, " 40 p.c.	
Patent Brads, dis. 40 p.c.	
Finishing Nails, dis. 35 p.c.	

Cigar Box Nails, dis. 35 p.c.**Shoe Finders' Tacks & Nails, dis. 25 p.c.****Tape Lines.**

English, per doz	\$2 75 \$9 50
Chesterman's, each	0 90 2 85
" steel, each.	0 80 8 00

Thermometers.

Tin case & dairy, dis. 75 p.c.	
--------------------------------	--

Ties.

Cow, per doz	1 25 2
--------------	--------

Tinner's Shears and Snips

P. S. & W., 10 p.c. advance on American list.	
---	--

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent.	
Japanned, dis. 35, 50 p.c.	
Pieced, dis. 40, 50 p.c.	

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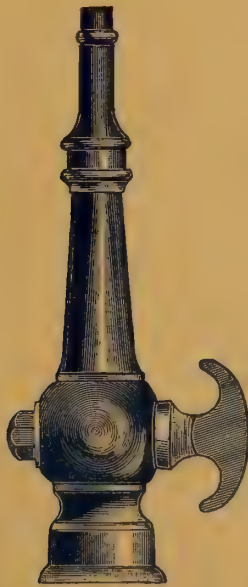
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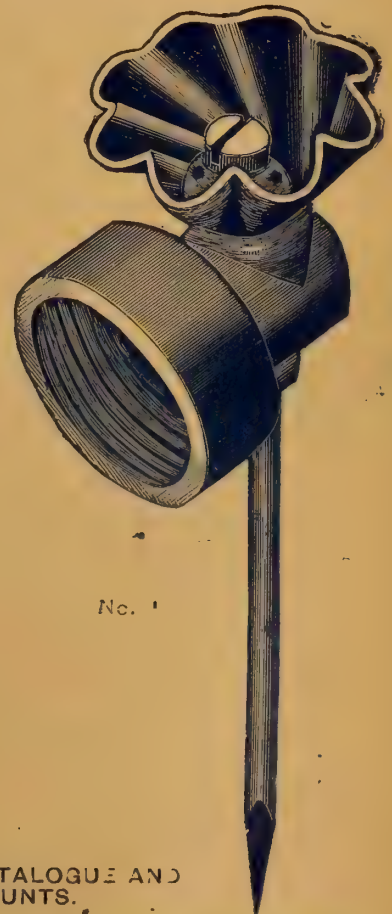
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No. 3.



No. 2.



No. 1.



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Hose Ties, best wire		\$3 00	\$3 00	\$1 00	\$6 00	\$3 00	\$12 00
No. 1. Fountain with spike, nickel plate	do.						7 00
No. 2. Magic Branch, spray or straight	"						12 00
No. 3. New	"						10 00
Branches nickel plated, extra	"						50

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Star	per lb. 12c.
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Star and Crescent	per lb. 16c.
(Heavy Machinery.)	
Diamond	per lb. 25c.
(Extra High Speed.)	

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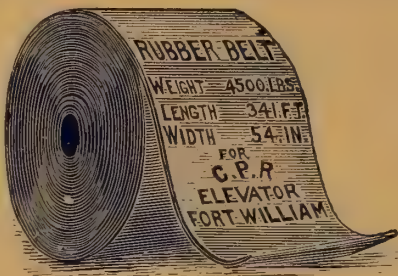
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FENCING TOOLS.



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Oiled, Coppered,
Galvanized
WIRE ROPE.

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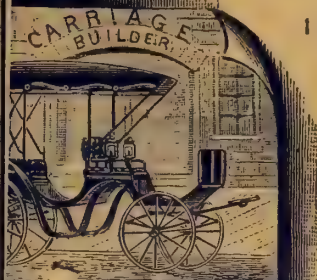
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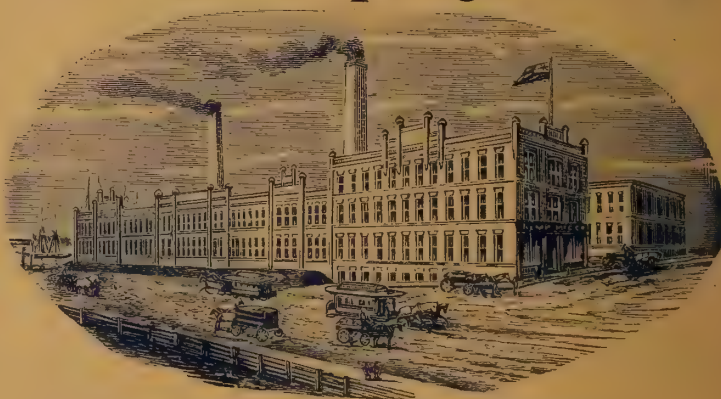
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Vol. 2.

TORONTO AND MONTREAL, APRIL 26, 1890

No. 17

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For the purpose of inducing members of the trade who are possessed of special information, which would be of benefit to the trade generally, the publishers of "Hardware" will pay a fair price for such articles. Address "Hardware," Toronto.

THE BUILDERS' STRIKE.

The strike among the building mechanics of this city is sufficiently widespread to affect seriously the local hardware trade. The only numerous section of the building craft not included in it are the carpenters, but so far as the effect on trade is felt they might as well be, as idleness is enforced upon them by the abstention from work of the masons, bricklayers and builders' laborers. With so many productive hands idle trade in building wares cannot but exhibit signs of stagnation. There is no leaning towards concession or compromise to be read in the present aspect of the situation, and the partial suspension of trade may last for weeks yet. The master plumbers feel the strike both industrially and commercially. They have money in stock or payments to make on stock, and they have workmen to keep busy. To discharge their hands might prove a mistake, as a settlement of the strike might take place on a moment's notice. The dealers in plumbers' supplies cannot but look impatiently upon the continuance of the deadlock, for it brings business virtually to a standstill with them. But slightly better is the hardware trade in nails, hinges, locks, bolts, screws, paints, paint constituents, oils, glass, putty, roofing material, structural iron, and the various other hardware accessories of house building, as well as in builders' tools.

The outlook for the building season was, before the strike, an encouraging one. The number of houses to be put up promised to be large. At all events, so one might judge who considered the large number of plans

turned out from architects' offices. There might in any case have been less building this spring than there was last, but there still would have been a great deal done. What was contemplated to be done was also upon a sounder basis than that done in the former season, as there was much less of it resting upon a narrow margin of the builder's proprietary interest. The loans of building societies now require more paid-up right in the real estate before they advance money to the holder who intends building. This was better for all the labor interests enlisted in the putting up of houses, as well as better for the sub-contractors and suppliers of material, inasmuch as their claim at any stage of the construction was better secured. Thus the collapse of a contractor who was putting up several houses for sale would not fall so heavily upon plumbers, dealers in plumbers' supplies, and hardwaremen.

It is to be hoped that the strike may soon end. If it does there may be almost as many buildings yet erected as would have gone up if there had been no strike. All traders whose wares are used in house building will hail an early settlement with unfeigned congratulations.

RETAIL ASSOCIATIONS.

In every department of business there are two classes of difficulties to be coped with: namely, those that spring solely from the dealer's trade intercourse with his customers and creditors, and those that are engendered by the opposition of rivals. Of the former class, a few prominent ones are: bad debts, delayed payments, the produce trade, the proneness of customers to take offence, jealousy, exacting attentions, fault finding with measure, quality or price, outrages on patience, hard work. These troubles are sufficient to task the tact and energy of any man, and he who realizes how much they demand of him cannot complain that the cup of his trials is not full enough. But when to these are added the vexations that arise from the strife between dealer and dealer, the cup becomes a bowl. These latter are numerous, discouraging, and for the most part contaminating in their tendency. A few with which every business man is familiar are: price cutting, overbidding for produce, com-

promises, bankruptcies, laying in bankrupt stocks, the deterioration of goods, dishonest shifts to recover on slaughtered prices, antipathy between traders. These are demoralizing, and the friction they directly induce is in itself great and aggravates ten fold the weight of those worries which are the outcome of dealings with the public.

All dealers must have the former set of cares. The causes of them are graven in the very constitution of human nature. But the fact that such trials are inevitable should plead for the amelioration of those conditions that are the effect of reckless competition. Men who are locally engaged in the same trade should take steps to eliminate as far as possible every influence frustrating to trade. They must co-operate for this purpose, and in co-operating they disburden their lot of the most mischievous ones their mutual antagonism produced. The trade has ballast enough in the load of difficulties it has to carry in its relation to the buying public. To lighten itself farther of these, it needs to concentrate. Therefore, not only does local combination among men of the same trade tend to sink the hindrances to progress that are begotten of rivalry, but it greatly strengthens traders against the trading public. It strengthens them in the following ways:—that they are reciprocally pledged not to undo each other for the benefit of customers; that they fund the trade experience of the community, so that each member can inform himself of what he does not locally know; they place each other on guard against bad customers.

Retailers everywhere should form into local associations. They lose money, they waste energy, they injure trade the longer they abstain from union. In these days all industrial and trading communities are knitting together for the protection of their interests. Labor, manufacture, trade, capital, in all their departments are combining. The farmers form their granges, the mechanics their unions, the manufacturers their combinations, the great corporate bodies their trusts. Society is becoming an aggregate of associations rather than of individuals. This is a time when common interests need to organize to hold their own. The retailers in this town or that should not remain scat-

tered. They are at the mercy of the public which finds its interest in stirring them one against the other. The public knows that by a little gossip from one retailer to the other it can inflame the competitors to the most foolish attacks on each others' trade. A good association will prevent this.

Why should business interests not be organized as well as purely civil ones? If the smallest municipality had not its own system, its officers, its revenues, its punishments, its protection, it is hard to imagine in what state of chaos a town or even a township would be. The best provincial constitution, ably administered, would not prevent local outrage and disorder. Similarly in a disorganized state of local trade there is too much license. Men do things that the most loose ties of association would prevent. In every town where there is no retailers' association one should be started. Let no man fear to take on himself the initiative. Let none dread the openness that is entailed. What is private to a man's business is as much so in his connection with an association as in his isolation. It involves no communications that are relative to one's standing or one's internal economy.

A TEN PER CENT. COLLECTION LAW.

A bill has been introduced in the legislature of New York to provide for the collection of debt. The bill gives merchants the right to demand of employers 10 per cent. of the wages of employees, to apply on previous obligations. Labor organizations protest against the measure, because it makes no allowance for sickness, disability or ill luck. The opposition comes from a source that could not be expected to yield encouragement. The grounds of the opposition are not all stated by the labor organizations. The most stubborn antipathy to such a bill proceeds from those who do not wish to be forced to pay their debts. Yet there are not in the social system any associations of men who are more exacting in their demands upon the law for their protection than are labor organizations. Their members are always preferred creditors, they are to be paternally legislated for against avoidable chances of accident; the conditions of their labor are to be fixed by law. In short labor organizations avail themselves to the full of all legislative means to deliver them from the tyranny or fraud of their employers. We have no fault to find with representatives of labor looking after their interests, and as far as it is judicious for those interests to be explicitly guarded by law we approve of their being so guarded. But of all citizens, we think those industrially engaged should be the last to resist in their organizations the application of business men for legal warrant to collect debt owed by members of such organizations. The object of such industrial organizations are supposed to be moral as well as material. They exist, it is

believed, for the advancement of those associated together in them. They are not supposed to be "right or wrong" the defenders of all their members' acts. Those acts should be legitimate subject of inquiry in all such fraternal communities, and as the acts are good or bad should individual members be supported or censured. There is nothing by which a man should forfeit his standing in an association if persistent refusal to pay his debts is not a reason. The labor communities after getting the states guarantee that they will be paid their earnings, should not obstruct the commercial movement which seeks to get the same protection against the dishonest ones of their members. It is a condemning comment upon their honesty that they do take such a stand. It puts them in the position of appearing to be composed of more dishonest than of honest men.

Such opposition might be expected to withstand a similar movement in this country. The plan unfolded in several former numbers of this paper by the letters of "A Country Merchant," is practically that sought to be passed by the trade in New York. The fact that such an idea has been launched from the speculative into the practical stage in the United States makes its feasibility here more admissible. The scheme outlined in Country Merchant's letters has many claims upon the attention of all general dealers in the country. They should take hope from the progressive advance of the same scheme across the line, and should give it their support. The matter ought not to be dropped. It should be taken hold of from all quarters.

MERCANTILE INSURANCE.

In the Council Chamber of the Board of Trade a paper was read by Mr. Henry Lye on Mercantile Insurance as a preventative of business demoralization and bad debts. Mr. Lye said:—

"Every new idea of justice or equity, every advance from anarchy towards order, every amelioration of the conditions of society by the application of liberal principles has been stigmatized as an impracticable innovation and assailed as the work of a fanatic or destroyer and an enemy of his fellow-men."

The main argument of the paper was that in regard to mercantile affairs there ought to be a system of insurance such as obtains for life and fire losses. The speaker pointed out the method by which this might be done. Mr. Lye spoke of business morality, and maintained that as a general rule men in business are neither extravagant nor dishonest, and that the failures in business are not caused by those faults so much as by those circumstances outside and beyond their control. A mercantile insurance company, guaranteeing bad debts, would at the outset require from the applicants such information as would warrant the transaction. These "informations" would be a combination of such as are furnished to the different Insurance Companies and the mercantile agencies. Mr. Lye concluded by hoping that the members would overlook its red

rag appearance and discuss it calmly, and that they would see in it a scheme by which mercantile business would become free from its present danger.

The chairman called for discussion, and Mr. James Scott said a few words in high praise of the paper and called for opinions from the mercantile men present.

Mr. Davidson said the scheme of business insurance seemed reasonable and workable and it was certainly desirable. The duty of the business man was first to avoid bad debts and next to get some one else to pay for them.

Mr. Headly hoped the paper would be printed and widely circulated. Mr. Hugh Blain said the scheme was one he had no doubt would be hailed with delight by business men, if found practicable. The discussion was continued by Messrs. Donaldson, McCabe, H. E. Eddis, Johnston, Belleville, and the Chairman, who said that the great thing to be guarded against was immorality in business, and there was no reason why a good, clean, moral risk should not be taken in business as in either fire or life.

In answer to the vote of thanks Mr. Lye said there could be no doubt that the proposal, though an innovation, was one that would ultimately come to the front.

The paper will be printed for circulation among business men.

Mr. P. A. Black, general merchant, in the neighborhood of Owen Sound was in the city last week.

On Friday night Messrs. C. C. Lee & Co's. store, Alliston, was burglarized and goods to the amount of some \$500 were taken. A diligent search was instituted on Saturday with the result that the greater portion was recovered. Monday evening Mr. Lee, accompanied by a constable, proceeded to track the burglars and endeavor to obtain information as to the disposal of the balance of the goods. They sighted the supposed thief about two miles south of the town and gave chase for some distance. As they closed on him he turned and fired, the ball grazing Mr. Lee's ear. The pursuit was abandoned.

We have received an advance copy of the official report of the Ontario Merchants' Convention held in Hamilton last summer. Embodied with it is a draft of the constitution proposed for the Business Mens' Associations that are expected to be the outgrowth of the Convention. The proceedings of a meeting which is so generally looked to to usher in an era of business reconstruction and commercial stability are very deserving of careful preservation. It is well that the published record of them should not be confined to journalistic reports, otherwise a very fleeting impression will be made. Published at this time they recall the minds of all traders to the good resolutions of last August, and engage the attention anew to the questions then considered. Copies of the report will be sent by Mr. C. R. Smith, Hamilton, upon the receipt of 10 cents. The trade should be supplied at once. Send 10 cents and get a copy.


CAVERHILL, LEARMONT & CO'Y,

Best American Screen Wire Cloth

(Two carloads. from 18 to 42 inches wide.)

Devore's Spring Hinges, Nos. 1, 2 and 3

Window Screen Corner Brackets, Door Screen Brackets.

 Write for Prices, as we
are Headquarters.

MONTREAL.

WIRE AND ITS USES.

Inventive genius is constantly finding new uses for wire, and we are quite justified in anticipating that it will be found that in 1890 we had advanced but a little way beyond the threshold in ascertaining its adaptability. Tensile strength and flexibility are qualities that fit it for a great variety of uses, and when we add that it is comparatively fire-proof, we have another important property in extending its usefulness. By new processes of manufacture, wire can be cold rolled to almost any degree of fineness from inch rods and at greatly reduced cost, thus increasing its cheapness and at the same time its strength in resisting longitudinal strain. Who would have anticipated, a comparatively few years ago, the creation of a new industry in the manufacture of barbed wire for fencing, which continues to flourish in spite of its many detractors? For electrical purposes alone the use of wire, already so extensive, is certain to be a rapidly increasing quantity. The telegraphs of the world are now said to exceed 500,000 miles, but with the rapid growth of applied electricity for lighting and the distribution of power, even the enormous quantity of wire required for the maintenance and natural extension of telegraph systems would be but a fraction of that needed in the whole field of electrical industry.

Then to what diverse and almost contradictory purposes do we find wire applied in modern times. Experiments in the strengthening of heavy ordnance by wrapping wire while under tension around the steel cylinder, are being conducted with reasonable prospect of success, and, if successful, will add to the efficiency of an instrument of destruction, while from the same mill may come the wire which, woven into the form of a mattress, may bear the weight of some unhappy creature struck down by that wire gun of modern warfare. It is woven into door mats, which are rapidly gaining in popularity by reason of their cleanliness, and this has led to the employment of woven wire as floor covering in other respects, notably in

railway carriages, in hallways and elsewhere where many feet pass. For such homelier purposes we may confidently look for a larger extension of its use, and in ways which we do not anticipate at present. Its advantage over fibrous material, in not retaining the dirt falling upon it, must suggest its employment in many ways where now the former is used.

Two very modern uses of wire, which are widely different in their ultimate objects, but closely allied in the means employed to fit the wire for those diverse objects, may be mentioned. One is its use as a roofing material, and the other as the foundation of stage scenery. In both cases its lightness, durability and safety from fire are elements of distinct advantage. In the one case the meshes are coarse, and in the other very fine, but in each the meshes are filled with a preparation which adheres firmly, making a continuous surface without crack or seam. For the roof, this preparation may be semi-transparent to admit light, or opaque, but for the scenery body it is made opaque, to prevent being seen through. The wire body thus prepared is the ground upon which the scene painter lays on the colors for the gorgeous spectacle, the beautiful glade, or the interiors which charm the play-goer. It is almost as flexible as canvas, and should greatly decrease the peril of fires in theatres; its use would certainly lessen the awful swiftness with which a theatre fire once started sweeps through the tinder of the flimsy wings and flies.

Yet another most recent use of wire which has been exemplified at some of the latest exhibitions in London, is in the construction of collapsing into a very small fraction of its original bulk for return as an "empty." The strength, durability and convenience of this contrivance should ensure it a welcome and an extensive use.

We have by no means exhausted the modern uses of wire. Braided or woven it is made into belts for driving the very machinery which produces it. It forms a material part of the dynamo that lights the factory, and it carries the directing voice of

the manager from his office to the men who stand at the ponderous rolls and take the product from their jaws. It is used to stiffen the garments we wear, to support the flowers and tiny birds on the hats of women, to cage our singing birds, for the blanks of screws and nails, and, in short, for innumerable purposes we cannot mention here and now.—Ironmongery London.

TASMANIAN TIN.

An exceedingly interesting point, says the Sydney (N.S.W.) Herald, has just been reached in the history of the development of Tasmanian tin mining. The Mount Bischoff tin mine, in its last monthly declaration of dividend, has passed, by just £5,000, the limit of one million cash profit to shareholders. It transpires that the company's gross sales of tin have amounted to £2,000,000, thus indicating about fifty per cent. profit on their workings, while maintaining excellent prospects of regular continuance. Yet another district in this colony, known as Ringarooma, on the Dorset river, is reported by the Government geologists to be equally rich in tin ore, and only requiring water and a spirited development to take a fully equal rank as regards results. Inasmuch as America has at present to import every pound of tin which her manufacturers require, the record of such phenomenal success as the above has promptly attracted the attention of the astute United States capitalists anxious to secure, at first hand, a similarly prolific source of supply. As, however, the deeds of the choicest group of mines in the territory in question are bonded in London, it will be the fault of English investors should they miss the opportunity to retain the control of these somewhat exclusive, and assuredly very profitable natural deposits—forming a veritable treasure house of the world's tin, with which Cornwall and the Straits, the only other considerable depositories in this mineral, will have to reckon.

The new Parkhill salt well company has been finally organized, and will do business under the firm name of W. H. Hutchins & Co.



FERGUSSON, ALEXANDER & CO.,

their laboratory at Glasgow 93 per cent. It is by far the brightest Oxide ever made from Canadian ore. Rich red color, highly magnetic and nearly as cheap as the less pure best American.

have placed on the market their "Elephant" brand of this Oxide assayed in

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Proprietors of the "Elephant" brand White Lead. Ready Mixed Paints and Varnishes, and "Mistletoe" Window Blind Green.



A Pittsburgh firm has orders from Portugal for shovels, etc. since the unpleasantness with England.

Mr. I. C. Sanford of Brighton, an old and prominent business man of that place, died April 5th, 1890.

Mr. John Hotson, of Kincardine, has been laid up three weeks by molten metal running into his boot at Fisher's foundry. Happily the men of the foundry are insured under the Factory Act.

An unsuccessful attempt was made on Sunday to burn the foundry owned by Mr. John Algeo, in Simcoe. The fire brigade was brought out in time to save the building from much damage.

Prof. Hille, a celebrated German chemist and mineralogist, has taken up his residence in Portland. He is looking for openings for the investment of foreign capital in our silver and other mines.

Mr. C. D. Empey, of London South, traveller for C. Davidson & Co., Toronto, has secured a similar situation with a large wholesale saddlery hardware firm of Detroit. His territory will be Illinois and Ohio.

The Canada Gazette contains notice of application to be made for the incorporation of the Ottawa Canning Company. Their chief place of business is to be Ottawa. The proposed capital stock is \$20,000, divided into 200 shares of \$10 each.

For a manufacturing town, with probably the best facilities, barring railroad competition, Almonte stands among the first. The Mississippi river flows through the town and there is room for more manufacturing establishments. Mr. D. Shaw, a prominent citizen, and hardware merchant of that

place, would give any particulars that a good company might wish to know regarding the place.

The hardware and crockery business of Mr. James Cunningham, at New Westminster, B. C. established for 28 years, has been sold to Messrs. A. O. Campbell and R. F. Anderson, who will continue it under the style of Campbell and Anderson.

Shortly before 4 on Friday morning, a serious fire occurred in Montreal, causing damage estimated at \$65,000 in the large brick block at the corner of St. Peter and Graig streets, occupied by R. Mitchell & Co., brass and iron founders and others.

In Europe iron slag is cast into blocks and used for street pavements and in house building. In Cleveland there is a factory that converts it into mineral wool. It is a mass of very fine fibres filled with glassy particles. It is soft, pliant and inelastic.

The local manager for D. D. Maxwell & Co. implement manufacturers, Winnipeg, has gone east to take part in the negotiations for the purchase of the company's business by an English syndicate that has made a bid for Massey's and Harris, Sons & Co.'s business.

Mr. William Hunter an employe of Goldie & McCulloch's foundry, Galt, met with a very serious and painful accident on Friday afternoon. While polishing the cross-head of an engine, his left hand got caught between the cross-head and the rest of his lathe and smashed his hand very badly.

The Sudbury mine, in which the three men were killed recently, is said to be in a dangerous condition. There is only one shaft, running 500 feet down into the bowels of the earth, and upon this rock the ore is hoisted, and down this the men have to travel to get to their work. If a fall of earth should occur they would be caught like rats in a trap, with no means of getting out.

It is reported that the tenders of the Hamilton hardware firms for the supply of nails

at \$3 a keg to the city was the result of a distinct understanding. The hardware men, at a meeting held some time ago, pledged themselves "upon honor" not to sell below that figure, and hence the similarity noticed in the prices quoted. There is a pretty strong feeling of indignation now against Mr. Duncan Murray, who lowered his tender to \$2.95 and secured the contract. Mr. Murray is reported to have said he could not possibly supply the nails asked for at that price.

Mr. Cockburn presented a petition from the citizens of Toronto to the Government praying that more effective provision be made for the establishment of a system of weigh scales, to be placed in charge of licensed weighers at all grain buying stations, elevators and markets in the Dominion. The petitioners recite that farmers and other producers are put to great inconvenience and loss in many localities by reason of the fact that in many villages and towns no adequate provision is made for the official weighing of grain and other produce by responsible and impartial weighers.

The Quebec correspondent of the Empire, writes as follows;—A wealthy American syndicate, the Consumers Cordage Co (limited) with a capital of one million dollars has just effected a huge deal in Canada by purchasing a controlling interest in all rope and binding twine factories in the Dominion, except one in Ontario, which still holds out. The factories purchased are the old Converse factory in Montreal, J. Brown & Co.'s, Quebec, one in Halifax, one in St. John, New Brunswick, and three in the west. Large fortunes have already been made here in this business, and there is a high protective tariff on the product, but latterly the increase of factories has led to considerable competition and cuts in prices. Now it is believed prices will advance and perhaps some factories will be closed, as it will only pay to manufacture for Canadian requirements, which is two or three millions annually.

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Manila, Sisal, and New Zealand Cordage.

Pure Manila Binder Twine.

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And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, etc.

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"Sheffield Sterling" Spoons and Forks.

Best Known Substitute
for Sterling Silver.

Harder, and resists acids better than any so-called
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IMPORTANT NOTICE.

We are now using strong thin cord in the manufacture of our O. K. Building Paper, whereby we not only add greatly to the strength of the paper but also prevent any chance of its tearing at the edges.



PROVINCE OF ONTARIO.

Brantford—Champion, Chas., (estate of) W. and R. hardware and carriage goods, stock sold.

Desert—Alderson, J. W., general store, assigned to W. H. Plummer and W. A. Quibbel, Sault Ste. Marie.

Norwood—Stephenson, Wm. H., general store, assigned to Haines & Tennant, Brockville.

Stratford—Huber & Nichols, tinware, and furniture, dissolved. Wm. Nicholls continues.

Stouffville—Booker Bros., stoves and tinware, meeting of creditors.

Thornbury—Myers, W. C. & Co., (co nom) (estate of) general store, stock, etc., advertised to be sold by auction on 22nd inst.

Vankleek—Boyd, Jas., general store, deceased.

Waterford—Walker & Co., (C(Mrs. A. B.) Walker only) (late) general store, offering to compromise

Woodbridge—Keys & Hallett, hardware, etc., sold out to H. Peters.

MANITOBA AND NORTH-WEST TERRITORIES.

Balmoral—Griffith, G. A., general store, removed to Ontenaw.

Minnedosa—Gillies, J. D. & Co., (co nom) general store, stock sold to Mrs. Gillies.

Moosejaw—Annable & Co., (co nom) general store, estate advertised for sale by auction.

QUEBEC.

Isle Verte—Marcean, E. D., general store, stock, etc., advertised to be sold by auction on 22nd inst.

Montreal—Mitchell, R. & Co., brass founders, etc., stock partially damaged by fire, fully insured.

Ripon—Neveu, Jacques, general store, stock, etc., advertised to be sold by auction on 22nd inst.

St. Ephrem D'Upton—Senecal, U., general store, demand of assignment.

St. Etienne De Bolton—Bouchard, E., general store, demand of assignment.

St. Guillaume D'Upton—Ricarde, Hilaire, general store, assigned in trust.

St. Henri (Hochelaga Co.)—Laflamme, J. E. & Co., roofers, stock, etc., advertised to be sold by auction on 24th inst.

St. Telephore—Lalonde, Camille, general store, assigned in trust.

NOVA SCOTIA.

Granville Ferry—Amberman, A. E., general store, compromised and continues the business.

Halifax—Craig Bros., tinsmiths, dissolved, Wm. S. Craig continues the business.

Margaree Harbor—McLean, Kenneth J. general store, deceased.

NEW BRUNSWICK.

Andover—Beveridge & Co., general store, Hon. W. B. Beveridge deceased.

PRINCE EDWARD ISLAND.

Cardigan—Morson & Morgan, general store, dissolved, D. C. Morson continues under style D. C. Morson & Co.

Jane Kittick, general merchant, Greenwood, is compromising at 50c. in the dollar.

Wagenost & Robertson, general merchants, Plattsville, are seeking the indulgence of their creditors.

Pieria Martineau, contractor, of Montreal, has assigned, owing \$15,000. The stock of Lemarche, Prevost & Co., dry goods, Montreal, has been sold at 66c. in the dollar. It was invoiced at \$72,000.

At a meeting of the creditors of Gregor Unser, Messrs. Curry and Plummer, of Toronto, and McRae of Guelph, were appointed inspectors, and the meeting adjourned for a week to give opportunity to form a stock company. The assets foot up to \$70,000, and the liabilities are under \$80,000.

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Dry hard with a fine gloss in 12 hours.

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We have been selling Toronto Lead & Color Co's pure paint about five years. think it the best mixed paint in the market.

It has given perfect satisfaction, and we

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Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
— APPLY TO —

THE MILLS, Campbellford, Ont.

B. GREENING WIRE CO., LTD.

MANUFACTURERS OF

Painted Screen Cloth,
Clothes Line Wires,
Perforated Sheet Metals,
Wire Cloth, all kinds,
Wire Rope, all kinds,
Metallic Lathing.

Wholesale agents for Ontario Wire Fencing Co. Send for Catalogue mentioning your requirements.

Hamilton, Canada.

CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public against imitations of their manufactures.

None are genuine unless bearing the

MARK.

TRADE



GRANTED

1764.



S. I.C. Fell & Co
STEEL STAMPS SEALS & STEEL DIES

STENCILS, NAME, PLATES,
RUBBER STAMPS, TRADE MARKS.

13 VICTORIA ST., TORONTO.



BINDER TWINE.
BINDER TWINE.
BINDER TWINE.

Car Lots and less than Car Lots.

HOBBS HARDWARE CO.,
LONDON, - ONT.

ASK FOR QUOTATIONS.

THE DOMINION WIRE ROPE COMPANY,
MANUFACTURERS OF

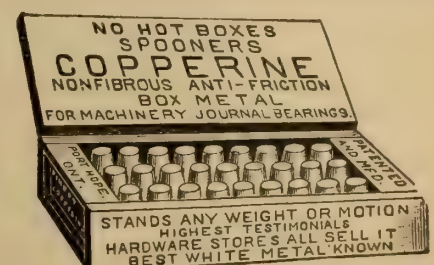


(Works at Lachine).

FOR HOISTING, MINING, TRANSMISSION
OF POWER, TOWING, SHIPS' RIGGING,
GUYS, ETC., ALSO LANG'S PATENT WIRE
ROPE FOR TRANSMISSION AND
COLLIERY PURPOSES.

Signal Strand Clothes Lines & Seizing Wire.
JAMES COOPER, Agent,
MONTREAL.

No Fire Risk.





PREVENTING STOVES FROM RUSTING.

To prevent Russia or planished iron from rusting during warm, damp weather is rather difficult, unless the iron is kept from the air. As the iron is a rapid conductor of heat, the moisture in the air is liable to be condensed on its surface, which soon forms rust, and so ruins the appearance of the iron. Wrapping the iron in paper or cloth and putting it in a dry place will keep away much of the moisture, but the safest way is to cover the surface of the iron with some substance that is water proof. If the iron is covered with a thin coat of boiled linseed oil, the oil will soon dry and form a covering which can be removed with turpentine when required. Varnishes of various kinds have been used for the purpose, and while they will protect the iron from rust they are difficult to remove and will show any scratches. A cheap varnish can be made by adding 6 ounces of rosin to 1 gallon of gasoline and by scraping up a small quantity of parafine and adding to the above, the varnish will have more body.—Metal Worker.

CLEANING SOLDER.

I once knew an old tinner who was famous for the superior solder he made, and while I never had the good fortune to find out the secret of his success, it was intimated that he was always careful that his utensils were clean, which means free from dirt or zinc, and that he used great care that the metals should never get too hot. After most metals have been melted a number of times, or overheated, they become hard, dry, or lose their life, as it were. There is said to be a great mystery surrounding the manufacture of the hash that is furnished in boarding houses, and the same can be said of the "half-and-half" solder that is sold to the trade. It is supposed to be made of equal parts of tin and lead, but that does not prove that such is the case. Just what "medicine" is put in the modern solder is more than I know, or the manufacturers will tell. It may be, that when the solder is melted over, that this "medicine" evaporates and lets the metal down a few degrees, and that it may be necessary to put in more tin, in order that it should flow like oil, and not as it were made from sand.

It may that when "R. G." melted his scrap solder he first put it in an iron kettle, placed it on the fire, and after it had become melted, put in a quantity of rosin and set fire to it. "Between two fires," is supposed to be a hot place, and as this is just where the solder was, it may have become almost, if not quite, red hot. He may have skimmed

off the dirt and then proceed to dip out the solder. Lead is much heavier than tin, and if solder stands for some little time, or is not constantly stirred, the lead is liable to settle to the bottom of the kettle, thus giving various grades of solder, the last being very poor.

When melting scrap solder, or making new, care should be taken that it does not become too hot; it should not be hot enough to char a pine stick. There is no harm in having rosin on the surface of the solder, as it prevents the oxidation of the surface and collects the dust and dirt. After the solder is melted a "button" can be run on an iron stake, and if it does not have a silver shine, more tin can be added. The presence of too much lead is indicated by a star or crystal in the center of the button, and when enough tin has been added to cause the star to disappear, the solder can be considered as "half-and-half." When using bar solder, some tinner leave a short piece, as it becomes too hot to hold in the hand. These pieces can be kept until there are a number on hand, and then sent out to some other shop and soldered together, end to end, when they can be used the same as a new bar. There are other tinner who never have any pieces of bars laying about, as, when a bar becomes too short to hold, it is soldered on the next bar, and so is used up at once. There is another class of tinner that are to lazy or ignorant, to have their coppers in decent condition, and it is a case of "try, try again" with them before a drop of solder can be made to stick to the copper. Such tinner (?) will have plenty of scrap solder—that is if they use a solder board to catch the drops. It is probable they will let the solder run on the bench, and sometimes sweep it under the bench.—Metal Worker.

THE BUILDING PAPER TRADE.

It is only with the last few years that the Canadian Architects and Builders have come to realize the importance of lining buildings with paper, both as a means of keeping out cold and dampness, and also of reducing the cost of the structure, as a single sheet of good building paper costing less than ¼c. per square foot is a better cold and damp preventive than four inches of solid concrete, and it is an admitted fact that a brick veneered house lined with good water proof building paper is warmer and drier than a solid brick house. Assuming, therefore, that very satisfactory results can be obtained from the use of a first class building paper, the question of importance arises as to what constitutes a first class building paper. To take a common sense practical view of the matter we would say an ideal building paper must be water proof, as well as air-tight as the object in using building paper is to keep out cold and dampness, and any building paper not water proof must soon mildew and fall to pieces.

It is also very essential that it should be odorless and unroll freely at all times as any

building paper which causes a disagreeable smell cannot very well be used on houses.

J. W. Patterson & Bro., of this city, are now manufacturing an article called O. K. Building Paper which they claim contains all the good qualities above mentioned. This O. K. Paper consists of two sheets of strong thin paper with a layer of water-proof cement between and running lengthwise with the paper, and imbedded in this layer of cement, are strong thin cords which add greatly to the strength of the paper and prevent it from tearing. The two sheets of paper and layer of water-proof cement are united by powerful steam heated rollers and form a solid air-tight and water-proof building paper of great strength and durability. Perhaps one of the strongest points in favor of O. K. Building Paper particularly with the carpenters, is the fact, that they can use it all day without soiling their hands as there is no coal tar used in its manufacture and the layer of water-proof cement is enclosed between the two sheets of thin paper.

USING GLUE.

Many mechanics think that glue is made by boiling for a long time. This is a mistake. No more heat should be applied to glue than is absolutely necessary. Even in the making of glue, manufacturers cook it as little as possible and use the lowest temperature they can get along with.

To make as strong a glue joint as possible, use the glue as soon as it is thoroughly hot. Glue that is kept melting a long time becomes brittle and loses a large proportion of its strength. When making up a new pot of glue, do not throw the hard glue into water and place upon the heater until melting. First soak the glue in cold water until it has absorbed all it can.

The quantity of glue may be thrown into a pail of cold water over night, and none of the particles of glue will be lost. It will absorb the water but will not dissolve. After the glue has completely softened drain off all the water possible, then place the softened glue in the pot over a water bath; heat quickly until at a boiling point, then use at once. If the glue is not wanted again for several hours, let it cool and remelt when again needed.

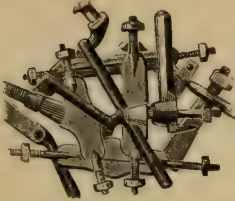
Some of the women folks keep the tea pot on the stove all the time so as to have a cup of tea on demand. Perhaps tea doesn't suffer by such treatment, at any rate don't try it with glue, or the experimenter will be surely left.—N. W. Mechanic.

TRADE SALES.

The following trade sales took place at Messrs. Suckling, Cassidy & Co's rooms on Tuesday:—Canada Window Shade Company's stock, worth \$4,600, to Hess, Anderson & Co., at 42 1-2c. on the dollar. S. J. Lyons, of Aylmer, general stock of dry goods, valued at \$6,266, to Mrs. M. Sterrett, at 65c. on the dollar. Duffett & Co., 338 Yonge street, general dry-goods, valued at \$3,200, to Frank Kean, of Orillia, at 50c. on the dollar. W. C. Myers & Co., Thornbury, general stock, valued at \$6,052, sold to Mrs. Rattan at 63 1-2c. on the dollar.

TORONTO DROP FORGE CO.,
68 ESPLANADE ST.

TRADE



MARK.

Manufacturers of
CARRIAGE HARDWARE AND
WROUGHT IRON FENCES, Etc.
Drop Forging of every Description.
Prices furnished on application. All work
guaranteed.

JAMES MORRISON,

MANUFACTURER AND WHOLESALE DEALER IN

ENGINEERS AND PLUMBERS' BRASS WORK.

Iron and Brass Valves, Inspirators, Injectors, Ejectors, Revolution Counters,
Engineers' Clocks, Steam and Hydraulic Gauges, Wrought Iron Pipe and
Fittings, Soil Pipe and Fittings, Lead Pipe, Sheet Lead, etc.

Also keep always in stock full lines of

Sanitary Earthenware, Water Closets, Wash Basins, Etc.

MORRISON BRASS WORKS, ADELAIDE ST. WEST, TORONTO.

REFRIGERATORS.

Hardwood, Lined Galvanized Iron, Patent Locks, Economical,
Reliable, Cheap.



MILK

DELIVERY

CREAMERY

CAN

TRIMMINGS
AND

CANS MADE UP.

OIL, GAS, VAPOR,

STOVES.

Ice Cream Freezers,
Heavy Dairy Pails.

Galvanized Iron Eave Trough 8 feet lengths.

We make and supply everything used by Stove and Tinware Dealers.

WRITE OUR NEAREST HOUSE.

The McClary Manufacturing Co'y

LONDON, TORONTO, MONTREAL, WINNIPEG.

Toronto Plate Glass Importing Co.

Highest Award, Toronto, '87



GLASS IMPORTERS,

Bevellers and Mirror Manufacturers.

Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

For Mirrors and other Glasses

TELEPHONE 1599.
CABLE ADDRESS, "PLATE."

55 Victoria Street, - - - Toronto, Ont.



Why are Shepard's "Lightning" Freezers the Best in the Market?

They are the only Freezers that have the FAMOUS WHEEL DASHER.

THEY THEREFORE FREEZE THE QUICKEST. There is less friction than in other freezers.

THEY THEREFORE ARE THE EASIEST TO OPERATE.

The Wheel Dasher, as it turns, forms a vacuum in the freezing cream from top to bottom of the can, which fills with air and the latter is beaten in the cream, not only making the ice cream extra light and palatable, but greatly increasing quantity in the can.

THEY THEREFORE MAKE THE BEST ICE CREAM, AND MORE OF IT, FROM A GIVEN QUANTITY OF CREAM.

RESULT : Shepard's "Lightning" Freezers FREEZE THE QUICKEST, EASIEST, and make NOT ONLY THE BEST, BUT THE MOST ICE CREAM from given quantity of cream.

MORAL : "Ask for the "Lightning" and take no other.

THOS. DAVIDSON & CO., MONTREAL.

MARKETS

TORONTO, April 24, 1890.

General trade at the present time is, to a certain extent, in a waiting condition. True the movement of goods on spring orders continues, but fresh orders are in very many cases hard to get, and when secured, are but for small parcels. The opening of navigation, which may be expected at almost any time now, is sure to stimulate business, but until then trade will remain in its present condition. There are a number among the trade who are refraining from ordering at the present time, believing that prices will ultimately decline. In the country, however, the retail trade appears to be picking up some, although it can hardly yet be called actually active. The country roads are in rather bad condition, and farmers being busily engaged on their farms seeding, have neither the time nor the inclination to visit the towns to purchase goods.

Payments are not generally satisfactory, but have rather improved of late. Higher prices and a better demand for almost all lines of produce have had the effect of increasing the circulation of money in the country, both retailers and wholesalers feeling the benefit of this.

IRON AND STEEL.

In these lines the feeling continues weak, with business dull. Stocks, however, are not large, and orders placed on the other side during the past three months, will be below the average for the corresponding period of last year. It is now abundantly evident that the slow and natural growth which was going forward during the first half of 1889 was spoiled and the whole trade injured by the speculative mania which seized upon iron during the closing months of the year. It is impossible to calculate the permanent injury done to the trade as not only has the solid improvement which had already taken place been checked, but confidence has been shaken, and this is very difficult to re-establish. As there is a tendency for one scheme to beget another, so it is not improbable that prices of pig iron warrants have been forced down unnaturally. So far there are no very decided evidences of any serious falling off in the volume of trade. The late reaction has had the effect of restricting orders, but as stocks are in the meantime being reduced, it is reasonable to expect a renewal of orders as soon as prices are steadier and confidence is restored. An English mail advice says:—"It is difficult to reconcile the continued decline in values with the statistical position, which is steadily improving. In the absence of any official source of information, it is impossible to say whether stocks in makers' hands have increased or decreased since the beginning of the year, and opinions on this point are pretty evenly divided; but, assuming they stand pretty much as they were, we still have the incontrovertible fact that stocks in Connaught's stores have decreased 120,000 tons during the last three months and upwards of 210,000 tons in the past twelve months, and

the depletion is still making headway. Shipments are expanding to a considerable extent; but, in considering this feature, some allowance must be made for Scotch iron sent in the place of Cleveland, which would have been shipped but for the inverse position of the relative prices of the two descriptions. As it is, shipments from Glasgow since the beginning of the year are the largest for many years past, and seem likely to be considerably augmented by the opening of the Northern European ports. The decline in the values of manufactured iron has not yet received a check, and makers now are beginning to see that they are driving work into other districts by maintaining quotations which have been merely nominal for some time past. From the highest points current in January the price of bars has dropped about 30s. per ton, and that for sheets to an even greater extent, if reports as to prices recently accepted can be relied upon. At Middlesbrough stocks in makers' hands show an increase of 21,000 tons for last month (owing to the high prices iron-masters have been asking,) but, those in public stores decreased 26,000 tons, and are now 100,000 less than at the same date last year. Holidays have somewhat interfered with shipments, but there are signs of an improvement in the export demand. The manufactured iron and steel trades have been very quiet, few fresh orders having been placed owing to the absence from business of principals. The tendency in prices is still downward."

TIN PLATES.

The market for these is somewhat depressed at present, there being fairly large stocks on hand, while there is no particular demand for them. The belief among some that prices are likely to be lower in the future also prevents orders being at present, and in all probability holders would grant concessions in order to get the trade. Cable advices from London state that there has been a small business done lately and prices are still very weak. Ordinary Cokes have been sold at as low as 13s. 9d. or within 1s. of the lowest price on record.

TIN.

The market for this also is easy, with a very limited business doing. Quotations, however, are left unaltered. In London pig tin has had a slow sale for consumption, owing to the inactivity in the tin plate trade.

LEAD.

No particular demand is apparent, but sales are reported at figures below quotations. The cable reports a rather better demand, with prices firmer, soft Spanish being quoted at £12 12s. 6d.

ZINC AND SELLER.

Seller is easy at last week's decline, the demand at the present time being merely nominal. Sheets show a declining tendency. In seller ordinary Silesian is cabled at £20 7s. 6d.

COPPER.

Although the demand is not particularly active prices continue steady, but the market is without feature this week. In London copper has been affected by the depression prevailing in the general metal trade, and the business in merchant bars is slow. Consumers are buying other sorts than Chili bars, owing to slack deliveries of the latter.

SCRAP METALS.

There is only the ordinary movement in scrap metals. Scrap copper and brass are rather scarce, and are being inquired for. Wrought scrap is moving freely at the reduced prices. Dealers' paying prices are as follows: No. 1 heavy cast scrap, 70c.

per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap, 90c.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new scrap copper, 10c.; heavy scrap copper, 10½c.; old copper bottoms, 8½c.; light scrap brass, 5½c.; heavy yellow scrap brass, 7½c.; heavy red scrap brass, 9c.; scrap lead, 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2½ to 2¾c.; country mixed rags, \$1 to \$1.20 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

CEMENT.

A leading cement firm in Great Britain writes: In the issue of *HARDWARE* dated 28th February '90, the following paragraph occurs in reporting on Cement, viz. "Advices from the other side state lower prices may be looked for, as manufacturers are not busy, and labor will be cheaper."

Being ourselves in regular contact with all the leading cement makers, both in this country and the Continent, we have no hesitation in stating that at no time within our recollection has the demand been more strong, and the manufacturers more busy. The demand all round continues in excess of supplies, this in spite of increased output, and advanced prices are being freely paid, not only by the home buyers, but by every foreign market. We would point out that the present position is the result of no sudden "boom," but the outcome of a steady rise in cost of production, ever since the Spring of last year. With regard to the price of labor, we have the authority of such well known makers as Messrs. I. B. White and Gillinghams, for stating that wages paid to the workmen are by no means excessive or exorbitant, as compared with the increase in price of other branches of labor.

Furthermore, as to stocks, we have no hesitation in stating that the makers have absolutely no stocks, beyond the requirements, a week ahead. Only last week, one of the leading makers informed us that the greatest blessing that could happen to them would be a complete cessation of all export requirements for a month or six weeks, as under the present condition of things, their depots throughout the country were bare, and work in many places stopped in consequence. Most of the well known brands are practically sold out for all the Cement they can produce for the next four or five months, and will not now accept farther business at present prices.

We are always open to give information as to our own, and receive advice as to the position of foreign markets, and should the Editor of *HARDWARE* desire at any time information, we shall be pleased to supply same.

[The information in the paragraph referred to was from an English trade circular.—ED. *HARDWARE*.]

HIDES, ETC.

HIDES—There is no change in prices though those yet quoted are firmer. Cured are 4¾c. Green are 4c. for No. 1; 3c. for No. 2, and 2c. for No. 3.

SKINS—Sheepskins are not usually affected in price at this season. They remain at \$1.25 to \$1.60. Calfskins are still 6c. for No. 1, and 5c. for No. 2, but these prices have gained in firmness since last week.

TALLOW—The old prices are still good, 1¼ to 2c. for rough, and 5 to 5¼c. for rendered.

WOOL—Good fleece wool is still at 22c. A misprint in last week's report quoted 27c. for it. Of pulled, extra-super is 30c. super 25 to 26c. and lowest 24c.

NORTHEY & CO., - TORONTO, ONT.

MANUFACTURERS OF
SINGLE AND DUPLEX

Steam and Water-Power Pumps

FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP CONDENSERS

FOR ATTACHING TO

High Pressure Steam Engines,
MARINE AND STATIONERY.

GREAT ECONOMY

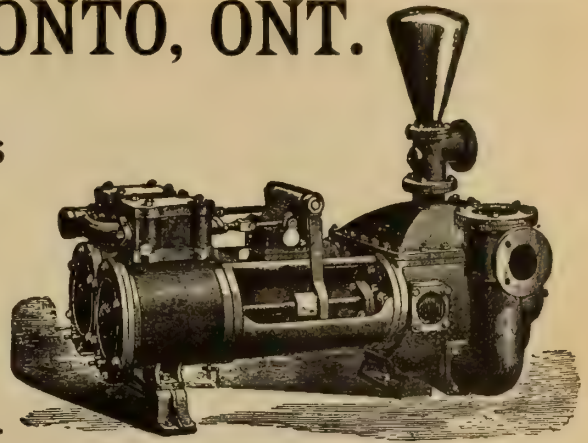
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FUEL AND POWER

GUARANTEED.

Prices and particulars on application.

OFFICE AND WORKS: Corner Front and Parliament Sts.



MONTREAL

MONTREAL MARKETS.

APRIL 24, 1890.

The market has been quieter this week than for some time past. Shippers are waiting for the opening of navigation before shipping, and buyers are holding off for the arrival of ocean vessels, which means reduced prices.

IRON AND HARDWARE.

Heavy goods have been quiet but firm. Pig lead, in London, has been in active demand the past week, and the market closed yesterday, at £13 f.o.b. Pig iron easy with light stocks and is quoted: Summerlee, \$25; Gartsherrie, \$25; Calder, \$25; Siemens, \$24 to \$25; Garnbroe, \$23 to \$24; and Eglington, \$21.50. Manufactured iron firm. Bar, hoops, etc., are finding no sale. Tin plate a shade firmer. I. C. charcoals \$4.50, and cokes \$4; Canada plates, \$3 to \$3.10. Ingot tin, 23c. for L. and F., and 22 1-2c. for Straits. Ingot copper, 15c.; sheet copper, 19c. Zinc, 5 3/4 to 6c. Antimony, 20c.

NAILS.

IRON CUT NAILS.

2 dy @ 60 dy, hot cut, per keg	....	2 75
10 dy @ 9 dy, " " "	....	3 00
8 dy @ 7 dy, " " "	....	3 25
6 dy @ 5 dy, Am. pat	....	5 50
4 dy, " " "	....	4 25
3 dy fine hot cut, " " "	....	2 75
3 dy @ 5 dy, cold cut, Am. pat.	....	3 25
4 dy, cold cut, " " "	....	3 75
3 dy, hot cut, nails " " "	....	5 95

	Steel Cut Nails	Wire Nails
10 dy @ 60 dy, per keg	.....\$2 85	\$3 75
9 dy " " "	.....3 10	4 10
8 dy " " "	.....3 10	4 45
7 dy " " "	.....3 35	4 80
6 dy " " "	.....3 35	5 15
5 dy " " "	.....3 60	5 15
4 dy " " "	.....3 60	5 45
3 dy " " "	.....4 35	6 50
3 dy fine " " "	.....5 85	8 20

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....\$4 75
4 dy @ 5 dy, per keg	.....4 00
6 dy @ 7 dy, " "	.....3 75

G. H. WEDGWOOD & CO.

MANUFACTURERS OF

Colored Japanned Sheet Metal Goods,

SPECIALTY, ADVERTISING SIGNS.

Inventors of the Only Indetectable Imitations of
English Glass Enamel.

71 JARVIS STREET, TORONTO.



Galt Rag and Metal Co., Dealers in Rags, Bones, Scrap Iron, Copper, Brass, Lead, Zinc, Scrap Rubbers, Paper Stock, &c. Highest Cash Prices Paid. Orders by mail will receive prompt attention. Galt, Ont.

THE ONTARIO BASKET CO.

WALKERVILLE.

You can lose more than we do
by not subscribing for this paper.

FRANKEL BROS.

OFFICES AND YARD:

116--130 GEORGE ST. } Toronto.

WHOLESALE DEALERS IN

SCRAP IRON, RAILS, METALS.

SPECIAL AGENTS FOR CANADA

FOR

Railway Supply and Manufacturing Co.,

CINCINNATI, OHIO.

MANUFACTURERS OF

Cotton Waste.

BOECKH'S STANDARD BRUSHES

FOR SALE
BY ALL LEADING HOUSES.

Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont.

8 dy @ 9 dy, "	3 50
10 dy @ 30 dy, "	3 25
Cut spikes, "	3 90

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	\$5 15
1 " "	4 75
1 ½ " "	4 45

Finishing nails 75c. per keg over same size hot cut, viz., from \$6.60 for inch to \$2.65 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.60 for 1-inch to \$3.40 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$7.10 for 1-inch to \$3.90 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand 50 per cent. discount, for small lots. P. B. & Co. brand 50 per cent. of list for small lots. Large lots 50 and 10 four months, with 5 per cent off for cash in 30 days.

CHEMICALS.

The chemical market continues featureless, and no change is likely to take place till the arrival of vessels when prices will drop. Bleaching powder has ruled firm at \$2.25 to \$2.50 per 100 lbs. Other principal lines are, Caustic soda 3c. per lb. Sal soda 90c. per 100 lbs. Bicarb soda \$2.15 per keg. Soda ash \$1.65 per 100 lbs. for 58½ per cent. Alum \$1.30 per 100 lbs. Borax 7¼c. per lb. Copperas 72½c. per 100 lbs. These quotations are to arrive and represent round lots.

CEMENT AND FIRE BRICKS.

There is virtually nothing doing in cement and fire brick since our last report, although foreign markets continue firm. It is expected with the beginning of next week things will move.

PAINTS AND OILS.

There has been considerable activity in this department of trade during the week. Orders from the West are being prepared for the steamers which resume the season's sailings within the next few days.

There is great firmness in prices owing to scarcity of stock both in Lead and Linseed Oil while there cannot be any relief obtained from direct importations for at least two weeks. There is no change in prices to record. English markets are reported strong with large business doing.

It is reported on change in London that the East Indian Linseed crop is considerably short and the rumor has had a decidedly hardening effect on the market. It may now be held as settled that we will have no easing in price of Linseed Oil this summer.

NEW YORK MARKETS.

NEW YORK, April 24, 1890.

Apart from fair sales of the more popular brands of foundry pig, there has been little business in iron in this market. Reports from other centres indicate quietude as far as crude materials are concerned, and fail to reflect any change for the better in the market for finished productions. As a matter of fact, business in iron and steel is rather disappointing nearly all along the line, and weak spots are more numerous than anything of a reassuring nature. Makers of foundry pig iron have their production well sold up, and competition in that line is, therefore, temperate for the time being at least. Mill pig, Bessemer pig, and steel of all descriptions are as low as they have been at any previous time this month, however, and do not sell any more freely than when the cost was several dollars per ton higher. Pittsburg seems to be a particularly weak spot. Bessemer pig is selling there at as low as \$18, grey forge pig at \$15 50, muck bar at \$27 50 and under, steel billets at \$27 50 to \$28, steel rails at \$33 or less, and wire rods at \$44.

Cable advices continue to note depression in the English market, and some accounts have reference to apprehension of failures in the trade. Scotch and Middlesbrough warrants have been down to 44s rod the past few days, but were quoted a few pence better at the close Tuesday.

STEEL RAILS.

In this section there is little business doing in steel rails, and the situation of the market is very much the same as described last week; in brief, decidedly mixed. There are a few fair-sized Southern orders about, but bids are invariably low, and the chances appear very slim for better prices here than are current in the West. The "nominal" rate is \$34 at Eastern mill, but \$33 is evidently nearer market value where transactions involving good-sized lots may be involved.

TIN.

Straits tin on the spot sold at as high as 19.95c., and near future deliveries at 19.85c. on the strength of private advices of a sharp rise in prices in the Dutch market and further improvement in the London. Subsequently, London cables came 5s. lower, and prices eased off here in sympathy with that decline, spot lots selling down to 19.85c. and near futures at 19.80c. The movement has been almost wholly speculative, and confined within a narrow circle. Transactions on the Metal Exchange include 20 tons spot at 19.80 @ 19.95c., 10 tons April at 19.80c., 65 tons May at 19.80 @ 19.85c., 20 tons June at 19.85c., 20 tons July at 19.85c., and 10 tons December at 20c. The Billiton sale went at an average of 54 1-2 florins. Latest London quotations were £90 7s. 6d. for spot and £91 2s. 6d. for future.

COPPER.

Copper has been moving slowly. The principal Lake companies are busy on wire bars and cakes, and make no quotation lower than 14 1-2c. for ingot. Some of the smaller companies, however, let small lots go at 14¾c. occasionally, and even at a shade less. The demand here at present is light. Other descriptions are in liberal supply and rather weaker. Arizona has been sold to the extent of nearly 100,000 lbs. at 12.70 @ 12¾c. and for common casting brands 12 1-2c. is the general price, with ½c. less occasionally accepted. London cables quoted merchant bars at £48 5s. spot, £48 10s. future.

LEAD.

Lead is moving off in moderate quantities only, and the demand shows no signs of improvement. Buyers offer 3.85c. for single carloads and holders stand out for 3.90c. No interest seems to be manifested in round lots.

SPELTER.

Western spelter is still quoted at 4.95 to 5c for common, and 5.05 to 5.10 for prime, with demand slow and the tone of the market weak.

TIN PLATE.

Tin plate for future delivery has continued fairly active, and it is estimated that purchases by oil canners the past week or ten days will reach 50,000 boxes. Prices are still unsettled, however, and rather in buyers' favor.

Toronto Markets Continued.

PAINTS AND COLORS.

There has been no changes in prices this week, the market showing only those features noted last week. Dry whitelead, which had declined in the English market, has sustained an advance of 7s. 6d. This advance will not be felt here, as all orders have been placed. This market is now pretty bare of Whitelead, but fresh stocks will arrive from the Old Country in about 10 days. The first steamer to Montreal brings over some. No fresh supplies of linseed oil have been

received and both the local and the Montreal markets are almost absolutely bare. Prices remain at 68 for raw and 71c. for boiled, but on receipt of the spring stocks there will probably be a decline of several cents per gallon. Turpentine is unchanged. Prepared paints are moving fairly well.

Grindstones, not mounted and not less than twelve inches in diameter are now dutiable at \$2 per ton.

The duty of \$1 per dozen, proposed by the budget, on scythe handles (snaths), which were formerly free, has been dropped in committee.

The duty on electric arc light carbons or carbon points not less than twelve inches in length, has been amended in committee to stand at \$2.50 per thousand, and in proportion for greater or less length.

On the free list are placed brass, copper, iron or steel rolled round wire rods, under half an inch in diameter, when imported by wire manufacturers for use in making wire in their factories.

In the suit Flaherty v. Boiler Inspection and Insurance Company of Canada, tried the other day before Judge Wurtele, in Montreal, a decision was given in favor of the defendants. Mr. Flaherty sought to establish a charge of breach of copyright against the company, alleging, that the latter had appropriated, a form of insurance policy that he had originated and copyrighted. From the evidence submitted, the judge held that the plaintiff, placed his case upon violations of rights that were not protected by the copyright law, rights that could only have been insured under the patent law, which the plaintiff had not brought his policy-form under. The copyright law gave protection only to the literary form, not to the individuality of the ideas and it was for the liberties taken with the latter that Mr. Flaherty claimed legal satisfaction. The Boiler Inspector and Insurance Company of Canada were therefore not restrained from using the form protested against.

P. DOTY & SON,

Successors to
W. B. CHISHOLM
Manufacturers of
1, 2, 3 Bushel

Grain

AND

Root

BASKETS

P. DOTY & SON

Oakville, Ontario.



71 Yonge Street.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

Eastlake Metallic Shingles

SHEET STEEL

Pressed Brick

AND

Elevator Fire-Proof Siding Plates.

Our Shingles and Siding Plates are the heaviest and cheapest manufactured.

Price List and Catalogue on application.

The Metallic Roofing Co. of Canada

(Limited.)

Rear 84, 86, 88 and 90 Yonge Street,
TORONTO.

PUSH ON THE HANDLE AND THE SCREW GOES IN.

Will last a lifetime. Two Sizes.

Sold by CAVERHILL, LEARMONT & Co., Montreal, & all other dealers



HENRY S. THORNBERRY & CO.,

Dealers in Electric Light and Electric Supplies, Bells, Batteries, Wire, Annunciators, etc. Contractors for ELECTRIC LIGHTING AND ELECTRIC WORK.

39 King St. West, TORONTO, ONT.

Clarke's Common Sense Sliding-Door Hanger

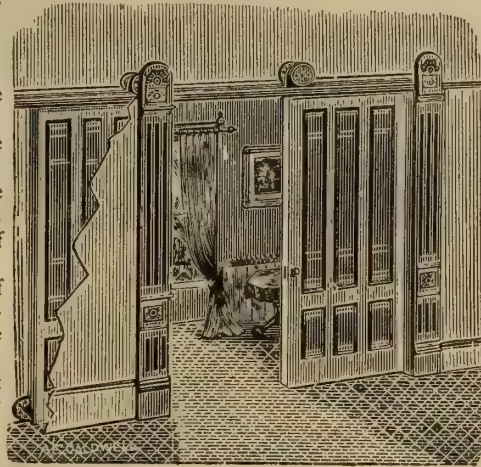
Slides back and forth with a more Graceful and Easy Motion and with less noise than any other Hanger.

With this hanger there is:

- No Side-draft.
- No Kicking.
- No Flanges on the wheels.
- No Jumping the Track.
- No Inaccessible Tracks in the Pockets.
- No Tearing Down of Lath and Plaster.
- No Dead Weight of heavy doors constantly hanging to the track.

No Tracks to be put in until ready to hang the doors.

No False Pockets in the Tracks for either



Single or Double Doors.

Doors equipped with this Hanger are suspended at the upper front corner and supported or rest upon a single roller secured to the lower inside corner, perfectly balanced, moving easily.

Common Sense Hangers can be applied to doors that have been hung with any other hanger without removing the plastering, woodwork, or any of the sheathing of the pockets, or creating any muss whatever.

MANUFACTURED BY

THE PETERBOROUGH LOCK MANUFACTURING COMPANY,
PETERBOROUGH, ONT.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH

CONTINENTAL

HARDWARE

AMERICAN

CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

SPRING SPECIALTIES.

Tin Plates.
Tinned Sheet Iron.
Milk Can Fixtures.
Galvanized Sheet Iron.
Iron Pipe and Fittings.
Iron Wire, bright & annealed.
Iron Wire, Tinned and Galvanized.
Iron and Steel Wire Coppered.
Barbed Fence Wire.
Brass and Copper Wire.
Ingot Tin and Copper.
Half-and-Half Solder

Sheet and Bar Copper.
Lead Pipe and Sheet Brass.
Bar and Pig Lead.
Sheet and Block Zinc.
Spades and Shovels.
Harvest Tools.
Garden Sets and Tools.
Garden Shears.
Lawn Mowers.
Sisal and Manila Ropes.
Hemp, Soapstone and Asbestos Packing.
Window Glass.

Painted Wire Cloth.
Ice Cream Freezers.
Ice Tongs.
Clothes Wringers and Mangles.
Brass Kettles.
Enamelled Kettles.
Enamelled and Tin Saucepans.
Agate Ironware.
Granite Ironware.
Pressed Tin and Copper Ware.
Japanned Tinware.
Bird Cages.
Wire Dish Covers.

Fly Traps.
Electro-Plated Ware.
Cutlery.
Sponges and Chamois Skins.
Lamps and Lamp Goods.
Gas Fixtures.
Cornice Pole Trimmings.
Kearney & Foote's Files.
Mathieson's Planes.
School-House Bells.
Building Paper & Carpet Felt.
Glues, etc., etc.
Guns, Ammunition, etc.

Builders' Hardware, House Furnishing Goods, Tinsmiths' Supplies, Plumbers' Supplies, Steamfitters' Supplies, Brush and Broom Makers' Supplies.

OWING TO CHANGE IN TARIFF ALL TOOLS HAVE ADVANCED FIVE PER CENT. OVER FORMER PRICES.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



The above Brand of Lead

Requires no Association Guarantee.

It is the STANDARD of the Dominion for

Purity, Fineness and Whiteness.

WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

**Williamson
& Lambe**
STORAGE.

54 & 56
Wellington St. E.,
TORONTO.

DESKS

**OFFICE, LIBRARY,
CHURCH AND SCHOOL
FURNITURE.**

JOHN M. BLACKBURN & CO.,
41 COLBORNE ST., TORONTO.,
—AND—
162 ST. JAMES ST., MONTREAL.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb.	24, 25c
Straits 100 lb ingots.	24, 25
Strip	26, 27

Tin Plates—Charcoal Plates, Bright.

Bradley Grade—	Per box.	
I.C., usual sizes	\$6 25	\$6 50
I.X., "	7 50	7 75
I.X.X., "	8 75	9 00
Raven & P.D. Grades—		
I.C., usual sizes	5 00	5 25
I.X., "	6 00	6 25
I.X.X., "	7 00	7 25
L.XXX., "	8 00	8 25
D.C., 12½ x 17	4 75	5 00
D.X., usual sizes	5 75	6 00
D.X.X., "	5 50	6 65

Note.—Other brands in round lots might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 50 4 55
I.C., special sizes	4 65 4 75
B.V. Grade, I.C., usual sizes	4 50 4 65

Note.—Round lots of 14220 could be purchased of 25c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 50 8 75

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Iron and Steel.

Common Iron, per 100 lb	2 40	\$2 50
Refined "	2 75	2 90
Horse Shoe "	2 75	2 90
Band "	3 20	
Hoop "	3 20	
Swedish "	4 00	4 50
Nova Scotia Bar iron	2 75	
Sleigh Shoe Steel	2 75	
Machinery, Tire Steel	3 25	
Best Cast Steel, per lb.	0 13	0 14
Russian Sheet "	0 11	0 12
Tank Plates	2 25	2 50
Boiler Rivets	4 75	5 00

Boiler Tubes.

2-inch	13c
3-inch	18½
Boiler Plate, ½ inch	\$3 50
" 5-16 "	3 35
" ¾ "	3 25
Sheet Iron, 1 to 20 gauge	3 50
" 22 to 24 "	3 75
" 24 to 26 "	4 00
Canada Plates, Blaine	3 25
" Boars Head	3 50
" Maple Leaf	3 25
All Bright	3 50
Galvanized Iron, Queen's Head—	
16 to 24 gauge, per lb	5½, 6c
26 gauge, "	6, 6½
28 " "	6½, 6¾
Galvanized Iron, Gordon Crown—	
16 to 24 gauge, per lb	5½, 6c
26 gauge, "	6, 6½
28 " "	6½, 6¾

Note.—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, ½ inch, per lb	4½c
" 7-16 inch "	51
Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—Ingot.

Lake Superior, per lb	0 00 0 00
Baltimore "	0 15 0 16
English B.S. "	0 15 0 16

Bolt or Bar.

Cut lengths, round, ½ to 1 in.	\$0 28 \$0 31
" round & square	
1 to 2 in	0 26 0 28

Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,	
16 oz, 14x48 and 14x60	\$0 19 0 20
Untinned, 14 oz, and light,	
16 oz, irregular sizes	0 20 0 21

Note.—Extra for tinning, 2½ cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x 48 and 14x60 0 30 0 32

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb.	0 20 0 24
" 35 to 45 "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned, per ss.	0 26
Spun "	0 30

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21 0 25
" 27 to 30 "	0 23 0 29
" 30 and up "	0 26 0 29
Sheets, hand-rolled 2x4 ft.	0 23 0 25

Zinc Spelter.

Foreign, per lb.	0 05½ 0 06
Domestic "	0 05 0 05½

Zinc Sheet.

5 cwt casks	0 06½ 0 06½
Part casks	0 06½ 0 07

Lead.

Imported Pig, per lb.	0 04 0 04½
Domestic "	0 04 0 04½
Bar, 1 pound	0 05 0 05½
Sheets, 2½ lbs, per square ft,	
by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft,	
by roll	4 75 5 00

Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 27½ p.c. discount.

Note.—Cut lengths, net price; ton lots 27½ and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 20 0 22
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Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb.	\$0 20 \$0 21
Other makes "	0 19 0 20

Pure White Lead, ground in oil.

Associat'n guarantee, per lb.	5½ 6
No. 1 Do.	0 5½
No. 2 Do.	0 4½
No. 3 Do.	0 4½

Prepared Paints.

(In ½, 1 and 1 gallon tins.)	
Pure, per gallon	\$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)	
Venetian Red, per lb	0 05
Chrome Yellow "	0 09
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) in bbls, per lb	0 01½
" (J.F.L.S.) "	0 01½
Venetian Red (R.C.2) "	0 01½
" (1343) "	0 02
English Oxides "	0 03½
American "	0 02½
Paris Green, per lb	0 15
Burnt Sienna "	0 08½
Burnt Umber "	0 06
Drop Black "	0 09
Chrome Yellows "	0 12
" Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls.)

No. 1 Furniture, per gal	0 70
Brown Japan "	0 70
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 20
Hard Oil Finish "	1 50

Linseed Oil (in bbls.)

Raw, per gal	0 68
Boiled "	0 71

Turpentine (in bbls.)

Selected Packages, per gal	0 61 0 63
Toronto Lead and Color Co.'s Paints.	
Pure Pr'd Paints, ½, 1 gal tins, p. gal.	1 10
Elastic "	0 90
Metallic paints, for barns, in bbls	0 75
Carriage " qts, 60c; nts, 45c	
" Top Dressing " 60c; " 45c	

White Lead, pure, 25-lb irons, per lb	0 06 1/2
" No. 1	0 05 1/2
" No. 2	0 04 1/2
" No. 3	0 04 1/2

A. G. Peuchen & Co.'s Prices.

Paint Oil, boiled	0 35
Peuchen's Pure English Paint in 1, 1/2 and 2 gals. per gal	1 12 1/2
Peuchen's Prepared Paint	1 00
2nd Quality Mixed Paint	0 75
Carriage Colors, quarts	0 55
Pure Lead, a guarantee	0 06 1/2
Best White Lead	0 05 1/2
No. 1 Lead	0 04 1/2
No. 2 Lead	0 04 1/2
Yellow Ochre	0 01
Golden Ochre, French	0 02
Extra Golden	0 03
Paris Green, pure	0 18
One pound package, pure	0 20
Cookson's Venetian Red	1 50
Best Vermillion	0 15
2nd Quality Vermillion	0 10
3rd	0 07
No. 1 Furniture Varnish	0 65
Brown Japan	0 65
No. 1 Carriage	1 25
Elastic Oak	1 25
Orange Shellac	2 00
White Shellac	2 25

Acme Paints.

Neal's Carriage, discount 40 p. c.	0 02
English Oxide, by the barrel	0 01 1/2
American Oxide	1 25
No. 1 Venetian Red	0 25
Acme Decorative, discount 40 p. c.	0 25
Granite Floor, in tins, 90c, 47 1/2 c.	1 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	0 50
" Wagon and Imperial, dis 40 p. c.	0 90
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz.	1 25
Acme Carriage Top Dressing, \$1 75 per doz	4 00 8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 per cent. Amer	
Rim Fire Cartridges, Dom. 50 and 10.	
Rim Fire Military, net list. Amer.	
Central Fire Pistol & Rifle, discount 15 p. c., Amer.	
Central Fire Cartridges, Dom. 30 & 10	
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p. c. Amer.	

Wads.

Eley's, per 1,000	\$0 25 \$1 60
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Anvils.

Per lb.	0 10 0 12 1/2
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz.	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each.	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	5 65 1 59
Pegging, " "	0 65 1 25
Brad, " "	0 85 1 60
" handled, " "	3 60 7 30
Saddlers', " "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, " "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz.	2 80 8 30
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Axes.

Per box	7 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Light Brass Nos. 3 to 10	Per doz. 1 80 14 50
" Nos. 2 to 10	1 00 9 00

Door.	
Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50
Cow.	
American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 p. c.	

Farm.

American, each	2 00 5 00
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House.

American, per lb.	0 35 0 40
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Bel lows.

Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount 35, 40 per cent.	

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37 1/2, 40 percent.	

Bench Stops.

Per doz.	5 00 6 00
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Bits—Auger.

Gilmour's dis 55 to 60 p. c.	
Excelsior—Jennings, discount 60 per cent.	
Jennings' Imitation, list 45, 47 1/2 per cent.	
Jenning's Gen, net list.	

Car.

Gilmour's, 47 1/2 to 50 per cent.	
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Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb.	0 11 0 15
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Boils.

Carriage, dis. 60 and 5 per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis. 30 to 45 p. c.	
Elevator, dis. 35 to 40 p. c.	
Machine, dis. 60 to 60 and 5 p. c.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 65.	
Vegetable, per doz	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	500 40 23
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Butts—Brass.

Wrought Brass dis. 60, 60 and 5 per cent.	
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Cast Iron.

Loose Pin, dis. 60 to 60 and 10 per cent.	
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Wrought Steel.

Fast Joint, dis. 60, 60 & 5pc.	
Loose Pins, " 60, 60 & 5pc.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.

Horse, per doz	0 70 0 95
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Carpet Stretchers.

American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz	22 50
World	21 75
Daisy,	24 00
Star,	18 00

Crown Jewel, per doz	29 00
Grand Rapids,	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50pc.	
Plate " dis. 50pc.	

Cattle Leaders.

No 31 and 32, per gross.	8 50 11 25
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Cement.

Portland, car load lots	3 2
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.

White, lump, per lb.	0 01 1/2 0 01 1/2
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz.	0 85 4 00

Churns.

Amer., dis. 50 p. c. to 61 p. c.	
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Clamps.

Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clips.

Axle, dis. 65 p. c.	
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Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
No. 2	2 70

Compasses, Dividers, etc.

American, discount 65 p. c.	
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Cradles, Grain.

Canadian, discount 25 p. c.	
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Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English,	2 00 4 00

Draw Knives.

American, dis. 70.	
Canadian, dis 25 to 35 p. c.	

Drills and Drill Stock—Brest.

Millar Falls, per doz.	16 00 51 50
P. S. & W., dis. 40 per cent.	

Twist.

Morse, dis. 30 to 33 1/2 per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.

Dis. 17 1/2 to 22 1/2 p. c.	
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Fawcets.

Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star,	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10	
Barton Smith, dis 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis., Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25pc.	
Horse Rasps, Kearney & Foote's dis Am list, 50 pc.	
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33 1/2 p. c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc., dis. 40 per cent.	
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Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis. 50, 50 & 10 p. c.	

Fruit Presses.

Henis' per doz	4 00
Enterprise, discount 10p. c.	

Fry Pans.

Acme, discount 50, p. c.	
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Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p. c.	
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Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 10
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Glass.

4th quality Star, 1st break	1 65
" 2nd "	1 75
" 3rd "	3 90
" 4th "	4 20
" 5th "	4 50

Window Glass.

Pilkington's ordinary.	
1st break	\$1 66
2nd "	4 32
3rd "	5 08
4th "	5 51
5th "	5 94
6th "	6 60
7th "	7 32

Picture Glass.

Pilkington's ordinary.	
1st break	4 80
2nd "	5 25
3rd "	6 00
4th "	6 60
5th "	7 2
6th "	7 65
7th "	8 58

Glue.

American, per lb	0 09 1/2 0 10 1/2
Canadian	0 09 0 10
French Medal	0 13 1/2 0 15
White	0 16 0 20

Glue Pots.

Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list, Can. discount 25 to 27 1/2 p. c.	
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Tack.

Magnetic, per doz	1 10 1 50
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Sledge.

Canadian, per lb.	0 12 1/2 0 15
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Ball Pean.

English and Can., per lb.	0 25 0 37 1/2
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Handles.

Axe per doz	1 00 3 50
Store door "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

Hooks—Cast Iron		Pencils.		Scale Beams.		Cigar Box Nails, dis. 35 p.c.	
Bird Cage, per doz	0 50 1 10	Dixon's, per gross	1 00 4 25	Canadian, B. S. & M. dis. 40 per cent.		Shoe Finders' Tacks & Nails, dis. 25 p.c.	
Clothes Line, "	0 27 0 63	" Carpenter	2 25 3 60	Scrapers.		Tape Lines.	
Harness, "	0 72 0 88	Picks.	6 00 9 00	Box, per doz	2 10 4 50	English, per doz	32 75 30 50
Hat and Coat, per gross	1 00 3 00	Picture Nails.		Foot, "	40 3 50	Chesterman's, each	0 90 2 85
Chandelier, per doz	0 50 1 13	Porcelain Head, p. gross	1 65 3 00	Screens.		" steel, each	0 80 8 00
Wrought Iron.		Brass Head, "	40 1 00	Window, patent, per doz	6 00 7 50	Thermometers.	
Wrought Hooks and Staples, Can.	dis. 17½, 20 p.c.	Planes.		Sargent's, per doz	65 4 00	Tin case & dairy, dis. 75 p.c.	
Wrought Hooks and Staples, Amer	dis. 75 to 75 and 5 per cent.	Wood, bench, Canadian, or American	dis. 50.	Screws.		Ties.	
Wire.		Wood, fancy Canadian, or American	dis. 35, 37½ per cent.	Wood, flat head iron, dis. 47½ percent.		Cow, per doz	1 25 2
Hat and Coat, dis. 35, 40 p.c.		Bailey's (Stan R. & L. Co.) dis. 35, 37½	per cent.	Wood, round head iron, dis. 42½ per cent.		Tinner's Shears and Snips	
Belt, per 1,000	0 60 2 70	Miscellaneous, dis. 15 per cent.		Wood, flat and round head, brass,	dis. 25 p.c.	P.S. & W., 10 p.c. advance on American	list.
Screw, bright, Eng. dis. 40, 5, 45 per	cent.	Bailey's Victor, dis. 15 per cent.		Bench, wood, per doz	3 25 4 00	Tinware.	
Horse Nails.		Plane Irons.		Bench iron per doz	4 25 5 75	Stamped, dis. Assn list, 70, and 12½ per	cent.
Canadian, dis. 50, 50 and 10.		Pliers and Nippers.		Scythes.		Japanned, dis. 35, 50 p.c.	
Ice Picks.		Button's Genuine, per doz. prs. dis	37½, 40 p.c.	Discount 40 per cent.		Pieced, dis. 40, 50 p.c.	
Star, per doz	3 00 3 25	Button's Imitation, per	doz.	Scythe Snaths.		Transom Lifters.	
Kettles.		German, per doz	7 40 10 25	Canadian, dis. 35, 37½ p.c.		Payson's, dis. 25 per cent.	
Brass spun per lb	0 26 0 30	Plumbs and Levels		Shears.		Traps.	
Copper, "	0 40 0 45	R. S. & L. Co., dis. 65 p.c.		B. & W., japanned, dis. 75 per cent.		Game, Newhouse, dis. 17½, 20 per cent.	
Enamelled Can. 50 p.c.		Poppers.		B. & W. N. P., dis. 65 p.c.		Game, H. & N., or P.S. & W., discount 57½	to 62½ p.c.
American, 50 and 10, 60 and 5 per cent		Corn, square, per doz	1 35 2 00	Seymour's dis. 60 p.c.		Mouse, per doz	0 35 1 50
Keys.		Pruning Shears.		Etna, dis. 75 @ to 75 and 10 per cent.		Rat	2 00 4 50
Lock, Can, dis 50 p.c.		Per doz	4 00 5 50	Sheaves.		Trowels.	
Cabinet, Trunk, and Pad-		Pulleys.		Sliding Door, per set	77 1 40	Disston's, discount 10 p.c.	
lock, Am, per gross	1 60 4 75	Hothouse, per doz	55 1 00	Canadian, dis. 7½ per c.		German, per doz	4 75 9 00
Knobs.		Screw	22 33	Shovels and Spades		Brade's	7 00 10 50
Door, japanned, and N.P., Can. list	dis. 50 p.c.	Awning	35 2 50	Canadian, dis. 37½ p.c.		S. & D., discount 35 p.c.	
Bronze, Berlin, per doz	2 75 3 25	Pumps.		Sieves.		Triers.	
Bronze, Gem, "	6 00 9 00	Rumsey, Cistern & Pitcher Spout,	55, 60 per c.	Wood Rim, black, p. doz	1 15 1 35	Butter, per doz	6 25 9 00
Lava, "	8 75 10 00	Punches.		" tinned, "	1 35 1 60	Trucks	
Shutter, porcelain, F. &		Saddler's, per doz	1 00 1 85	Tin Rim, "	2 30 2 45	Twines.	
L. screw, per gross	31 30 4 00	Conductors, "	9 00 15 00	black, "	1 80 2 25	Bag, per lb	0 12½ 0 20
Ladles.		Tinner's solid, per set	72	Snaps.		Wrappg, mott'd, pr. pack	0 50 0 60
Melting, per doz	1 70 4 50	" hollow, per inch	1 00	Harness, German, p. gro.	2 01 5 50	" cotton, per lb	0 18 0 20
Lemon Squeezers.		Putty.		Acme, "	3 00 5 00	Mattress, per lb	0 33 0 45
Porcelain lined, per doz	2 20 5 60	Bladder, per 100 lbs	2 00 2 25	Lock, Andrew's	4 50 11 50	Staging	0 27 0 35
Galvanized, "	1 87 3 85	Tins, lbs	2 50 2 75	Soldering Irons.		Broom	0 30 0 55
King, wood, "	2 75 2 90	Rail.		Per lb	0 30 0 32	Binding, flax, per lb	
glass, "	4 00 4 50	Barn Door, per foot	3 34	Wrought Spikes.		" jute	
All glass, "	1 20 1 30	Sliding Door, "	34 34	Discount, 20 percent.		Vises.	
Lines.		Rakes.		Spoke Shaves.		Hand, per doz	4 00 6 00
Fish, per gross	1 05 2 50	Cast Steel and Malleable, Canadian	list dis. 40 per cent.	Wood, English	1 80 5 00	Bench, parallel, each	2 00 4 50
Chalk, "	1 90 7 40	Razors.		Iron, American	1 35 2 35	Coach, each	6 00 7 00
Locks—Door.		Boker's, per doz	7 50 11 00	Spoons and Forks.		Peter Wright's, per lb	0 12 0 13½
Canadian, dis. per cent.	50	Wade & Butcher's	3 60 10 00	Sheffield Sterling.		Pipe, each	5 50 9 00
Russell & Erwin, per doz	2 90 7 50	Razor Strops.		Tea Spoons, per gross	7 50 12 00	Saw, per doz	6 50 13 00
Cabinet.		Currier's, per doz	1 25 3 60	Dessert " "	21 00	Washer Cutters.	
Eagle, dis. per cent	33½ 35	Rivets and Burrs.		Table " "	30 00 30 00	Per doz	4 00 8 50
Padlock.		Copper Rivets, dis. 40 to 40 and 5 p.c.		Dessert Forks, "	24 00	Well Wheels.	
English and Am. per doz	50 6 00	Iron " 40 per cent.		Medium " "	27 00	Amer., per doz 8, 10 & 12 in.	3 38 6 00
Scandinavian, "	1 00 2 40	Burrs, Iron, 30, 33½ per c.		Table " "	36 00	Wire.	
Eagle, dis. per cent	15 1 17½	Rivet Sets.		Squares.		Market, bright and annealed, Nos. 1	to 16 10 to 15 p. cent. advance on list
Mallets.		Canadian, dis. 30, 35 per c.		Iron, per doz	1 65 2 90	from stock.	
Tinsmiths', per doz	1 25 1 50	Rope.		Steel, dis. 75 p.c.		Market, oiled, coppered, galv., 10 to	15 p. c. advance.
Carp'trs', hickory	1 25 3 75	Sisal, per lb	12 12½	Try and bevel, dis. 50, 55 per cent.		Market, tinned, per lb	0 04½ 0 08
Lignum Vita, "	9 55 5 00	Manilla, " No. 1	14½ 15	Fence, galvanized, per lb	5 5½	Galvanized Fence, 10 to 15 per ct. ad-	vance on list.
Caulking, each	1 60 2 00	" No. 2	13½	Wrought Iron, dis. 75, 75 and 10 per	cent.	Tinned Broom, from 19 to	22 gauge, per lb
Mattocks.		Cotton, " "	22 25	Stocks and Dies, Amer. dis. 25 per	cent.	Malin's Wire on spools, dis. 30 to 45	per cent.
Canadian, per doz	8 50 10 00	Deep Sea, "	15 16	Stone.		Clothes Line, galv., p. 100ft	0 25 0 55
Meat Gutter.		Rules.		Washita, per lb	0 15 50	Barbed Wire.	
Enterprise, dis. per cent	20 25	Boxwood, dis. 75 & 10 & 5 80 percent.		Hindostan, per lb	0 06	Galv. steel barb fencing	
Dixon's, each	1 60 2 00	Ivory, dis. 40, 40 & 5 per cent.		" Slips, per lb	9	" Lock Barb, " 4 point	0 51 0 05½
Woodruff's " "	1 10 1 70	Sad Irons.		Labrador, per lb	0 13	Ditto Glidden 2 point	0 05½ 0 06
Hale's, "	1 05 1 50	Mrs. Potts, per set	1 05	" Axe, "	0 15	Galv. Ste 1, plain twist	0 05
Hume, "	13 00 16 00	" N. P.	1 35	Turkey	0 50	Galvanized Barb, "Ly-	man, " 2 to 4 points
Mincing Knives.		Sand and Emery Paper.		Arkansas	1 50	Terms, 60 days or 2 per cent off for	cash—10 days.
American, per doz	42 2 35	B. & A. sand, dis. 25, 30 p.c.	55 90	Water-of-Ayr	0 10	Wire Cloth.	
Molasses Gates.		Sash Cord.		Scythe, per gross	3 50 5 00	Ordinary, discount 25 p.c.	
Stebbin's Patent, dis. per cent, 65 to	70 per cent.	Sash Locks.		Grind, per ton	15 00 18 00	Painted Screen, p. 100 sq ft	2 25 2 35
Nails.		Triumph and Morris, dis 37½, 40 per	cent.	Stove Polish.		Wrenches.	
Cut, 3 inch and upwards		Kempshell's dis. 40, 62½ per cent.		Per gross	1 5 7 50	Agricultural, dis. 70, 70 & 10 per cent	
per keg	2 90	Canadian, dis. 45, 50 p.c.		M.L.S., per gross	2 50	Standard, dis. 60, 60 & 10 p.c.	
55 per cent. Brads & Moulding Nails,		Sash Weights.		Jacoby	5 00	Coe's Gen'l, dis. 40, 45 p.c.	
discount 55.		Emery, per quire	24 3 00	Mirror Black Lead, per gr.	2 00	Diamond, dis. 33½, 35 p.c.	
Wire Nails, 60.		Sausage Stuffers.		Jos. Dixon's, bulk, per lb.	0 07	Tower's Engineer, each	2 00 3 00
Nail Pullers.		Each	1 00 3 00	Dixon's Plumb, " "	0 15	" S, per doz	5 80 7 50
German & American	1 85 3 50	Saws.		M.L.S. Paste, per gross	9 00	G. & K.'s Pipe	6 00
Nail Sets.		Hand, Disston's, dis. 10 to 12½ p.c.		Nicholson's, per doz	1 00 1 25	Burrell's " each	13 40
per gross		S. & D., dis. 35 per cent.		Tacks, Brads, etc.		Pocket, per doz	1 25 2 00
Square, round and octa-		Cross-Cut, Disston's, per ft. 35, 47.		Cut, Carpet, gimble, blue, dis. 35 p.c.		Wringers.	
gon	3 38 4 00	S. & D. dis. 25 per cent.		" tinned, dis. 45 p.c.		Each	3 50 5 00
Diamond	12 00 15 00	Hack, complete, each	1 75 2 75	Swedes' iron, blue or tinned, dis. 42½ p.c.			
Oil.		" frames only	75	Upholsterers' dis. 42½ p.c.			
Canada Refined Oil (Toronto)	0 14½	Per doz	1 65 9 00	Copper Tacks and Nails, dis. 35 p.c.			
Carbon Safety	0 17½	Scales.		Trunk and Clout Nails, " 40 p.c.			
Canada W.W.	0 20	Canadian List, dis. 40 p.c.		Patent Brads, dis. 40 p.c.			
American W.W.	0 25			Finishing Nails, dis. 35 p.c.			
Castor	per lb. 0 11½ 0 12						
S. R. Seal	per gal 0 63 0 65						
Oilers.							
McClary's Galvan. Iron							
Oil Can, with Pump,							
per doz	19 50						
Zinc and Tin, dis. 50, 50 and 10.							
Copper, per doz	1 25 3 50						
Brass, "	1 50 3 50						
Pails.							
Galvanized, per doz	2 00 3 50						

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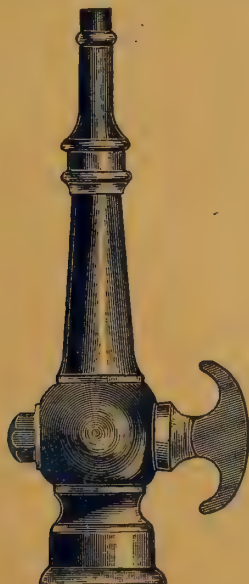
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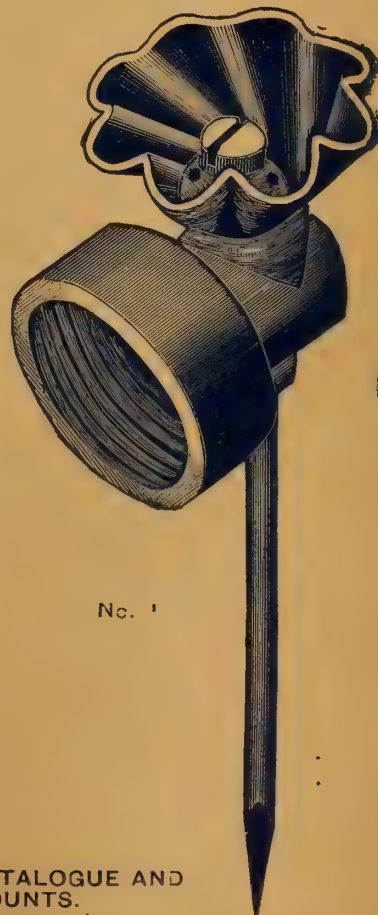
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No. 2.



No. 1



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No. 1. Fountain with spike, nickel plated	doz.						7 00
No. 2. Magic Branch, spray or straight	"						12 00
No. 3. New	"						10 00
Branches nickel plated, extra	"						50

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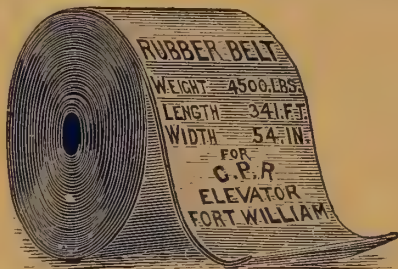
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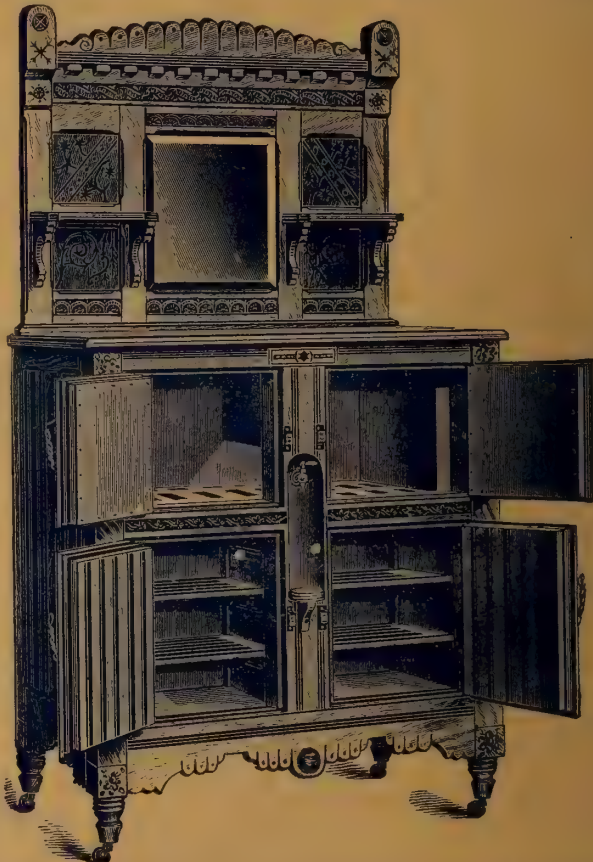
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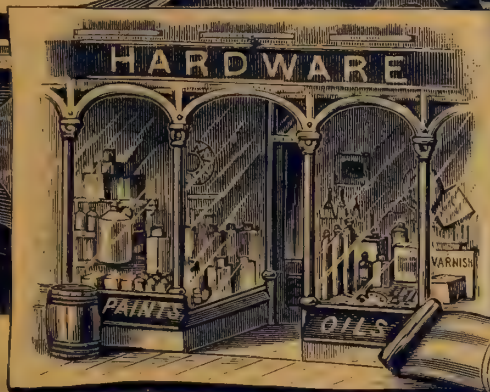
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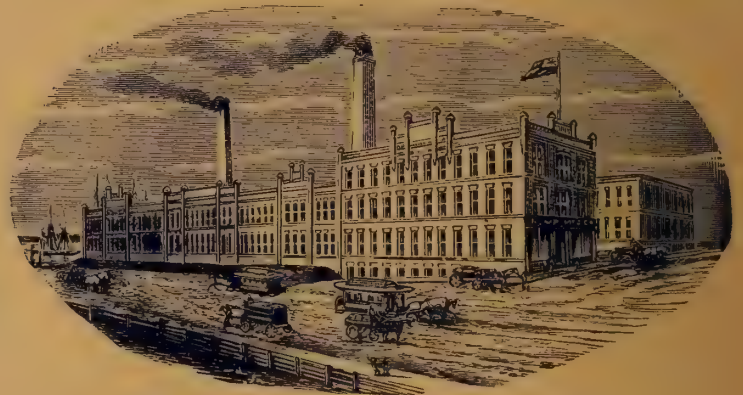
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Vol. 2.

TORONTO AND MONTREAL, MAY 3, 1890

No. 187

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. Hugh C. McLean, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

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For the purpose of inducing members of the trade who are possessed of special information, which would be of benefit to the trade generally, the publishers of "Hardware" will pay a fair price for such articles. Address "Hardware," Toronto.

WHOLESALE TRADE WITH CONSUMERS.

The established arrangement whereby the retailer's stock is made the medium through which the wholesaler's goods shall reach the consumer, seems not to be without its non-conformists. In "Heck's Column," and in a communication just to hand from another reliable source, as well as in former reports commented upon at the time, we learn that there is still a good deal of net-spreading by certain wholesalers to catch a share of the trade with consumers. Such wholesalers are evidently at some disadvantage. They seem unable to run off their stock through the conventional channels of trade, and have come to deem it not INFRA DIG. of their standing to peddle their goods. Peddling wholesalers cannot find the purely wholesale role profitable. They should make no pretence of remaining in it. Trading as wholesalers, such dealers have the untaxed right to send travellers through the country to develop trade. The Municipal Act should be so amended, that any township, village, or town would be empowered to pass a by-law requiring all such travellers who canvass for consumers' trade to take out a pedlar's license or be punished for violation of the local license law. The Municipal Act already authorizes municipal councils to impose a license for the right to canvass consumers for tea, dry goods and jewelry. The carrying of goods is not a necessary matter. The soliciting of trade, the exhibiting of samples, the after delivery, the buyers not being wholesalers or retailers, are the circumstances that make a man

eligible to be charged for a pedlar's license, if the municipality choose to adopt a by-law against such trade. They are amply competent under sub-section 4 of the 495th section of the Municipal Act. The fault with this sub-section is, that it is not comprehensive enough to take in peddling travelers that we know of. They happen not to be engaged in selling tea, dry goods, or jewelry. The Municipal Act should be extended to embrace all trades where there may be wholesale travellers and there may be pedlars. The movement for the amendment of the Act in this direction must begin with the retail trade. Theirs are the interests that suffer from the absence of municipal power to make wholesale peddling in lines not already specified an illegal thing.

It is singular that legal power is needful to stop such methods of dealing. From the information supplied by a travelling representative, we find that wholesalers who have retail custom, resort to the pedlars' methods right in the constituency of their customers' trade, and after selling full retail orders they go out and forestall their customers' sales by seizing upon the same themselves. A case in point is one where a Toronto paint and varnish house sold goods to a Western hardware merchant promising not to sell any one else in the same town. Shortly after he left the retailer found that he had sold three of his customers. If there are wholesale establishments so little self-respecting and so dishonorable as to do this, there must be retailers meek-spirited enough to stand it. The life could be withered out of such a practice if the trade blew the breath of disapproval on it, and condemned it not merely by complaint but by an everlasting withdrawal of trade from such wholesalers. The traveller that is found doing such undermining of a local tradesman's business should not be spared the hearing of righteous indignation against his conduct, and the report of it should dog his heels everywhere he goes.

How easy it is for information to reach every trader, when local associations exist. A communication from one body to another or to a dozen others will spread abroad the fruit of an injurious act with certainty and exactness. Such local bodies are bureaus of

information, not merely of what they collect locally but from outside sources. They give a defensive and organic constitution to retail trade which is now in a most primitive state. The helplessness of the small dealers against wrong practices of wholesalers is only a sample detail of the unsatisfactory position in which the want of organization leaves those who are the legitimate purveyors to the wants of consumers. The retail trade is the machinery through which the consumption is kept supplied, and that machinery is in serious want of system. Local engineers should therefore be examining the local situation, and making plans for the improvement of it. By organization and intercommunication, the trading faculty throughout the country would soon be able to extinguish traders who disgrace the wholesale name by first stocking and then intercepting the business of their customers.

WHAT IS PROFIT ?

Profit is that which remains in the hands of the storekeeper after all of the various expenses of doing business are paid. Selling goods at an advance over the invoice price is not always profitable. The cost of transportation, store rent, clerk hire, fuel, lights, waste, spoilage and leakage must all be taken into consideration, and the merchants who expect to do business and live must sell their goods at such an advance as to cover all these expenses and leave something besides. There are changes in styles that have to be considered; there are losses incurred by bad debts. There is the expense of carrying an over-supply of unsaleable goods; in fact, there are hundreds of things to be considered by every merchant who embarks in business and who expects to be successful in his undertakings. There is fierce competition to be met, and how to do this and make a living profit taxes the ingenuity of the storekeeper to the utmost.

It is becoming almost imperative upon storekeepers to reduce the running expenses of their business to the utmost possible limit. One excuse for trusts is the allegation that they are formed for the purpose of doing business at a reduced expense; but the trouble with them is that when they once get command of the market they want to

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MONTREAL.

HECK'S COLUMN.

Now that the Retail Grocers' Association, of Toronto, are giving the pedlar nuisance a thorough investigation, and trying to place higher license on them, the country merchants begin to talk as well about their pedlars. So do towns which are not county towns. All through the Dominion we find towns that are not county towns, as large, and in some cases larger than the county towns. As I understand it the county towns have power to grant their own license, where the towns, not county towns, are excluded from this clause. Now that allows the pedlar to enter towns not county towns, but protects the county towns from such. They (the pedlars) having to take out a separate license to enter that place. The secretary of an outside grocery association, in speaking about this to me, puts it in good form. He says, personally, he does not mind the pedlar selling his goods, but it is the way he does it. He says many things about the merchants of the town he is working in, to injure their trade. The license taken out is a county license, but little peddling is done in the county outside of these towns, not county towns. This I think will show merchants a new thought in regard to the licensed pedlar, and the smaller towns should themselves get to work and remedy this. You grocers who are troubled with the pedlar let others hear your complaints, and if in no other way do it through the medium of these columns.

If the merchants complain, and that for a just cause, it is right that I should try and see them out of their difficulty. No merchant ever speaks to me without saying something. A good many have one thing to contend with that should be stopped. What they are now troubling over is this: Why does the traveller sell to any outside of the trade? Now I have never seen the travellers selling outside the retail trade, but am of the opinion that it is done by some, and can only say that a first class house would not do such an act. The retail merchant may be classed as the wholesaler's agent in the town he is doing business in

If the wholesalers sell goods to outsiders it is not right. Some merchants suggest that if they do sell why not invoice them the goods and allow them the profit on the sale. One merchant was telling me where a hardware man had sold a dry goods merchant nails, locks, etc., to build a new barn. He also sold tools to mechanics' at factories, and the same day sold the retail merchant a supply

that would take months to get rid of, as the consumers are being supplied by the wholesale trade. The merchants do this grumbling. Why not tell the travellers as well as myself? They do not all sell outsiders, and in justice to yourselves, patronize the house that does not do this stealing of your trade on your grounds.—HECK IN THE CANADIAN GROCER.

W McNALLY & CO.,

IMPORTERS OF

PORTLAND, ROMAN AND CANADA CEMENTS,

Fire Bricks, Fire Clay, Drain Pipes, Calcined Plaster, Tiles, Fine Covers,
Navy Wheelbarrows, Cast Steel Scrapers, &c..

CORNER WELLINGTON AND GREY RUN STREETS.

P O BOX 1244 YARD, 28 MCGILL STREET

Montreal, April 1st., 1890

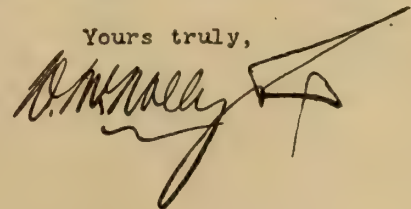
J. B. McLean, Esq.,

Publisher "HARDWARE", Toronto.

Dear Sir:- We are well satisfied with the results of our advertising contract with your publication "HARDWARE".

It is one of the few advertising mediums which we use from which we know that we get a direct benefit, and we remain,

Yours truly,



CANADIAN
METALLIC

TRADE



MARK.

IRON
OXIDE.

FERGUSSON, ALEXANDER & CO.,

their laboratory at Glasgow 93 per cent. It is by far the brightest Oxide ever made from Canadian ore. Rich red color, highly magnetic and nearly as cheap as the less pure best American.

have placed on the market their "Elephant" brand of this Oxide assayed in Canadian ore. Rich

SUPPLIED TO THE TRADE ONLY.

SAMPLES AND QUOTATIONS ON APPLICATION TO

Fergusson, Alexander & Co.,

MONTREAL.

Proprietors of the "Elephant" brand White Lead. Ready Mixed Paints and Varnishes, and "Mistletoe" Window Blind Green.



The revised tariff in Newfoundland places the duty on cut nails at 20 per cent.

Mr. Thos. Blaikie, Sarnia, has gone to Montreal to enter the employ of R. H. Jones & Co., hardware manufacturers.

The sale of a Sultana Island mining property at Lake of the Woods is reported. Ten thousand dollars is the price.

The duty of $1\frac{3}{4}$ cents per lb. on wrought iron tubes or pipes has been reduced to the former scale, six-tenths of a cent and 30 per cent. ad valorem.

Jules Hamel, a leading merchant of St. Pierre Miquelon, is under arrest at Halifax for debt. His liabilities are \$100,000, much of which is owing in Halifax.

James Davis has secured the signature of 300 Hamilton merchants on the petition asking that the 26th be set apart for the celebration of the Queen's birthday.

Mr. William D. Ross, London, who has been connected with the oil refining business in that city for several years, has left for Colorado, where it is his intention to reside.

The duty on rasps and files as fixed by the budget, at 10 cents specific and 30 per cent ad valorem, has been reconsidered in committee, and finally placed at the old rate of 35 per cent. ad valorem.

Next season's California canned fruit will be largely put up in outside soldered packages. This method will allay the fear of lead poisoning, and restore trade with Germany, whose Government prohibited old style inside-soldered cans.

The Canadian Pacific has opened a large tract of territory for the wholesale and manu-

facturing trades of Ontario, Quebec and the Maritime Provinces, the importance of which they are now beginning to realize. By granting the trade every facility possible, the C. P. R. is gradually developing an extensive inter provincial trade.

Charles Brock, aged 17, an apprentice at the McClary stove foundry, London, met with a bad accident last week. His hand became entangled in a drop-press as it descended, and before he could pull it out the press had dropped twice, tearing two fingers off and otherwise smashing his hand and wrist. Dr. Belton dressed the wound. It is feared the hand will have to be amputated.

Mr. J. Wylie, of Toronto, Canadian representative of the thread firm of Messrs. Kerr & Co., Paisley, Scotland, was in Ottawa on Saturday on business with the Minister of Customs relative to what he considers an anomalous tariff on hank yarn coming into this country from Paisley. He objects to the duty of 20 per cent. on colored yarn, while but $12\frac{1}{2}$ per cent. is levied on white and black yarn, although both are for the same purpose and were formerly charged $12\frac{1}{2}$ per cent.

Two by-laws will come before the rate-payers of Berlin on the 12th of May to grant aid to two new businesses. The first is to lend the sum of \$5,000 to the firm of Jackson & Cochrane, repayable at the end of ten years without interest. The firm proposes to manufacture wood-working and other machinery, and are required to employ at least 25 skilled workmen. The second by law is to grant a bonus of \$10,000 to the Berlin Piano Company, payable in ten annual instalments of \$1000 each, on condition that the Company employ continuously at least 60 skilled workmen.

F. A. Lallemand, a Montreal insolvent hardware merchant, has been condemned to one month's imprisonment by Justice

Tait for making a fraudulent abandonment of his estate. He assigned in March 1889, and was arrested on a writ of capias. In his defence he produced his statement of assets, which his creditors contested as incomplete and fraudulent. The principal omission was a mortgage for \$8,000 he had given to his father a month before, when he knew perfectly well that he was insolvent, and \$6,000 of which are not accounted for. The court held that a mortgage of that nature is a preferential payment, and consequently a sequestration of assets.

TRADE SALES.

On Tuesday next, the 6th inst., at Suckling & Cassidy's auction rooms, the general stock of R. B. Smith & Co, Goderich, valued at \$9,228.10 will be sold.

At Suckling & Cassidy's warerooms, on Tuesday, the mens' furnishing stock of E. R. Johnston & Co 242, Queen street west, Toronto, valued at \$2498.17, was sold to C. Cummings, Galt, at 46 cents in the dollar.

The bankrupt stock of D. Roncheleau, of Windsor, amounting to \$14,200, was sold by W. Y. Brunton & Son, auctioneers, to Mr. Slater, of Chatham, for 62c, on the dollar.

The stock of Samuel L. Lyons, of Aylmer, inventoried at \$6,266 32, general dry goods, has been sold to Mrs. Neelon Starratt, at 65 cents on the dollar.

The following changes in the tariff as proposed in the budget have been made in Committee of the House:

Seeds were reduced from 15 to 10 per cent.

Lead pencils from 35 to 30 per cent.

Plumbago from 25 to 15 per cent.

Liquid and mixed paints from 25 per cent. and 5 cents per pound to 30 per cent.

In lard the weight of the package shall be included for duty only when the package is tin.

H. S. HOWLAND, Sons & Co.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

WINDOW GLASS--In Stock in the Following Sizes:

50 FT. BOXES.

7 x 9, 8 x 10, 10 x 12, 10 x 14, 10 x 16, 12 x 16, 12 x 18, 12 x 20, 12 x 22, 12 x 24,
12 x 26, 12 x 28.

100 FT. CASES.

12 x 30,	12 x 32,	12 x 34,	12 x 36,	14 x 18,	14 x 20,	14 x 22,	14 x 24,	14 x 26,	14 x 28,
14 x 30,	14 x 32,	14 x 34,	14 x 36,	15 x 28,	15 x 30,	15 x 32,	15 x 34,	16 x 20,	16 x 22,
16 x 24,	16 x 26,	16 x 28,	16 x 30,	16 x 32,	16 x 34,	16 x 36,	18 x 20,	18 x 22,	18 x 24,
18 x 26,	18 x 28,	18 x 30,	18 x 32,	18 x 34,	18 x 36,	20 x 24,	20 x 26,	20 x 28,	20 x 30,
20 x 32,	20 x 34,	20 x 36,	20 x 40,	22 x 24,	22 x 26,	22 x 28,	22 x 30,	22 x 34,	24 x 30,
24 x 32,	24 x 34,	24 x 36,	26 x 28,	26 x 30,	26 x 32,	26 x 34,	26 x 36,	26 x 40,	28 x 30,
28 x 32,	28 x 34,	28 x 36,	28 x 40,	30 x 30,	30 x 32,	30 x 34,	30 x 36,	30 x 38,	30 x 40,
30 x 50,	32 x 34,	34 x 36,	34 x 40,	34 x 48,	40 x 50,	40 x 60,			

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, etc.

A. J. WHIMBEY, Manager.

"Sheffield Sterling" Spoons and Forks.

Best Known Substitute
for Sterling Silver.

Harder, and resists acids better than any so-called
Nickel goods. See quotations on last page.

A. C. Anderson & Co., 16 Wellington St., Toronto, Sole Wholesale Agents for Canada.

PATENTS

Obtained in Canada, United States, Great Britain and
all Foreign Countries.

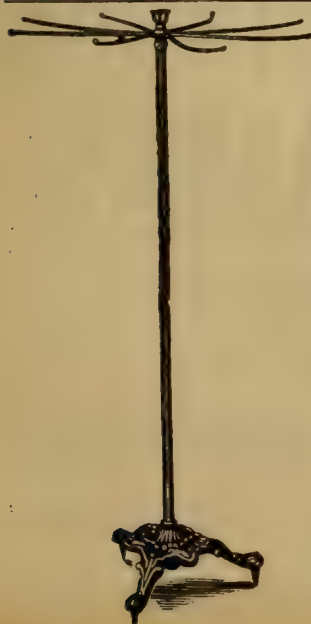
TRADE MARKS, DESIGNS AND COPYRIGHTS REGISTERED.

FETHERSTONHAUGH & CO.,

Solicitors of Patents and Experts.

Canadian Bank of Commerce Building (2nd floor),

TORONTO.



THE BARNUM

WIRE AND IRON WORKS,

Walkerville, Ontario.

MANUFACTURERS OF

LAWN FOUNTAINS,
SPRING HINGES,
CABINET HARDWARE,
STORE FITTINGS,
BUILDERS' IRON WORKS,
IRON FENCES,
CRESTING,
STABLE FITTINGS, ETC

Send for our New Catalogue which will be ready
for distribution April 1st

PORTLAND CEMENT

ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS.

FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS

DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING

SANDSTONES,

CALCINED PLASTER.

BUILDERS' & CONTRACTORS'

SUPPLIES

Of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:

McGill, Wellington, Grey Nun and Youville sts.,

MONTREAL.



100 ESPLANADE E.

JOHN J. CARTSHORE,

Telephone 616. 49 Front St. W., Toronto.

Railway & Tramway Equipment

STEEL RAILS NEW OR SECOND HAND All Sections

Cast and Wrought SCRAP IRON in Car lots,
Charcoal Pig Iron.

Zebra Spiral Steel Fencing Wire.

Australian Fence Wire Strainers.

Send for Prices.

J. W. PATERSON & BRO.,

TORONTO AND MONTREAL.

MANUFACTURERS AND IMPORTERS.



Roofing Material, Building Paper, Plaster, Cement, etc.

IMPORTANT NOTICE.

We are now using strong thin cord in the manufacture of our O. K. Building Paper, whereby we not only add greatly to the strength of the paper but also prevent any chance of its tearing at the edges.



PROVINCE OF ONTARIO.

Buxton—Echlin, D. C., general store, sold out to C. H. Echlin.

Eldorado—Weaver, S. F., general store, assigned to Jas. C. Dale, Madoc.

Glenarm—Rickaby, Seth, general store, succeeded by Murcheson & Gilchrist.

Hastings—Carey, Jno., G. wagon maker, assigned to Jno. Finlay & Son, Norwood.

Kemptville—Blackburn & Co., general store, stock, etc. advertised to be sold by auction on 28th inst.

Leamington—Reissner, F., stoves and tinware, assigned to J. C. Iler, Sandwich.

North Williamsburg—Thorn, Edwin L., tinsmith, assigned in trust.

Ottawa—Proctor, J. W. & Co., general store, dissolved, J. W. Proctor continues. Style unchanged.

Ridley—Echlin, C. H., general store, sold out to H. C. Eastlake.

Thornbury—Myers, W. C. & Co., (co nom) (estate of), general store, stock sold.

MANITOBA AND NORTH-WEST TERRITORIES.

Winnipeg—Torrey, Jno. H., plumber and gas fitter, sold out to Gaspar Gladmish.

QUEBEC.

Dewitville—McCaffrey, R., general store, offering to compromise.

North Onslow—O'Donnell, Jno., general store, Wm., Grier, of Montreal, appointed curator.

Quebec—Phillips & O'Sullivan, plumbers, dissolved.

St. Felix De Valoise—Martineau, C., general store, demand of assignment.

St. Pierre les Becquets—Poisson, Jos., general store, assigned in trust.

NOVA SCOTIA.

Halifax—Jones, Geo. W., general store, offering to compromise.

River Philip—Bent, S., general store, deceased.

NEW BRUNSWICK.

Moncton—Record Foundry & Machine Co., sold out retail department.

COUNTING-HOUSE HINTS.

That advertisement is a last year's bird's nest. Yank it down and get some fresh sticks and horse-hair.

You musn't expect to establish very much of a business by merely hanging out a shingle and squatting down behind it.

I want every man in my employ to be determined, but I don't want him to be any more determined than I am.

True, my kind of business caution doesn't consist in showing my heels. There's where I draw the line between caution and cowardice.

Haven't you learned what I mean by my kind of "immediately"? I mean yesterday—or just as soon thereafter as you can adjust necessary conditions.

If you don't waste any more than 25 per cent. of what you spend your above the average. A competency drains through most men's waste-pipes.

That alleged advertising card is contemptible. If I knew that worm caught a customer I'd decline his custom. I'd just pitch fish and fish pole and all into the river.

General idea, good! Now get it formulated in the way of a plan on paper. A plan like this is a winter apple that develops by lying around in the office grass. At last it either ripens or rots, gets knocked into shape or gets "knocked out."

Don't be afraid of spreading my advertising seed too thick. Just bear in mind, however much you sow, that nine-tenths of it has got to be offered as a sacrifice to the crows, and field-mice, and frosts, and surface drainage, and clodhoppers who trample it under foot.

A man's responsibility begins the minute he finds himself in possession of one talent or one dollar, and it increases with every added dime and every added talent—or fraction of a talent. Doing up in napkins won't do at all, except for sore thumbs.

Don't be discouraged because your business bothers you now and then. So does even the best of wives. In either case, it's worth considering whether more than half the fault shouldn't be debited to your own account.

He's one of those so-called business men who thinks money alone can assure success in a business undertaking. I tell you that the five Great Lakes, if composed of liquid gold, and with Niagara for a spout, couldn't keep our small business mill-wheel singing for a twelve-month. Brains and heart's-blood make the only reliable motive power. —The Office.

LEADING ACCOUNTANTS AND ASSIGNEES.

E. R. C. CLARKSON
TRUSTEE AND RECEIVER

TORONTO,

In affiliation with

JNO. B. CLARKSON

Temple Buildings, - - - MONTREAL.

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention.

Henry Barber & Co.,

Successors to Clark, Barber & Co.,

Trustees, Receivers, Accountants and Commissioners.

Correspondents in London, Leeds, Liverpool, Glasgow, Winnipeg, Montreal, Hamilton and Vancouver. TELEPHONE 2339.

20 Front St. E., Toronto.

ST. CATHARINES, ONT

McKINNON

DASHES

CHEAPER

BETTER

STRONGER

THAN HAND MADE

If you get the S. F. Quality.

TORONTO LEAD AND COLOR COMPANY'S VULCANIZED FLOOR PAINTS

SOMETHING ENTIRELY NEW.

Dry hard with a fine gloss in 12 hours.

READ OUR TESTIMONIALS.

We have been selling Toronto Lead & Color Co's pure paint about five years. think it the best mixed paint in the market.

WALLACEBURG, DEC. 14th, 1889.
It has given perfect satisfaction, and we

SHAW & WOOLIVER.

THE NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
—APPLY TO—

THE MILLS, Campbellford, Ont.

B. GREENING WIRE CO., LTD.

MANUFACTURERS OF

Painted Screen Cloth,
Clothes Line Wires,
Perforated Sheet Metals,
Wire Cloth, all kinds,
Wire Rope, all kinds,
Metallic Lathing.

Wholesale agents for Ontario Wire Fencing Co. Send for Catalogue mentioning your requirements.

Hamilton, Canada.

CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public against imitations of their manufactures.

None are genuine unless bearing the

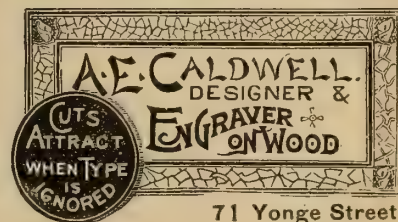
MARK.

TRADE



GRANTED

1764.



71 Yonge Street.

S. I.C. Fell & Co
STEEL SEALS & STAMPS STEEL DIES

STENCILS, NAME, PLATES, RUBBER STAMPS, TRADE MARKS.

13 VICTORIA ST., TORONTO.



CATALOGUE FREE

BINDER TWINE.
BINDER TWINE.
BINDER TWINE.

Car Lots and less than Car Lots.

HOBBS HARDWARE CO.,
LONDON, - ONT.

ASK FOR QUOTATIONS.

THE DOMINION WIRE ROPE COMPANY,
MANUFACTURERS OF



(Works at Lachine).

FOR HOISTING, MINING, TRANSMISSION OF POWER, TOWING, SHIPS' RIGGING, GUYS, ETC., ALSO LANG'S PATENT WIRE ROPE FOR TRANSMISSION AND COLLIERY PURPOSES.

Signal Strand Clothes Lines & Seizing Wire.
JAMES COOPER, Agent,
MONTREAL.

Millers Take Notice.



HOW TO WIN FORTUNE.

This is the theme discussed by Mr. Andrew Carnegie, the great iron founder, in the New York Tribune of Sunday last, in his usual penchant and practical manner. Every line of his letter is worth careful thought. He believes the young man of to-day has a chance to rise and points out that "the difficulties are not insuperable, nor greater than have hitherto existed. They are not such as to discourage but only such as to stimulate the ambitious; and this is always to be taken into account, that if the race in the industrial and business world be the harder to win, the prize is infinitely greater."

The names of the leading industrial, mercantile, commercial, and financial establishments, are given and the oft-repeated story told that all of them were started and brought to their present high position by men from the ranks. The millionaires who are in active control started as poor boys, and were trained in that sternest but most efficient of all schools—poverty.

The absence of the college graduate in every department of affairs is considered; the prize-takers have too many years start of the graduate, they have entered for the race invariably in their teens—in the most valuable of all the years for learning anything—from fourteen to twenty; while the college student has been learning a little about the barbarous and petty squabbles of a far-distant past, or trying to master languages which are dead, such knowledge as seems adapted for life upon another planet than this, as far as business affairs are concerned—the future captain of industry is hotly engaged in the school of experience, obtaining the very knowledge required for his future triumphs.

"I do not speak," says Mr. Carnegie, "of the effect of the college education upon young men training for the learned professions, but the almost total absence of the graduate from high position in the business world seems to justify the conclusion that college education as it exists is fatal to success in that domain. The graduate has not the slightest chance, entering at twenty, against the boy who swept the office, or who begins as shipping clerk at fourteen. The facts prove this.

"There has come, however, in recent years, the polytechnic and scientific school, of course of study, for boys, which is beginning to show most valuable fruits in the manufacturing branch. The trained mechanic of the past, who has, as we have seen, hitherto carried off most of the honors in our industrial works, is now to meet a rival in the scientifically educated youth, who will push him hard—very hard indeed. Three of the largest steel manufacturing concerns in the world are already under the management of three young educated men—students of these schools who left theory at school for practice in the works

while yet in their teens. Walker, Illinois Steel Co., Chicago; Schawb, Edgar Thompson Works; Potter, Homestead Steel Works, Pittsburg, are types of the new product—not one of them yet thirty.

QUALITIES ESSENTIAL TO SUCCESS.

Workingmen have a prejudice against showing their employers that the wages they earn suffice to enable them to save; but this is a mistake. The saving workman is the valuable workman, and the wise employer regards the fact that he does save a prima facie evidence that there is something exceptionally valuable in him. It should be the effort of every corporation to induce its principal workers to invest their savings in its shares. The day of the absent capitalist stockholder, who takes no interest in the operation of the works beyond the receipt of his dividend, is certainly passing away. The day of the valuable active worker in the industrial world is coming. Let, therefore, no young, practical workman be discouraged. On the contrary, let him be cheered. More and more it is becoming easier for the mechanic or practical man of real ability to dictate terms to his employers. Where there was one avenue of promotion, there are now a dozen. The enormous concern of the future is to divide its profits, not among hundreds of idle capitalists who contribute nothing to its success, but among hundreds of its ablest employes, upon whose abilities and exertions success greatly depends. The capitalist absent stockholder is to be replaced by the able and present worker. The Tribune has asked me to go further, and state the qualifications necessary for the promotion of young practical men. George Elliot put the matter very pithily: "I'll tell you how I got on. I kept my ears and eyes open, and I made my master's interest my own."

DANGERS TO YOUNG MEN.

There are three great rocks ahead of the practical young man who has his foot upon the ladder and is beginning to rise. First, drunkenness, which, of course, is fatal. There is no use in wasting time upon any young man who drinks liquor, no matter how exceptional his talents. Indeed, the greater his talents are the greater the disappointment must be. I do not mean by drinking liquor, the taking of a glass of beer or wine at meals. It is not necessary for a man to be a total abstainer in order to be temperate. The rule should be: never enter a barroom and never drink liquor except at meals.

The second rock ahead is speculation. The business of a speculator and that of a manufacturer or man of affairs are not only distinct but incompatible. To be successful in the business world, the manufacturer's and the merchant's profits only should be sought. The manufacturer should go forward steadily, meeting the market price. When there are goods to sell, sell them; when supplies are needed, purchase them, without regard to the market price in either case. I have never known a speculative manufact-

urer or business man who scored a permanent success. He is rich one day, bankrupt the next. Beside this, the manufacturer aims to produce articles, and in so doing to employ labor. This furnishes a laudable career. A man in this avocation is useful to his kind. The merchant is usually occupied distributing commodities; the banker in providing capital.

The third rock is akin to speculation—in-dorsing. Business men require irregular supplies of money, at some periods little, at others enormous sums. Others being in the same condition, there is strong temptation to indorse mutually. This rock should be avoided. There are emergencies, no doubt, in which men should help their friends, but there is a rule that will keep one safe. No man should place his name upon the obligation of another if he has not sufficient to pay it without detriment to his own business. It is dishonest to do so. Men are trustees for those who have trusted them, and the creditor is entitled to all his capital and credit. For one's own firm, "your name, your fortune, and your sacred honor"; but for others, no matter under what circumstances, only such aid as you can render without danger to your trust. It is a safe rule, therefore, to give the cash direct that you have to spare for others and never your indorsement or guarantee.

One great cause of failure of young men in business is lack of concentration. They are prone to seek outside investments. The cause of many a surprising failure lies in so doing. Every dollar of capital and credit, every business thought, should be concentrated upon the one business upon which a man has embarked. He should never scatter his shot. It is a poor business which will not yield better returns for increased capital than any outside investment. No man or set of men or corporation can manage a business man's capital as well as he can manage it himself. The rule, "Do not put all your eggs in one basket," does not apply to a man's life-work. Put all your eggs in one basket, and then watch that basket, is the true doctrine—the most valuable rule of all.

While business of all kinds has gone, and is still going rapidly, into a few vast concerns, it is nevertheless demonstrated every day that genuine ability, interested in the profits, is not only valuable but indispensable to their successful operation. Through corporations whose shares are sold daily upon the market; through partnerships that find it necessary to interest their ablest workers; through merchants who can manage their vast enterprises successfully only by interesting exceptional ability; in every quarter of the business world, avenues greater in number, wider in extent, easier of access than ever before existed, stand open to the sober, frugal, energetic and able mechanic, to the scientifically educated youth, to the office-boy and to the clerk—avenues through which they can reap greater success than were ever before within the reach of these classes in the history of the world.

When, therefore, the young man, in any position or in any business, explains and complains that he has not opportunity to prove his ability and to rise to partnership, the old answer suffices:

"The fault, dear Brutus, is not in our stars,
But in ourselves, that we are underlings."

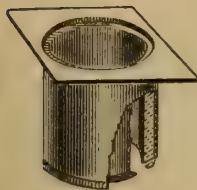
**IMPROVED PATENT ASBESTOS FLOOR
& PARTITION CROCKS**

These CROCKS are light,
Easy to fit and Thoroughly
Fireproof, and wherever
known have taken the First
Place in the Market.

PATENTEE AND SOLE
MANUFACTURER,

A. Fairgrieve

Office and Factory,
128 Richmond St., W.
TORONTO.

**JAMES MORRISON,**

MANUFACTURER AND WHOLESALE DEALER IN

ENGINEERS AND PLUMBERS' BRASS WORK.

Iron and Brass Valves, Inspirators, Injectors, Ejectors, Revolution Counters,
Engineers' Clocks, Steam and Hydraulic Gauges, Wrought Iron Pipe and
Fittings, Soil Pipe and Fittings, Lead Pipe, Sheet Lead, etc.

Also keep always in stock full lines of

Sanitary Earthenware, Water Closets, Wash Basins, Etc.

MORRISON BRASS WORKS, ADELAIDE ST. WEST, TORONTO.

REFRIGERATORS.

Hardwood, Lined Galvanized Iron, Patent Locks, Economical,
Reliable, Cheap.

MILK

DELIVERY

CREAMERY

CAN

TRIMMINGS
AND

CANS MADE UP.

OIL;

GAS,

VAPOR,

STOVES.

Ice Cream Freezers,

Heavy Dairy Pails.

Galvanized Iron Eave Trough 8 feet lengths.

We make and supply everything used by Stove and Tinware Dealers.

WRITE OUR NEAREST HOUSE.

The McClary Manufacturing Co'y

LONDON, TORONTO, MONTREAL, WINNIPEG.

Toronto Plate Glass Importing Co.

Highest Award, Toronto, '87

**GLASS IMPORTERS,**

Bevellers and Mirror Manufacturers.

Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

For Mirrors and other Glasses

TELEPHONE 1599.
CABLE ADDRESS, "PLATE."

55 Victoria Street, - - - Toronto, Ont.

**Why are Shepard's "Lightning" Freezers the Best in the Market?**

They are the only Freezers that have the FAMOUS WHEEL DASHER.

THEY THEREFORE FREEZE THE QUICKEST. There is less friction than in other freezers.

THEY THEREFORE ARE THE EASIEST TO OPERATE.

The Wheel Dasher, as it turns, forms a vacuum in the freezing cream from top to bottom of the can, which fills with air and the latter is beaten in the cream, not only making the ice cream extra light and palatable, but greatly increasing quantity in the can.

THEY THEREFORE MAKE THE BEST ICE CREAM, AND MORE OF IT, FROM A GIVEN QUANTITY OF CREAM.

RESULT: Shepard's "Lightning" Freezers FREEZE THE QUICKEST, EASIEST, and make NOT ONLY THE BEST, BUT THE MOST ICE CREAM from given quantity of cream.

MORAL: "Ask for the "Lightning" and take no other.

THOS. DAVIDSON & CO., MONTREAL.

MARKETS

TORONTO, May 1, 1890.

Trade cannot be viewed as being particularly active, yet the general impression is that there is not any just ground for complaint as to the volume of business, compared with the corresponding period of the preceding year. Some little disappointment has been manifested as to the condition of the market, as holders fully expected that higher prices would have been realized for stocks on hand, judging from the marked activity that was displayed in both the English and American markets in the earlier part of the year. Predictions, however, have not been fulfilled, and the result is that some concessions have been made, although stocks are light and, large orders are unable to be executed with any degree of promptness, as manufacturers in almost every department appear to be fully employed.

Travellers, in the country, are taking only moderate orders for seasonable goods, and report a marked reluctance on the part of country merchants to order at all freely. In harvesting tools there is the usual business doing, and the movement in some lines of shelf hardware is of fair extent. It is very probable that there will be advances in several lines of shelf hardware next week. The goods to be advanced are mostly English and American lines, the advance being made necessary by the increased duties proposed. Wholesalers here are this week endeavoring to come to a mutual understanding as to the extent of the advances, and they will be announced next week.

Navigation at Montreal may be expected to be fully open in a week's time when there will be an increased movement of goods to wholesale merchants hands, and by them distributed through the country. Steamers have already arrived at Quebec, and are expected in Montreal daily. What effect the arrival of spring goods will have upon prices remains to be seen, but there are those who are disposed to doubt that, with increased stocks values now ruling can be maintained, in the present condition of the market. Linseed oil and whitelead are pretty certain to be lower, and some other lines will also probably depreciate in value.

The condition of general trade throughout the country in other lines than hardware does not appear to be of the most satisfactory nature, and if the coming crop should prove a poor one the lookout would be gloomy indeed. The banks evidently recognize this fact and are urging upon wholesale merchants the advisability of curtailing their import orders. They are also, wherever possible, increasing their reserves in anticipation of possible future difficulties. It is significant that the last bank statement showed a marked increase in mercantile loans, although the banks are handling their funds very conservatively. Payments from country merchants have shown signs of improvement of late, which is a hopeful feature, but it is very evident that great caution should be exercised in trading this year.

IRON.

The iron market exhibits but slight signs of improvement, notwithstanding that the present presents a good opportunity to purchase for futures. The disposition, however, on the part of all large operators and manufacturers is not to enter into any contracts for fall delivery based upon to-day's prices,

which certainly indicates a far more healthy condition of the market than last week. The local market continues rather depressed, with but a minimum amount of business doing. Common bars are selling from \$2.40 to \$2.50. Makers, however, are reported busy on back orders. Imports of iron into Canada for the past three months are considerably below those of the corresponding period last year. English advices report the market there in an unsettled condition. At Birmingham the reductions announced at the quarterly meeting in unmarked sheet, strip, bar and pig iron have had no effect thus far in attracting orders. At present quite three fourths of the sheet mills are standing for want of orders, and the galvanized sheet trade is in an equally depressed condition. There is no improvement to note in the manufactured iron trade of the North, and the absence of work is now beginning to look serious. Connal's store iron is now said to be the cheapest iron in the world.

On the other side of the water no evidence of improvement can yet be discerned in the shipbuilding industry. Shipbuilders especially are taking a very gloomy estimate of the prospects; there are no inquiries in the market, at least merchants are holding such back if there are, and contracts in hand are getting steadily worked off. Already steel ship plates have fallen below £8 per ton, a drop of over 40s. from the highest points; boiler plates have declined 45s. and malleable bars are as low as £6. Lower prices are confidently looked for by merchants.

TIN.

Ingot tin has experienced a sharp advance in the past three or four days, recent cables quoting an advance of £3 to £4 per ton, and a proportionate advance has taken place in the New York market. There has been a better speculative demand, based chiefly upon belief that shipments from the east will be smaller. The price, however, has not changed in this market, there not being sufficient demand to warrant an advance, and, indeed, it is altogether likely that prices could be shaded under quoted figures.

LEAD.

Pig lead was decidedly sluggish in the early part of the month, but an advance of fully 10s. sterling per ton has since taken place. The local market is dull and easy. Stocks are quite sufficient for all requirements, there being practically no business doing, outside of the routine movement. Soft Spanish is cabled at £12 12s. 6d., to £12 15s., with the market fairly active and quite firm.

COPPER.

Copper is evidently firmer from the tenor of a dispatch to a manufacturer's agent advising not to sell too freely. A higher figure in this article is looked for.

ANTIMONY.

Antimony remains unsettled, although it is a little more steady than last week. There is only the ordinary local demand.

SPELTER.

The advance in zinc spelter has been followed by a further increase of 10s. per ton, as per cables received from Antwerp.

TIN PLATES.

Notwithstanding that it is impossible to get prompt deliveries the English market has been favoring buyers, but more particularly in common grades of cokes. Charcoals remain unchanged. Stocks here are light and for standard brands very little if any concession is being made. The cable reports that the tinplate market has continued very much depressed. Makers have freely quoted 13s. 9d. for ordinary cokes,

and buyers offer only 12s. 9d. for large lots. Only a portion of the mills are running, but unless buying improves many will soon have to be worked on plates for stock or stop running altogether.

CANADA PLATES

As the season advances inquiries for Canada plates are becoming more numerous, but there does not appear to be much disposition on the part of merchants to sell for fall delivery, as all quotations from the makers and their representatives are for immediate acceptance only, and early shipments. Stocks in the country are not heavy and have changed hands this winter at advanced prices. It is, however, understood that there have been a few transactions, the particulars of which have not transpired.

SCRAP METALS.

There is a fair movement in all scrap metals, and the scarcity in copper and brass noted last week still exists. Wrought scrap is moving freely, as bar iron makers are busy. It is stated that there will not be as much scrap iron imported this year as usual, although several pretty large contracts are said to have been made, and a large quantity will shortly be on its way to this country. The Grand Trunk Railway have already contracted to convey 50,000 tons from the seaboard to western points. Dealers here report a reduction of prices shortly. Dealers' paying prices are as follows: No. 1 heavy cast scrap, 70c. per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap, 90c.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new scrap copper, 10c.; heavy scrap copper, 10½c.; old copper bottoms, 8½c.; light scrap brass, 5½c.; heavy yellow scrap brass, 7½c.; heavy red scrap brass, 9c.; scrap lead, 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2½ to 2¾c.; country mixed rags, \$1 to \$1.20 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

HIDES, ETC.

HIDES—A carload of cured moved out of the market on Monday at 4½, and this is expected to be developed another eighth before next week is over. Butchers' have also gone up a quarter, quoting 3¼ for steers' and 4¼ for cows'.

SHEEPSKINS—The market continues good, and the supply is but fair. Select heavy bring \$1.50 to \$1.60. Lower grades run from \$1.25 upwards. Calfskins are 6c. for No. 1, and 5c. for No. 2. These figures are still very firm.

WOOL—Pulled, extra-super is 30c. super 25 to 26c. and lowest 24c. Fleeces are 22c.

PAINTS AND COLORS.

Prepared paints are moving quietly at present, travellers in the country reporting not a little difficulty in placing orders. The competition in these is pretty keen at present, and some cutting in prices is being indulged in. It is expected that the output this year will hardly equal that of last, as the demand for them has not been as good. Manufacturers are still busy, but will probably stop in a couple of weeks time. It is noteworthy that while the cost of all the ingredients used in prepared paints is higher than last year, manufacturers are getting less for their product than a year ago. Turpentine is decidedly lower this week, being quoted at 57 to 58c. Stocks in the city are ample for all requirements, the demand being but moderate. Linseed oil continues very scarce, and a letter from a Montreal firm, this week, states that the market there is almost bare. It was expected that Canadian crushers would deliver about this time, but they say they are unable to for a time yet. Fresh stocks of whitelead will arrive here soon which will make the cost lower.

NORTHEY & CO., - TORONTO, ONT.

MANUFACTURERS OF
SINGLE AND DUPLEX

Steam and Water-Power Pumps

FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP CONDENSERS

FOR ATTACHING TO

High Pressure Steam Engines,

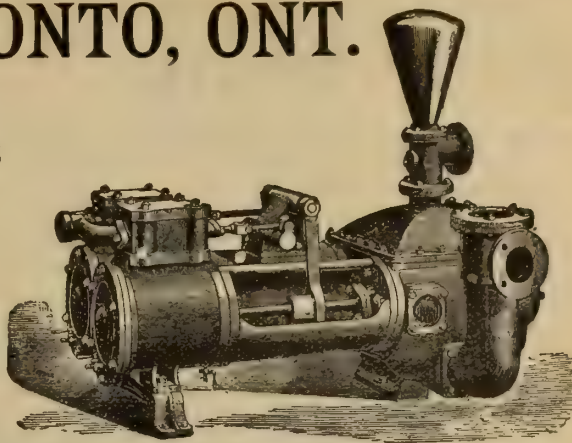
MARINE AND STATIONERY.

GREAT ECONOMY

—IN—

FUEL AND POWER

GUARANTEED.



Prices and particulars on application.

OFFICE AND WORKS: Corner Front and Parliament Sts.

BEARING TESTIMONY.

EDITOR HARDWARE, Toronto.

DEAR SIR,—I have pleasure in enclosing my subscription for another year, \$2.

I am glad to be able to bear testimony to the useful character of the matter contained in your "weekly," as well as the very correct information given in regard to prices, values, and prospects.

Yours truly,

HENRY TAYLOR.

Perth, Ont., 19 April, 1890.

The time for receiving tenders for the supply of cement for the Department of the Board of Works, Toronto, has been extended to May 20.

TORONTO DROP FORCE CO.,
68 ESPLANADE ST.



Manufacturers of
CARRIAGE HARDWARE AND
WROUGHT IRON FENCES, Etc.
Drop Forging of every Description.
Prices furnished on application. All work
guaranteed.

London Wire and Iron Works R. DENNIS, Prop.

Manufacturer of Every Description of
ARTISTIC IRON WORK
—AND—
ORNAMENTAL FIXTURES

SEND FOR CATALOGUE.

Estimates and Drawings on Application.

205 & 211 KING ST.,
LONDON, - - - ONT.



Galt Rag and Metal Co., Dealers in Rags, Bones, Scrap Iron, Copper, Brass, Lead, Zinc, Scrap Rubbers, Paper Stock, &c. Highest Cash Prices Paid. Orders by mail will receive prompt attention. Galt, Ont.

You can lose more than we do by not subscribing for this paper.

FRANKEL BROS.

OFFICES AND YARD: } Toronto.
116--130 GEORGE ST.

WHOLESALE DEALERS IN

SCRAP IRON, RAILS, METALS.

SPECIAL AGENTS FOR CANADA

FOR

Railway Supply and Manufacturing Co.,

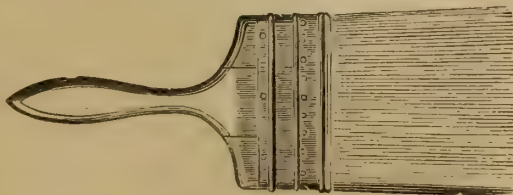
CINCINNATI, OHIO.

MANUFACTURERS OF

Cotton Waste.

THE LONDON BRUSH FACTORY, 61 and 65 Dundas Street, MANUFACTURERS OF

EVERY KIND
OF
BRUSHES
HANDLED BY
HARDWARE
TRADE.



FULL STOCK
OF
CARPET
SWEEPERS.

Awarded Gold and Silver Medals, 1887 and 1888, Bronze A.D. 1889.

THOS. BRYAN, London, Ont.

BOECKH'S STANDARD BRUSHES
FOR SALE
BY ALL LEADING HOUSES.

Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont.

MONTREAL

MONTREAL MARKETS.

MAY 1, 1890.

There has been no change in the market since our last report. All dealers are still complaining of the quietness, with the exception of the paint and oil men, who are doing a booming trade. Upon the arrival of ocean vessels which will be in the next few days prices will decline, particularly in heavy goods, and the seasons business, which is sure to prove a good one, will begin in real earnest.

IRON AND HARDWARE.

We have no change to note this week in iron and hardware except that advices from England report a weakening in this market, and lower prices are sure to prevail. Our prices of last will cover this week.

NAILS.

Makers of nails are now busily engaged in filling their spring orders at the \$2.75 rate. Buyers will not order for future delivery at present range of prices, they are waiting for lower. An advance is reported in horse-nails. Following are prices:

IRON CUT NAILS.

2 dy @ 60 dy, hot cut, per keg	....	2 75
10 dy @ 9 dy, " "	....	3 00
8 dy @ 7 dy, " "	....	3 25
6 dy @ 5 dy, Am. pat	....	5 50
4 dy, " "	....	4 25
3 dy fine hot cut, " "	....	2 75
3 dy @ 5 dy, cold cut, Am. pat.	....	3 25
4 dy, cold cut, " "	....	3 75
3 dy, hot cut, nails " "	....	5 95

Steel Wire
Cut Nails Nails

10 dy @ 60 dy, per keg	.....	\$2 85	\$3 75
9 dy " " "	.....	3 10	4 10
8 dy " " "	.....	3 10	4 45
7 dy " " "	.....	3 35	4 80
6 dy " " "	.....	3 35	5 15
5 dy " " "	.....	3 60	5 15
4 dy " " "	.....	3 60	5 45
3 dy " " "	.....	4 35	6 50
3 dy fine " " "	.....	5 85	8 20

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 75
4 dy @ 5 dy, per keg	.....	4 00
6 dy @ 7 dy, " "	.....	3 75
8 dy @ 9 dy, " "	.....	3 50
10 dy @ 30 dy, " "	.....	3 25
Cut spikes, " "	.....	3 90

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	.....	\$5 15
1 " " "	.....	4 75
1 ½ " " "	.....	4 45

Finishing nails 75c. per keg over same size hot cut, viz., from \$6.60 for inch to \$2.65 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.60 for 1-inch to \$3.40 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$7.10 for 1-inch to \$3.90 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand 50 per cent. discount, for small lots. P. B. & Co. brand 50 per cent. of list for small lots. Large lots 50 and 10 four months, with 5 per cent off for cash in 30 days.

CHEMICALS.

Business in this line has been very quiet the past week, but with open navigation more enquiry expected. Bleaching Powder

from £6. Caustic Soda easier now, quoted at £9, 5, for 70 per cent. and £8, 7, 6, for 60 per cent. Bicarb Soda declined from £6, 5, to £5, 15. Other chemicals unchanged.

CEMENT AND FIRE BRICK.

We have again to report no new feature in this market. Consumers will not buy at the present prices, when they are almost sure to go lower and at present are only buying for their immediate wants. Our report some weeks ago that foreign markets would decline is confirmed and prices are now easier. In this market prices remain unchanged.

PAINTS AND OILS.

The activity in paints and oils noted in our last has continued the past week, some manufacturers being unable to fill orders.

There is great scarcity of stock both in lead and linseed oil in fact shippers are unable to fill more than half their orders and as high as 69c. has been paid for the latter. As it is not yet definitely known when the first shipment will reach this port, there is considerable speculation as to how long the present supply will last.

NEW YORK MARKETS.

NEW YORK, May 1, 1890.

The general situation in the iron and steel trades is much the same at the present time as it was a week ago. Neither crude or finished products are meeting with freer sale here or in other centres at all events, and negotiations are not heard of that suggest any greater confidence on the part of buyers. The railroad companies shop around very thoroughly before making purchases of rails, track material or rolling stock, and purchasing agents seem to be governed in a measure by a conviction that lower prices will ultimately be made on mid-summer and later deliveries. Foundry-men and mill owners are gauging their purchases by immediate wants for the most part, as though satisfied that prices for pig iron are more likely to decline than turn in the other direction. Reports of "bearish" tenor seem to be carefully pondered over, and accepted as containing some grains of truth, while statements of the reverse character are given slight consideration. It does not transpire, however, that manufacturers have yielded any on prices for heavy productions, and only inferior lines of crude material appear to be obtained any cheaper. As a matter of fact, values show only slight movement, while deliveries, to all accounts, are still on a liberal scale. The latest cables advices show a slight turn for the better in the speculative branch of the English market, quoting Scotch warrants at 45s. 5d. and Middlesbrough at 46s.

STEEL RAILS.

The position of the rail market is unchanged. Eastern manufacturers, to all accounts, securing few orders and only small ones at that, while inquiries for round lots are quite the exception. Prices are difficult to quote with any accuracy. On small sales \$34 is obtained, but quotations of \$33 and even a shade less are known to have been made. Other steel still goes at relatively lower figures, or \$27 50 to \$28 for billets and slabs and \$40 for wire rods in Pittsburgh.

COPPER.

The most prominent feature in this market has been a large movement in copper, involving upwards of 1,500,000 pounds Lake Superior ingot held by bankers. The entire quantity was purchased by consumers. Other sales are believed to have been made, with the latest transactions at 14½ to 14¾c. The business outside of the bankers' sales is believed to involve probably 2,000,000 pounds

of wire bars for electrical purposes. At the close of business Tuesday, there were buyers at 14¾c. Arizona copper is still quoted at 12¾ to 12¾c, and common brands at 12¾ to 12½c. London cables quoted an advance in prices of merchant bars to £49 2s. 6d spot, £49 10s, future.

TIN.

Pig tin prices have been governed almost wholly by the manipulation of speculators, and as the chief interest at present is to make a market that will facilitate covering "short" sales to advantage, values here are kept below the level of the foreign markets. The selling, however, has been out of proportion to the "bearish" reports circulated, and reflects some contrast between actual operations and the alleged position. Dealers have purchased slightly more tin on the decline, as have also consumers, but the entire buying makes merely a fair total. Sales on the Metal Exchange include 20 tons spot, at 20.30@20.35c.; 25 tons May, at 20.40c. and 25 tons June, at 20.40c. Latest London quotations were £92 10s. spot, £93 5s. future.

LEAD.

Pig lead has continued very firm in the West and active. There has been more doing in the metal here also, about 300 tons having changed hands the past three days at 4.05c. Buyers offer 4c. for spot or futures and holders ask 4.10c. as a rule. The position of supplies continues favorable.

SPELTER.

Spelter is a shade firmer. Sales have been slightly more numerous, and former cheap lots appear to have been nearly all cleaned up. Western is difficult to obtain just now at less than 5c. for ordinary brands or 5.10c. for prime. Choice brands bring the usual premium.

TIN PLATE.

In tin plate business has been rather slow and prices here are no better, although reports come firmer from the English market.

A CARLOAD.

The Age of Steel says that "nominally a carload continues to be 20,000 pounds. It is also 70 barrels of salt, 70 barrels of lime, 90 barrels of flour, 6 cords of soft wood, 18 or 20 head of cattle, 50 or 60 head of hogs, 90 or 100 head of sheep, 8,000 feet of solid boards, 17,000 feet of siding, 13,000 feet of flooring, 40,000 shingles, one-half less of hard lumber, one-fourth less of green lumber, one-tenth less of joist, scantling and other large timbers, 340 bushels of wheat, 400 bushels of barley, 400 bushels of corn, 680 bushels of oats, 360 bushels of flaxseed, 360 bushels of apples, 340 bushels of Irish potatoes, 380 bushels of sweet potatoes and 1,000 bushels of bran.

Silver Star Stove Paste, is an article put up by Messrs. Dalley Bros, Hamilton. They are meeting with grand success in introducing it to the trade. This paste has been perfected only after much labor and great expense, and a long time experimenting, and not until a guarantee could be given of its merits was a box allowed to go out to the trade. The paste gives a high and very black polish, the contrast being very striking with nickel-plate finished stoves. Sample box on application.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

Eastlake Metallic Shingles

SHEET STEEL

Pressed Brick

AND

Elevator Fire-Proof Siding Plates.

Our Shingles and Siding Plates are the heaviest and cheapest manufactured.

Price List and Catalogue on application.

The Metallic Roofing Co. of Canada

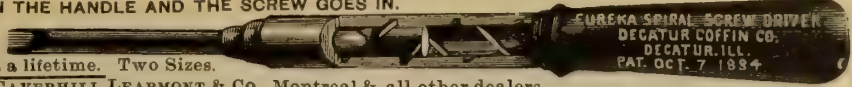
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Rear 84, 86, 88 and 90 Yonge Street,
TORONTO.

PUSH ON THE HANDLE AND THE SCREW GOES IN.

Will last a lifetime. Two Sizes.

Sold by CAVERHILL, LEARMONT & Co., Montreal, & all other dealers



HENRY S. THORNBERRY & CO.,

Dealers in Electric Light and Electric Supplies, Bells, Batteries, Wire, Annunciators, etc. Contractors for ELECTRIC LIGHTING AND ELECTRIC WORK.

39 King St. West, TORONTO, ONT.

Clarke's Common Sense Sliding-Door Hanger

Slides back and forth with a more Graceful and Easy Motion and with less noise than any other Hanger.

With this hanger there is:

No Side-draft.
No Kicking.
No Flanges on the wheels.

No Jumping the Track.

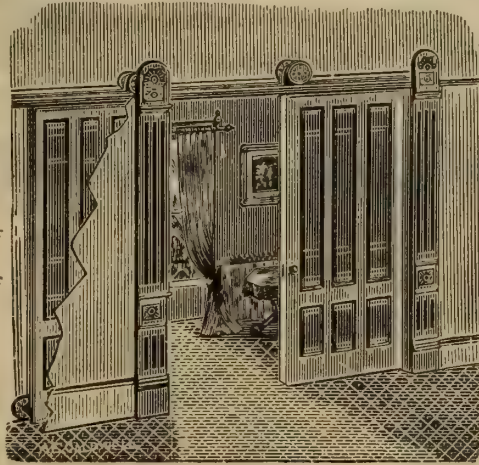
No Inaccessible Tracks in the Pockets.

No Tearing Down of Lath and Plaster.

No Dead Weight of heavy doors constantly hanging to the track.

No Tracks to be put in until ready to hang the doors.

No False Pockets in the Tracks for either



Single or Double Doors.

Doors equipped with this Hanger are suspended at the upper front corner and supported or rest upon a single roller secured to the lower inside corner, perfectly balanced, moving easily.

Common Sense Hangers can be applied to doors that have been hung with any other hanger without removing the plastering, woodwork, or any of the sheathing of the pockets, or creating any muss whatever.

MANUFACTURED BY

THE PETERBOROUGH LOCK MANUFACTURING COMPANY,
PETERBOROUGH, ONT.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH

CONTINENTAL

HARDWARE

AMERICAN

CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

SPRING SPECIALTIES.

Tin Plates.
Tinned Sheet Iron.
Milk Can Fixtures.
Galvanized Sheet Iron.
Iron Pipe and Fittings.
Iron Wire, bright & annealed.
Iron Wire, Tinned and Galvanized.
Iron and Steel Wire Coppered.
Barbed Fence Wire.
Brass and Copper Wire.
Ingot Tin and Copper.
Half-and-Half Solder

Sheet and Bar Copper.
Lead Pipe and Sheet Brass.
Bar and Pig Lead.
Sheet and Block Zinc.
Spades and Shovels.
Harvest Tools.
Garden Sets and Tools.
Garden Shears.
Lawn Mowers.
Sisal and Manilla Ropes.
Hemp, Soapstone and Asbestos Packing.
Window Glass.

Painted Wire Cloth.
Ice Cream Freezers.
Ice Tongs.
Clothes Wringers and Mangles.
Brass Kettles.
Enamelled Kettles.
Enamelled and Tin Saucepans.
Agate Ironware.
Granite Ironware.
Pressed Tin and Copper Ware.
Japanned Tinware.
Bird Cages.
Wire Dish Covers.

Fly Traps.
Electro-Plated Ware.
Cutlery.
Sponges and Chamois Skins.
Lamps and Lamp Goods.
Gas Fixtures.
Cornice Pole Trimmings.
Kearney & Foote's Files.
Mathieson's Planes.
School-House Bells.
Building Paper & Carpet Felt.
Glues, etc., etc.
Guns, Ammunition, etc.

Builders' Hardware, House Furnishing Goods, Tinsmiths' Supplies, Plumbers' Supplies, Steamfitters' Supplies, Brush and Broom Makers' Supplies.

OWING TO CHANGE IN TARIFF ALL TOOLS HAVE ADVANCED FIVE PER CENT. OVER FORMER PRICES.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



The above Brand of Lead
Requires no Association Guarantee.
It is the STANDARD of the Dominion for
Purity, Fineness and Whiteness.
WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

Williamson & Lambe STORAGE.

54 & 56
Wellington St. E.,
TORONTO.

DESKS

OFFICE, LIBRARY,
CHURCH AND SCHOOL
FURNITURE.

JOHN M. BLACKBURN & CO.,
41 COLBORNE ST., TORONTO,
—AND—
162 ST. JAMES ST., MONTREAL.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb.... 24, 25c
Straits 100 lb ingots..... " 24, 25
Strip " " 26, 27

Tin Plates—Charcoal Plates, Bright.

Bradley Grade— Per box.
I.C., usual sizes \$6 25 \$6 50
I.X., " " 7 50 7 75
I.X.X., " " 8 75 9 00
Raven & P.D. Grades—
I.C., usual sizes 5 00 5 25
I.X., " " 6 00 6 25
I.X.X., " " 7 00 7 25
L.X.X., " " 8 00 8 25
D.C., 12½ x 17 4 75
D.X., usual sizes 5 75
D.X.X., " " 6 50 6 65

Note.—Other brands in round lots might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—
I.C., usual sizes 4 50 4 55
I.C., special sizes 4 65 4 75
B.V. Grade, I.C., usual sizes 4 50 4 65

Note.—Round lots of 14x20 could be purchased of 25c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—
I.C. 20 x 28, 112 sheets .. 8 50 8 75

Charcoal Tin Boiler Plates.

Cookley Grade— Per lb.
I.X.X., 14x66, 50 sheet bxs } 6½c, 7c
" 14x60, " }
" 14x65, " }

Iron and Steel.

Common Iron, per 100 lb .. 2 40 \$2 50
Refined " " 2 75 2 90
Horse Shoe " " 2 75 2 90
Band " " 3 20
Hoop " " 3 20
Swedish " " 4 00 4 50
Nova Scotia Bar iron..... 2 75
Sleigh Shoe Steel 2 75
Machinery, Tire Steel 3 25
Best Cast Steel, per lb. 0 13 0 14
Russian Sheet " " 0 11 0 12
Tank Plates " " 2 25 2 50
Boiler Rivets..... 4 75 5 00

Boiler Tubes.

2-inch 13c
3-inch 18½
Boiler Plate, ½ inch \$3 50
" 5-16 " 3 25
" ¾ " 3 50
Sheet Iron, 1 to 20 gauge..... 3 50
" 22 to 24 " 3 75
" 24 to 26 " 4 00
Canada Plates, Blaina 3 25
" " Boars Head 3 50
" " Maple Leaf 3 25
All Bright..... 3 50
Galvanized Iron, Queen's Head—
16 to 24 gauge, per lb 5½, 6c
26 gauge, " 6, 6½
28 " 6½, 6¾
Galvanized Iron, Gordon Crown—
16 to 24 gauge, per lb 5½, 6c
26 gauge, " 6, 6½
28 " 6½, 6¾

Note—Cheaper grades about ¼ cent per lb less.

Chain.

Proof Coil, ½ inch, per lb..... 4½c
" 7-16 inch " 5½
Trace, per doz. pairs \$3 60 5 90
German coil, per 100 ft 1 65 2 70
Jack chain, iron, single, per doz yards 0 13 0 50
Jack chain, double, per doz yards 0 15
Jack chain, brass, single, per doz yards 0 20 1 10

Copper—Ingot.

Lake Superior, per lb 0 00 0 00
Baltimore " 0 15 0 16
English B.S. " 0 15 0 16

Roll or Bar.

Cut lengths, round, ½ to ¾ in. \$0 28 \$0 31
round & square
1 to 2 in 0 26 0 28
Note—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60 \$0 19 0 20
Untinned, 14 oz, and light, 16 oz, irregular sizes 0 20 0 21
Note—Extra for tinning, 2½ cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x48 and 14x60 0 30 0 32

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb.. 0 20 0 24
" 35 to 45 " " 0 19 0 20
" 50 lb and above per lb 0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned, per ss..... 0 26
Spun " " 0 30

Wire.

Pure, in coils—
From 1 to 20 gauge..... 0 25 0 27
From 20 gauge, up 0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge. 0 21 0 25
" " 27 to 30 " 0 23 0 29
" " 30 and up..... 0 26 0 29
Sheets, hand-rolled 2x4 ft.. 0 23 0 25

Zinc Spelter.

Foreign, per lb..... 0 05½ 0 06
Domestic " 0 05 0 05½

Zinc Sheet.

5 cwt casks..... 0 06½ 0 06¾
Part casks 0 06½ 0 07

Lead.

Imported Pig, per lb..... 0 04 0 04½
Domestic " 0 04 0 04½
Bar, 1 pound 0 05 0 05½
Sheets, 2½ lbs, per square ft, by roll 5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll 4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 27½ p.c. discount.

Note—Cut lengths, net price; ton lots 27½ and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb 0 20 0 22
Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb..... \$0 20 \$0 21
Other makes " 0 19 0 20

Pure White Lead, ground in oil.

Associat'n guarantee, per lb. 5½ 6
No. 1 Do..... " 0 5½
No. 2 Do..... " 0 4½
No. 3 Do..... " 0 4½

Prepared Paints.

(In ½, 1 and 1 gallon tins.)

Pure, per gallon \$1 10
2nd qualities " 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb 0 05
Chrome Yellow " 0 09
Golden Ochre 0 06
French " 0 05
Marine Black 0 09
" Green 0 09
Chrome " 0 08
French Imperial Green 0 14

Colors, Dry

Yellow Ochre (J.C.) in bbls, per lb 0 01½
" (J.F.L.S.) " " 0 01½
Venetian Red (R.C.2) " " 0 01½
" (1343) " " 0 02
English Oxides " " 0 03½
American " " 0 02½
Paris Green, per lb 0 16
Burnt Sienna " 0 08½
Burnt Umber " 0 06
Drop Black " 0 09
Chrome Yellows " 0 12
" Greens " 0 12
Golden Ochre 0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal 0 70
Brown Japan " 0 70
No. 1 Carriage " 1 50
Gold Size Japan " 1 40
Pure Orange Shellac " 2 20
Hard Oil Finish " 1 50

Linseed Oil (in bbls).

Raw, per gal 0 68
Boiled " 0 71

Turpentine (in bbls).

Selected Packages, per gal.... 0 57 0 58
Toronto Lead and Color Co.'s Paints.
Pure Pr'd Paints, ½, 1 gal tins, p. gal, 1 10
Elastic " " 0 90
Metallic paints, for barns, in bbls " 0 75
Carriage " qts, 60c; nts, 45c
" Top Dressing.. " 60c; " 45c

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	" 0 05½
" No. 2	" 0 04½
" No. 3	" 0 04½

A. G. Peuchen & Co's Prices.

Paint Oil, boiled	0 35
Peuchen's Pure English Paint in 1, 2 and 4 gals.	per gal 1 12½
Peuchen's Prepared Paint	1 00
2nd Quality Mixed Paint	0 75
Carriage Colors, quarts	0 55
Pure Lead, a guarantee	0 06½
Best White Lead	0 05½
No. 1 Lead	0 04½
No. 2 Lead	0 04½
Yellow Ochre	0 01
Golden Ochre, French	0 02
Extra Gold	0 03
Paris Green, pure	0 18
One pound package, pure	0 20
Cookson's Venetian Red	1 50
Best Vermillion	0 15
2nd Quality Vermillion	0 10
3rd "	0 07
No. 1 Furniture Varnish	0 65
Brown Japan	0 65
No. 1 Carriage	1 25
Elastic Oak	1 25
Orange Shellac	2 00
White Shellac	2 25

Acme Paints.

Neal's Carriage, discount 40 p.c.	
English Oxide, by the barrel	0 02
American Oxide	0 01½
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p.c.	
Granite Floor, in tins, 90c, 47½c	0 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p.c.	
" Wagon and Imperial, dis 40 p.c.	
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz.	1 25
Acme Carriage Top Dressing, \$1 75 per doz	4 00 8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 per cent. Amer	
Rim Fire Cartridges, Dom. 50 and 10.	
Rim Fire Military, net list. Amer.	
Central Fire Pistol & Rifle, discount 15 p.c., Amer.	
Central Fire Cartridges, Dom. 30 & 10	
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.	

Wads.

Eley's, per 1,000.	\$0 25 \$1 60
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Anvils.

Per lb.	0 10 0 12½
Anvil and Vice combined each.	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz.	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each.	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	6 65 1 59
Pegging, "	0 65 1 25
Brad, "	0 85 1 60
" handled	3 60 7 30
Saddlers', "	0 45 1 60

Awl Hafts.

Patent Peg, per gross.	7 50 9 00
" Sewing, "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz.	2 80 8 30
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Axes.

Per box.	7 00 12 00
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Axle Grease.

Per gross.	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p.c.	

Bells—Hand.

Light Brass Nos. 3 to 10.	Per doz. 1 80 14 50
" Nos. 2 to 10.	1 00 9 00

Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50

Cow.

American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 p.c.	

Farm.

American, each	2 00 5 00
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House.

American, per lb.	0 35 0 40
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Bel lows.

Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount 35, 40 per cent.	

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 per cent.	

Bench Stops.

Per doz.	5 00 6 00
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Bits—Auger.

Gilmour's dis 55 to 60 p.c.	
Excelsior—Jennings, discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jennings' Gen, net list.	

Car.

Gilmour's, 47½ to 50 per cent.	
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Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb.	0 11 0 15
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Bolts.

Carriage, dis. 60 and 5 per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis. 40 to 45 p.c.	
Elevator, dis., 35 to 40 p.c.	
Machine, dis., 60 to 60 and 5 p.c.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 65.	
Vegetable, per doz.	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	5 00 40 23
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Butts—Brass.

Wrought Brass dis. 60, 60 and 5 per cent.	
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Cast Iron.

Loose Pin, dis. 60 to 60 and 10 per cent.	
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Wrought Steel.

Fast Joint, dis. 60, 60 & 5pc.	
Loose Pins, " 60, 60 & 5pc.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair.	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.

Horse, per doz.	0 70 0 95
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Carpet Stretchers.

American, per doz.	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz.	22 50
World	21 75
Daisy	24 00
Star	18 00

Crown Jewel, per doz	29 00
Grand Rapids, "	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50pc.	
Plate " dis. 50pc.	

Cattle Leaders.

No 31 and 32, per gross	8 50 11 25
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Cement.

Portland, car load lots	3 2
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.

White, lump, per lb.	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz.	0 85 4 00

Churns.

Amer., dis. 50 p.c. to 61 p.c.	
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Clamps.

Judd's, dis. 20 p.c.	3 00 10 00
Stearns, per doz.	

Clips.

Axle, dis. 65 p.c.	
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Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0.	1 35
" No. 2.	2 70

Compasses, Dividers, etc.

American, discount 65 p.c.	
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Cradles, Grain.

Canadian, discount 25 p.c.	
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Door Springs.

Torrey's Rod, per doz.	2 00
Coil, per doz.	0 88 1 60
English, "	2 00 4 00

Draw Knives.

American, dis. 70.	
Canadian, dis 25 to 35 p.c.	

Drills and Drill Stock—Breast.

Millar Falls, per doz.	16 00 51 50
P. S. & W., dis. 40 per cent.	

Twist.

Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p.c.	

Elbows—Stove Pipe.

Dis. 17½ to 22½ p.c.	
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Faucets.

Cork Lined, per doz.	0 30 0 60
Wine, per doz.	1 30 2 25
Star, "	2 80 3 90
Fenns Corkstops, No 2 p.doz.	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. list, 50 & 5 to 50 & 10	
Barton Smith, dis 50 & 10 per cent.	
Nicholson's dis. Amer. list, 50, 50 and 5 per cent.	
Canadian, dis. Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25pc.	
Horse Raspers, Kearney & Foote's dis Am list, 50 pc.	
Horse Raspers, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Raspers, Spencer's, dis. Can. list, 33½ p.c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc. dis. 40 per cent.	
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Freezers, Ice Cream.

Peerless, discount 45 p.c.	
Gem, dis. 50, 50 & 10 p.c.	

Fruit Presses.

Henis' per doz	4 00
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Enterprise, discount 10p.c.	
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Fry Pans.

Acme, discount 50, p.c.	
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Gauges—Marking, Mortise, etc.

Stanley's dis. 50, 55 p.c.	
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Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 40
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Glass.

4th quality Star, 1st break	1 65
" 2nd "	1 75
" 3rd "	3 90
" 4th "	4 20
" 5th "	4 50

Window Glass.

Pilkington's ordinary.	
1st break	\$4 06
2nd "	4 32
3rd "	5 08
4th "	5 51
5th "	5 94
6th "	6 60
7th "	7 32

Picture Glass.

Pilkington's ordinary.	
1st break	4 80
2nd "	5 25
3rd "	6 00
4th "	6 60
5th "	7 2
6th "	7 65
7th "	8 58

Glue.

American, per lb	0 09½ 0 10½
Canadian	0 09 0 10
French Medal	0 13½ 0 15
White	0 16 0 20

Glue Pots.

Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list, Can. discount 25 to 27½ p.c.	
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Tack.

Magnetic, per doz	1 10 1 50
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Sledge.

Canadian, per lb.	0 12½ 0 15
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Ball Pean.

English and Can., per lb.	0 25 0 37½
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Handles.

Axe per doz	1 00 3 50
Store door	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 30 p.c.	
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Hoe.</

Hooks—Cast Iron			Pencils.			Scale Beams.			Cigar Box Nails, dis. 35 p.c.		
Bird Cage, per doz	0 50	1 10	Dixon's, per gross	1 00	4 25	Canadian, B. S. & M. dis. 40 per cent.			Shoe Finders' Tacks & Nails, dis. 25 p.c.		
Clothes Line, " "	0 27	0 63	" Carpenter, " "	2 25	3 60	Scrapers.			Tape Lines.		
Harness, " "	0 72	0 88	Picks.			Box, per doz	2 10	4 50	English, per doz	\$2 75	\$9 50
Hat and Coat, per gross	1 00	3 00	per doz	6 00	9 00	Foot, " "	40	3 50	Chesterman's, each	0 90	2 85
Chandelier, per doz	0 50	1 13	Picture Nails.			Screens.			steel, each..	0 80	8 00
Wrought Iron.			Porcelain Head, p. gross	1 65	3 00	Window, patent, per doz	6 00	7 50	Thermometers.		
Wrought Hooks and Staples, Can. dis. 17½, 20 p.c.			Brass Head, " "	40	1 00	Screw Drivers.			Tin case & dairy, dis. 75 p.c.		
Wrought Hooks and Staples, Amer. dis. 75 to 75 and 5 per cent.			Planes.			Sargent's, per doz	65	4 00	Ties.		
Wire.			Wood, bench, Canadian, or American dis. 50.			Screws.			Cow, per doz	1 25	2
Hat and Coat, dis. 35, 40 p.c.			Wood, fancy Canadian, or American dis. 35, 37½ per cent.			Wood, flat head iron, dis. 47½ per cent.			Tinner's Shears and Snips		
Belt, per 1,000	0 60	2 70	Bailey's (Stan R. & L.Co.) dis. 35, 37½ per cent.			Wood, round head iron, dis. 42½ per cent.			P.S.&W., 10 p.c. advance on American list.		
Screw, bright, Eng., dis. 40, 5, 45 per cent.			Miscellaneous, dis. 15 per cent.			Wood, flat and round head, brass, dis. 25 p.c.			Tinware.		
Horse Nails.			Bailey's Victor, dis. 15 per cent.			Bench, wood, per doz	3 25	4 00	Stamped, dis. Assn list, 70, and 12½ per cent.		
Canadian, dis. 50, 50 and 10.			Plane Irons.			Bench iron per doz	4 25	5 75	Japanned, dis. 35, 50 p.c.		
Ice Picks.			English, per doz	2 00	5 00	Scythes.			Pieced, dis. 40, 50 p.c.		
Star, per doz	3 00	3 25	Pliers and Nippers.			Discount 40 per cent.			Transom Lifters.		
Kettles.			Button's Genuine, per doz. prs. dis. 37½, 40 p.c.			Scythe Snaths.			Payson's, dis. 25 per cent.		
Brass spun per lb	0 28	0 30	Button's Imitation, per doz.	7 40	10 25	Canadian, dis. 35, 37½ p.c.			Traps.		
Copper, " "	0 40	0 45	German, per doz	60	2 60	Shears.			Game, Newhouse, dis. 17½, 20 per cent.		
Enamelled Can. 50 p.c.			Plumbs and Levels			B. & W., japanned, dis. 75 per cent.			Game, H. & N., or P.S.&W., discount 57½ to 62½ p.c.		
American, 50 and 10, 60 and 5 per cent			R. S. & L. Co., dis. 65 p.c.			B. & W. N. P., dis. 65 p.c.			Mouse, per doz	0 35	1 50
Keys.			Poppers.			Seymour's dis. 60 p.c.			Rat " "	2 00	4 50
Lock, Can. dis. 50 p.c.			Corn, square, per doz	1 35	2 00	Etna, dis. 75 @ to 75 and 10 per cent.			Trowels.		
Cabinet, Trunk, and Padlock, Am. per gross	1 60	4 75	Pruning Shears.			Sheaves.			Disston's, discount 10 p.c.		
Knobs.			per doz	4 00	5 50	Canadian, dis. 7½ per c.			German, per doz	4 75	9 00
Door, japanned, and N.P., Can. list dis. 50 p.c.			Pulleys.			Shot.			Brade's	7 00	10 50
Bronze, Berlin, per doz	2 75	3 25	Hothouse, per doz	55	1 00	Canadian, dis. 7½ per c.			S. & D., discount 35 p.c.		
Bronze, Gem, " "	6 00	9 00	Axle, " "	22	33	Shovels and Spades.			Triers.		
Lava, " "	8 75	10 00	Screw " "	27	1 00	Canadian, dis. 37½ p.c.			Butter, per doz	6 25	9 00
Shutter, porcelain, F. & L. screw, per gross	\$1 30	4 00	Awning " "	35	2 50	Sieves.			Trucks.		
Ladles.			Pumps.			Wood Rim, black, p. doz	1 15	1 35	Warehouse, each	2 25	6 50
Melting, per doz	1 70	4 50	Rumsey, Cistern & Pitcher Spout, 55, 60 per c.			" tinned, " "	1 35	1 60	Twines.		
Lemon Squeezers.			Punches.			Tin Rim, " "	2 30	2 45	Bag, per lb	0 12½	0 20
Porcelain lined, per doz	2 20	5 60	Saddler's, per doz	1 00	1 85	" black, " "	1 80	2 25	Wrappg.mottld.pr. pack.	0 50	0 60
Galvanized, " "	1 87	3 85	Conductors' " "	9 00	15 00	Snaps.			cotton, per lb	0 18	0 20
King, wood, " "	2 75	2 90	Tinner's solid, per set		72	Harness, German, p.gro.	2 00	5 50	Mattress, per lb	0 33	0 45
glass, " "	4 00	4 50	hollow, per inch		1 00	Acme, " "	3 00	5 00	Staging " "	0 27	0 35
All glass, " "	1 20	1 30	Putty.			Lock, Andrew's " "	4 50	11 50	Broom " "	0 30	0 55
Lines.			Bladder, per 100 lbs	2 00	2 25	Soldering Irons.			Binding, flax, per lb		
Fish, per gross	1 05	2 50	Tins, lbs	2 50	2 75	Per lb	0 30	0 32	" jute " "		
Chalk, " "	1 90	7 40	Rail.			Wrought Spikes.			Vises.		
Locks—Door.			Barn Door, per foot	3	3½	Discount, 20 per cent.			Hand, per doz	4 00	6 00
Canadian, dis. per cent.			Sliding Door, " "	3½	3½	Spoke Shaves.			Bench, parallel, each	2 00	4 50
Russell & Erwin, per doz	2 90	7 50	Rakes.			Wood, English	1 80	5 00	Coach, each	6 00	7 00
Cabinet.			Cast Steel and Malleable, Canadian list dis. 40 per cent.			Iron, American	1 35	2 35	Peter Wright's, per lb	0 12	0 13½
Eagle, dis. per cent	33½	35	Razors.			Spoons and Forks.			Pipe, each	5 50	9 00
Paotock.			Boker's, per doz	7 50	11 00	Sheffield Sterling.			Saw, per doz	6 50	13 00
English and Am. per doz	50	6 00	Wade & Butcher's " "	3 60	10 00	Tea Spoons, per gross	7 50	12 00	Washer Cutters.		
Scandinavian, " "	1 00	2 40	Razor Stropps.			Dessert " "	21 00		Per doz	4 00	8 56
Eagle, dis. per cent	15	1 17½	Currier's, per doz	1 25	3 60	Table " "	30 00	30 00	Well Wheels.		
Mallets.			Rivets and Burrs.			Dessert Forks	24 00		Amer. per doz. 8, 10 & 12 in.	3 38	6 00
Tinsmiths', per doz	1 25	1 50	Copper Rivets, dis. 40 to 40 and 5 p.c.			Medium " "	27 00		Wire.		
Carp'trs', hickory " "	1 25	3 75	Iron " 40 per cent.			Table " "	36 00		Market, bright and annealed, Nos. 1 to 16 10 to 15 p. cent. advance on list from stock.		
Lignum Vitæ, " "	3 85	5 00	Burrs, Iron, 30, 3½ per c.			Squares.			Market, oiled, coppered, galv., 10 to 15 p.c. advance.		
Caulking, each	1 60	2 00	Rivet Sets.			Iron, per doz	1 65	2 90	Market, tinned, per lb	0 04½	0 08
Mattocks.			Canadian, dis. 30, 35 per c.			Steel, dis. 75 p.c.			Galvanized Fence, 10 to 15 per ct. advance on list.		
Canadian, per doz	8 50	10 00	Rope.			Try and bevel, dis. 50, 55 per cent.			Tinned Broom, from 19 to 22 gauge, per lb	0 06	0 06½
Meat Gutter.			Sisal, per lb	12	12½	Staples.			Malin's Wire on spools, dis. 30 to 45 per cent		
Enterprise, dis. per cent	20	25	Manilla, " No. 1.	14½	15	Fence, galvanized, per lb	5	5½	Clothes Line, galv., p. 100ft	0 25	0 55
Dixon's, each	1 60	2 00	" No. 2.	18½		Wrought Iron, dis. 75, 75 and 10 per cent.			Barbed Wire.		
Woodruff's " "	1 10	1 70	Cotton, " "	22	25	Stocks and Dies, Amer. dis. 25 per cent.			Galv. steel barb fencing		
Hale's, " "	1 05	1 50	Deep Sea, " "	15	16	Stone.			" Lock Barb, " 4 point	0 51	0 05½
Hume, " "	13 00	16 00	Rules.			Washita, per lb	0 15	50	Ditto Glidden 2 point	0 05½	0 06
Mincing Knives.			Boxwood, dis. 75 & 10 & 5 80 per cent.			Hindostan, per lb	0 06		Galv. Steel, plain twist		0 05
American, per doz	42	2 35	Ivory, dis. 40, 40 & 5 per cent.			" Slips, per lb	0 13		Galvanized Barb, "Lyman," 2 to 4 points	0 05½	0 05½
Molasses Gates.			Sad Irons.			Labrador, per lb	0 13		Terms, 60 days or 2 per cent off for cash—10 days.		
Stebbin's Patent, dis. per cent, 65 to 70 per cent.			Mrs. Potts, per set	1 05		" Axe, " "	0 15		Wire Cloth.		
Nails.			" N. P. " "	1 35		Turkey " "	0 50		Ordinary, discount 25 p.c.		
Cut, 3 inch and upwards			Sand and Emery Paper.			Arkansas " "	1 50		Painted Screen, p. 100 sq ft	2 25	2 35
per keg	2 90		Emery, per quire	55	90	Water-of-Ayr " "	0 10		Wrenches.		
55 per cent. Brads & Moulding Nails, discount 55.			Sash Cord.			Scythe, per gross	3 50	5 00	Agricultural, dis. 70, 70 & 10 per cent		
Wire Nails, 60.			Per lb	22	50	Grind, per ton	15 00	18 00	Standard, dis. 60, 60 & 10 p.c.		
Nail Pullers.			Sash Locks.			Stove Polish.			Coe's Gen'ne, dis. 40, 45 p.c.		
German & American	1 85	3 50	Triumph and Morris, dis. 37½, 40 per cent.			Per gross	1 85	7 50	Diamond, dis. 33½, 35 p.c.		
Nail Sets.			Kempshell's dis. 40, 62½ per cent.			M.L.S., per gross	2 50		Tower's Engineer, each	2 00	3 00
Square, round and octagon	3 38	4 00	Canadian, dis. 45, 50 p.c.			Jacoby " "	5 00		" S, per doz	5 80	7 50
Diamond	12 00	15 00	Sash Weights.			Mirror Black Lead, per gr.	0 07		G. & K's Pipe		6 00
Oil.			Sectional, per lb	2½	3 00	Jos. Dixon's, bulk, per lb.	0 07		Burrell's " "		3 40
Canada Refined Oil (Toronto)	0 14½		Sausage Stuffers.			Dixon's Plumb. " "	0 15		Pocket, per doz	1 25	2 00
Carbon Safety " "	0 17½		Each	1 00	3 00	M.L.S. Paste, per gross	9 00		Wringers.		
Canada W.W. " "	0 20		Saws.			Nicholson's, per doz	1 00	1 25	Each	3 50	5 00
American W.W. " "	0 25		Hand, Disston's, dis. 10 to 12½ p.c.			Tacks, Brads, etc.					
Castor " "	0 11½	0 12	S. & D., dis. 35 per cent.			Cut, Carp't, gimp, blued, dis. 35 p.c.					
S. R. Seal " per gal	0 63	0 65	Cross-Cut, Disston's, per ft. 35, 47.			" tinned, dis. 45 p.c.					
Oilers.			S. & D., dis. 25 per cent.			Swedes' iron, blued or tinned, dis. 42½ p.c.					
McClary's Galvan. Iron			Hack, complete, each	1 75	2 75	Upholsterers' dis. 42½ p.c.					
Oil Can, with Pump,			" frames only		75	Copper Tacks and Nails, dis. 35 p.c.					
per doz	19 50		Saw Sets.			Trunk and Clout Nails, " 40 p.c.					
Zinc and Tin, dis. 50, 50 and 10.			Per doz	1 65	9 00	Patent Brads, dis. 40 p.c.					
Copper, per doz	1 25	3 50	Scales.			Finishing Nails, dis. 35 p.c.					
Brass, " "	1 50	3 50	Canadian List, dis. 40 p.c.								
Malleable, dis. 25 per ct.											
Pails.											
Galvanized, per doz	2 00	3 50									

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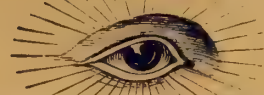
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No. 1



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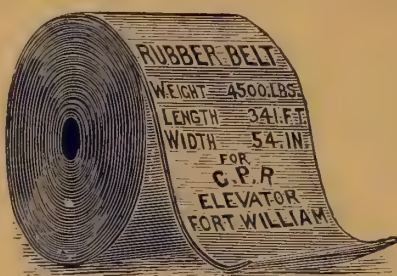
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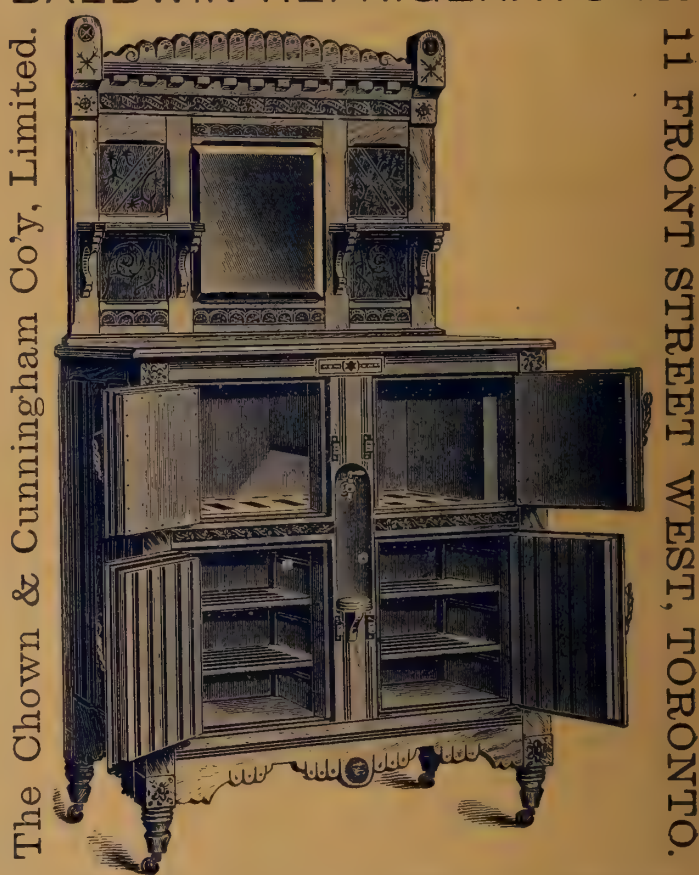
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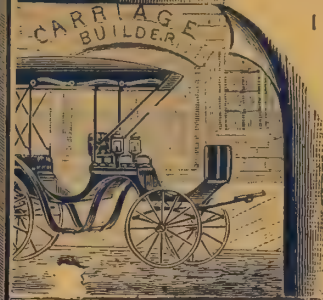
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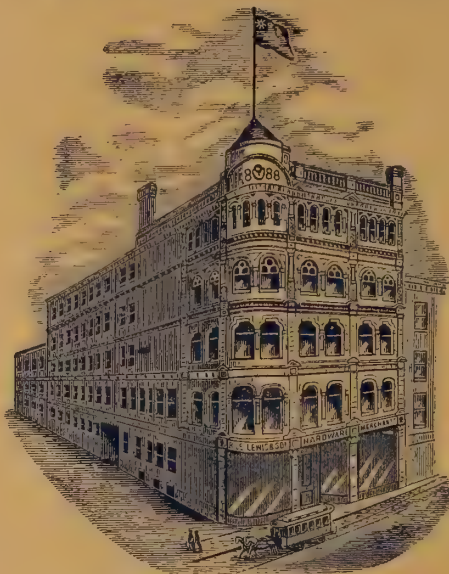
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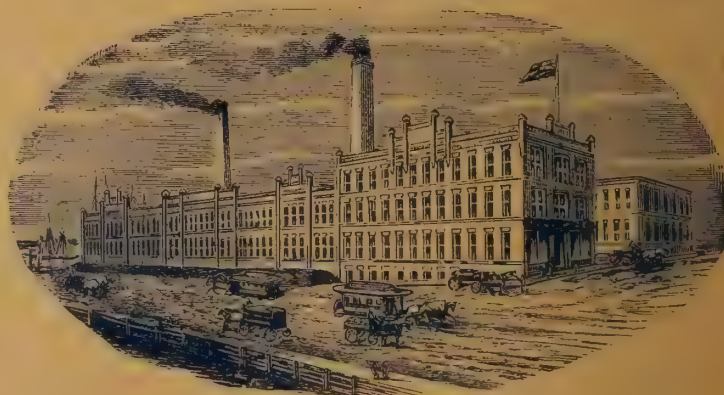
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Vol. 2.

TORONTO AND MONTREAL, MAY 10, 1890

No. 19

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. Hugh C. McLean, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

CONTRIBUTIONS WANTED.

For the purpose of inducing members of the trade who are possessed of special information, which would be of benefit to the trade generally, the publishers of "Hardware" will pay a fair price for such articles. Address "Hardware," Toronto.

WHOLESALE PEDLARS.

London, Ont., 5th May, 1890.

THE EDITOR OF HARDWARE.

SIR,—The encroachment of wholesale dealers upon the rightful trade of their recognized customers is a very real evil. It needs no argument to show that such a mode of doing business is evil in principle, for the practice of the thing is now present with us and its effects speak for themselves. There are travellers going through the country to-day who first canvass the trade of each town for replenishing orders, and then set out to supply painters, carpenters, and other workmen who use hardware articles as material or tools. Such mechanics are among the best local customers of the retail trader, when their trade is not thus taken up by wholesale dealers. The retailer is thus robbed of the best class of the current demand. His business shrinks while his stock accumulates, as it usually happens that in ordering he has reckoned upon the very trade that has been seized, and so is left with goods for which there is no call. When the time matures for remitting payment to the wholesale house, such retailer finds himself pinched to get the money, or perhaps fails to get it. What happens if he cannot get it? The screws are put on, and he has to resort usually to some shift that puts off the hour of failure, or fail at once.

My own rule is to buy from no house whose representative has sold to consumers. It is not merely upon my experience of such travellers that I withhold my trade from their house. Substantiated accusations from brother retailers at two or three leading centres of trade suffice to convict a man of this practice and to bring upon him the forfeiture of my trade. It is only necessary for every trader to have such a reliable connection to be able soon to "spot" the peddling traveller. Such a reliable connection is

no doubt the most useful when it takes the form you recommend in your leading article of last issue, namely that of association.

Yours truly,

B. OYCOTT.

Retailers have good reason for being incensed against wholesale hardware dealers who thus purloin their trade. It may, however be a good thing for retailers that some such irritant exists, as the friction of it may result in a large movement towards organization. In the letter of "B. Oycott" we are glad to see such an ultimate solution of the matter is looked to, and that the nucleus of organization—the exchange of confidential information—is already employed against the injustice. Those peddling travellers are poachers upon retail traders' preserves, and they can be checked only by one of two ways. One way is by organization, the other is by such an amendment of the Municipal Act as we suggested in our last. The latter would be a sure way if it were attainable and operative. Its attainment is doubtful, and its operativeness is dependent upon the question whether if the municipal power were conceded, the local council would pass the by-law. Once in force, certainly no traveller would go to the expense of buying a license in every township, village, town, and city. He would drop trade with consumers. Organization, however, has no such drawbacks as a means of extinguishing the evil. It should therefore be speedily adopted. Organization into Business Men's Association should be effected everywhere. Each department of trade could deal with the questions special to itself, and the hardware section could soon settle the evil now arraigned. A little mutual confidence, a little unanimity would soon do away with the interlopers who have thrust themselves between the retailer and the consumer.

NEW METHOD OF TREATING ORES.

Mr. R. J. W. Pound has taken out protection in Victoria for a method of separating metals from their matrices, as well as for raising the ores from mines. A sensational experiment was made at the offices of the Australian Ventilating Company, Little Bourke street, Melbourne, on Dec. 9, when, in the presence of a number of experts

and others interested in mining pursuits, Mr. Pound showed the results of his method of separation. A piece of stone containing (by analysis) gold, silver, and copper, was broken into several pieces, one of which was pulverized in a mortar, and the stuff produced taken by Mr. Pound into an air-tight room, his imperative instructions being to liberate him in seven and a-half minutes. At the expiration of that time the door was opened, when Mr. Pound was discovered in a condition of insensibility, but he quickly recovered on being taken into one of the cooling rooms of the establishment. On regaining consciousness he immediately returned to the now comparatively ventilated apartment in which he had conducted his operations, and in the course of a few minutes reappeared with a small quantity of each of the three metals that had been contained in the stone. The process had been carried out under conditions inimical to animal life, but with proper mechanical arrangements no one need be in the chemically vitiated atmosphere. But Mr. Pound's scheme includes also the raising of the ores by means of containers upon vertical railways. When thus raised the stone will be crushed three times. After the second crushing it will be carried by compressed air action and delivered between the fans, whence it will be caught by two intersecting steel wheels, thus engendering heat to about 80 or 85 degrees. After this the chemical process comes into operation. The crushed and heated ore is pushed through a steel chamber into a battery, where all the "binding properties" are neutralized, allowing the gold, silver and other metallic substances, together with the residuum, to be passed on in semi-separate condition through a copper chamber to a battery for final treatment. Here the gold, silver and copper are to be extracted and delivered in separate containers, the balance of the ore substance passing off through a shoot. Mr. Pound claims that the ore can be treated at the cost (including raising from the slopes) of about 3s. per ton.—American Manufacturer.

Every line of goods embodies a history and a science worth years of study to understand.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

LOCAL BUSINESS MEN'S ASSOCIATIONS.

We publish below the constitution which has been devised as the basis of local organization in Business Men's Associations. A uniform structure is a prime necessity when concerted action is to be aimed at, and when each local body is to be regarded as an offshoot of the central body. Likeness of constitution assimilates distant business communities, and sets their reforms running in the same channels. The tributary mite of the smallest village association becomes an element of force in the large movement which it along with other mites is capable of making. The central association will regulate and steady the action of the several local apparatus, and conform the proceedings of all to a common end. The constitution of the central body will be published in our next issue.

PREAMBLE.

Whereas, comparison of ideas and methods and concert of action are essential to the well being of any community; and

Whereas, we believe that a Business Men's Association will accomplish these objects; therefore,

Resolved—That we, business men ofand vicinity, duly assembled ondo hereby organize ourselves into such an association, and adopt the constitution and by-laws following :

CONSTITUTION.

Local and County Organizations.

ARTICLE I.—Name.

The name of this organization shall beBusiness Men's Association, which shall be affiliated with and be auxiliary to the Ontario Business Men's Association, and duly organized according to the provisions of the Constitution.

ARTICLE II.—Objects.

The principal objects of this Association shall be as follows :—

SECTION 1.—To encourage well directed enterprises; to promote the growth of the District, Town or City and the progress, extension and increase of its trade.

SECTION 2.—To increase acquaintance-ship and foster the highest commercial integrity among those engaged in the various lines of business represented.

SECTION 3.—To take concerted action in matters pertaining to the general good of business men where individual effort is powerless, such as securing needed concessions in freight, express and insurance rates, observance of national holidays, short hours in business, immunity from inferior and adulterated goods, short weights and measures, and unjust values or discriminations by any class or corporation.

SECTION 4.—A collection department may be maintained for the collection of doubtful accounts and the listing, for the purpose of protection only, of delinquents who abuse the confidence of business men and evade the payment of just debts.

SECTION 5.—To compel the peddler to as-

sume a portion of the burden borne by the merchant.

ARTICLE III.—Membership.

SECTION 1.—Any firm, individual owner, part owner or manager of an established, honorable business may become a member of this Association when recommended in writing by two members in good standing and receiving three-fourths vote of the members present at any regular meeting, signing the constitution and by-laws and paying to the Secretary the sum ofmembership fee, andquarterly dues in advance.

Obligation.

SECTION 2.—Every person becoming a member of this Association shall be honorably bound to conform to the rules, regulations and by-laws.

Non-payment of Dues.

SECTION 3.—Any member of this Association, who shall neglect or refuse to pay his dues, or any assessment ordered by the Association, for three months after such sums become due, shall thereby forfeit his membership.

ARTICLE IV.—Officers.

SECTION 1.—The officers of this Association shall consist of a President, Vice-President, Secretary-Treasurer and an Executive Committee.

How elected.

SECTION 2.—These officers shall be elected annually and shall hold their office for one year and until their successors are duly elected and qualified.

Duties of Officers.

SECTION 3.—The President shall perform the duties usually incumbent upon such office and see that all committees serve faithfully, and at the annual meeting he shall present a report of the proceedings of the Association for the year, its present condition, and any suggestions for its future management, which may be gained from his experience.

SECTION 4.—In the absence of the President, the Vice-President shall preside.

SECTION 5.—The Secretary-Treasurer shall receive all moneys due the Association from any source; keep a record of all meetings; conduct all correspondence; keep a list of all members in a book provided for that purpose; notify all committees of their appointment; forward proper notification sheets to delinquents, and do such other clerical work as the Executive Committee may direct, as hereinafter prescribed in the by-laws.

SECTION 6.—The Secretary-Treasurer shall receive all moneys and pay all orders only when countersigned by the President.

SECTION 7.—The Executive Committee shall consist of three members when the membership is under ten, and of five when the membership is ten or over, of which the President and Secretary may be two. It shall have charge of all matters of general interest to the local Association not otherwise assigned; decide upon the disposition of delinquents' names reported by the Secretary; arbitrate upon disputed accounts in a just and impartial manner; provide rooms for the Association; audit all bills and examine the books and accounts of the Secretary and Treasurer, previous to each annual meeting, or oftener if required.

ARTICLE V.—Committees.

SECTION 1.—At the first regular meeting, subsequent to the annual meeting, the Association may elect five standing committees,

namely: Manufacturing, Transportation, Insurance, Trade Interests and Entertainments. Each committee shall consist of three members and shall hold office for one year or until their successors are elected.

Duties of Committee.

SECTION 2.—The Committee on Manufacturing Interests shall use all possible efforts to secure the location of mills, factories and other plants, and encourage the development of existing industries, and shall have authority to call to their assistance sub-committees from the members of this Association.

SECTION 3.—The Committee on Transportation shall endeavor to secure any needed concessions in freight, express or other rates, and recommend favorable and rapid transits through large shipments, and measures to improve the facilities for travel to and from the place.

SECTION 4.—The Committee on trade interests shall have charge of all matters pertaining to the best interests of trade, its enlargement in the City, District or Town by well directed measures; plans for the improvement of tributary country roads; the regulation of any abuses through wise agitation or local legislation; the encouragement of a high standard in dealing; the buying of first qualities of goods; the offering for sale in this market of the best products; the discouragement of any and all demoralizing tendencies, and measures to secure the improvement of facilities for mails between this place and neighboring towns. May organize plans to purchase any Bankrupt Stocks and divide same up in lots amongst Merchants, so as to prevent their slaughter and cause the least irritation to trade from their sale; also, to get agreements from week to week, between Merchants, as to the maximum price to be paid for dairy produce.

SECTION 5.—The Committee on Entertainment shall present some interesting subject at each meeting; shall have charge of all entertainments given by the Association not otherwise provided for, and shall have charge of extending the hospitalities of the town if occasion requires.

SECTION 6.—Both officers and committees may at any time make such recommendations to the Association as may seem to them to be desirable.

ARTICLE VI.—Compensation.

No compensation for services shall be paid any officer except the Secretary-Treasurer, such compensation, if any, shall be fixed by the Executive Board.

ARTICLE VII.—Meetings.

SECTION 1.—The annual meeting of the Association shall be held on the of each

SECTION 2.—The regular meetings of the Association shall be held on the of each month.

SECTION 3.—Special meetings shall be called by the President on the written request of three members, by giving due notice to the members and specifying the object of the meeting.

ARTICLE VIII.—Amendments.

By-laws may be altered or amended by a two-thirds vote of those present at any regular meeting, provided a written notice of such alteration or amendment has been presented at the preceding regular meeting.

ARTICLE IX.—By-laws.

By-laws not in conflict with the constitution may be established for the government


CAVERHILL, LEARMONT & CO'Y,

Best American Screen Wire Cloth

(Two carloads, from 18 to 42 inches wide.)

Devore's Spring Hinges, Nos. 1, 2 and 3

Window Screen Corner Brackets, Door Screen Brackets.

 Write for Prices, as we
are Headquarters.

MONTREAL.

of the Association, on the two-thirds vote of the members present at any meeting.

BY-LAWS.

ARTICLE I.—Quorum.

.....members shall constitute a quorum for transaction of business.

ARTICLE II.—Order of Business.

1. Reading minutes of last meeting.
2. Admission of new members.
3. Reports of standing committees.
4. Reports of special committees.
5. Reading of correspondence.
6. Communications from Ontario Association.
7. Communications from other local associations.
8. Unfinished business.
9. New business.
10. Good of the Association.
11. Elect on of officers and appointment of committees.
12. Report of Treasurer.
13. Adjournment.

ARTICLE III.—Ontario Dues.

SECTION 1.—On or before October 1st of each year, the Secretary shall remit to the Ontario secretary the per capita dues for as many members as he has on the membership book.

SECTION 2.—New members shall be remitted for monthly.

ARTICLE IV.—New Members.

The President and Secretary shall constitute a committee to solicit the membership of business men who have not joined the Association.

ARTICLE V.—Ontario Convention Delegates.

This Association may choose one delegate to any Ontario convention, in accordance with the Constitution of the Ontario B. M. Association (ie) for each five members or part thereof.

ARTICLE VI.—Delinquents.

SECTION 1.—It shall be the duty of every member of this Association to report to the Secretary the name and address of every person who shall, without good cause or excuse, persistently neglect or refuse, after due notification and demand, to pay his just indebtedness to such member.

SECTION 2.—That no injustice may be done to, or advantage taken of any debtor, by any member of the Association, it shall be the duty of every member, before reporting a person to the Association as a delinquent, to send him the first official notification sheet, known as the "Blue Letter," setting forth the fact that he owes the writer a stated sum and that he is granted fifteen days from the date entered on such letter in which to pay the debt, or to satisfactorily arrange for its payment; that if after the ex-

piration of the fifteen days thus granted, the debtor shall have failed to pay or to have arranged for payment, the member shall report him to the Secretary (giving in each case his full name, occupation and place of residence), when that officer shall mail him the second official notification sheet, setting forth the fact that he is indebted to the member named in the sum stated, and that unless he pays, or arranges to pay the amount within ten days he will be reported to the Executive Committee as a delinquent; and in the absence of extenuating circumstances, that committee shall then place the debtor's name on the Delinquent List.

SECTION 3.—Said Delinquent List shall be kept in a book by the Secretary, and shall show the name of the debtor only and the amount of debt; the contents thereof shall not be divulged by any member or officer of this Association to any person not a member, but the same shall be kept secret for the exclusive use and benefit of members in their business to aid them in discovering beforehand, those persons who are not worthy of credit.

SECTION 4.—If the debtor denies the indebtedness and honestly sets up what he considers a valid defence to the claim of his creditor, no matter whether the Executive Committee consider it valid or not his name shall not be placed on the Delinquent List. In that case, the Committee shall only determine whether the debtor is honest in his belief that his defence is good or not.

SECTION 5.—Every member shall be honorably bound to refuse credit to any one whose name appears in the Delinquent Lists. Any member trusting a man whose name appears on the Delinquent List shall be fined \$10.

Reinstatement of Delinquents.

SECTION 6.—Upon payment of an account or accounts upon which a name was consigned to the Delinquent List, the Secretary only is authorized to remove the delinquent's name from the List when notified by the creditor.

ARTICLE VII.—Expulsion.

Any member of this Association who shall be placed on the Delinquent List, or any member doing an act which tends to bring the Association into disrepute, may be expelled by the two-thirds vote of the members present at any regular meeting, after thorough investigation, and due notice being given.

ARTICLE VIII.—Bills and Accounts.

All bills and accounts against the Association shall be presented at any regular meeting or referred to the Executive Committee. If approved by the Association or Committee,

they shall be allowed and delivered to the Secretary-Treasurer with their endorsement.

ARTICLE IX.—Assessments.

Any assessment to be made upon the members of this Association for special purposes, shall be made only upon a two-thirds vote of all members present at any regular meeting, when notice has been duly given at a regular meeting one month previous and each member notified through the mail twenty-four hours previous to the action to be taken.

ARTICLE X.—Amending By-Laws

By-laws may be amended by a two-thirds vote of the members present at any regular meeting.

ARTICLE XI.—Visiting Members.

Only those who are members of a local Association shall be admitted to any regular meeting, unless by special action of the meeting their admission is approved.

LONDON BRUSH FACTORY.

The manufacture of brushes in Canada has been an industry of considerable importance for some years, more especially since the inauguration of the National Policy. Among the leading brush manufacturers west of Toronto is Mr. Thomas Bryan, proprietor of the London Brush Factory. Mr. Bryan began business in 1872, since which time he has built up a very large trade, extending now as it does over the whole of the Dominion. He manufactures all kinds of brushes, including bass brooms, ceiling brooms, hair brooms, hearth brooms, window brushes, foundry brushes, tanners brushes, printers' brushes, brewers' brushes, horse brushes, dandy brushes, scrub brushes, stove brushes, shoe brushes, mops, etc. Mr. Bryan also manufactures paint, varnish, and kalsomine brushes, which, in common with all the others are of very superior quality. He manufactures a full and complete line of oval, round, and flat paint and whitewash brushes, a specialty being made of mill and machine brushes, painters' brushes of every description, and all brushes used by the hardware trade. In addition to what he manufactures Mr. Bryan is an extensive importer of patent carpet sweepers, feather dusters, and artists brushes, his stock of artist, bristle, camel hair, fitch or bear, and badger hair brushes being complete. Mr. Bryan enjoys an excellent reputation for the class of goods he manufactures and for the stock he keeps, being second to none in the Dominion. With regard to his machinery and facilities for the manufacture of brushes, they are not surpassed; and skilful workmen only are employed.



FERGUSSON, ALEXANDER & CO.,

their laboratory at Glasgow 93 per cent. It is by far the brightest Oxide ever made from Canadian ore. Rich red color, highly magnetic and nearly as cheap as the less pure best American.

have placed on the market their "Elephant" brand of this Oxide assayed in Canadian ore. Rich

SUPPLIED TO THE TRADE ONLY.

SAMPLES AND QUOTATIONS ON APPLICATION TO

Fergusson, Alexander & Co.,

MONTREAL.

Proprietors of the "Elephant" brand White Lead. Ready Mixed Paints and Varnishes, and "Mistletoe" Window Blind Green.



The Toronto Waterworks department has given to C. Smith & Co., the contract for making fifty hydrant jackets at \$3.95 each.

A by-law was passed by the Petrolea town council for the closing of stores during the summer months at 7 o'clock p. m. The by-law will take effect on May 1st.

The Retail Grocers' Association of Atlantic City, N. J., has requested the council of that city not to employ as officers men whose names appear on the black list.

The iron work for the large building which the Freehold Loan and Savings Company is putting up on corner of Victoria and Adelaide streets, in this city, is to be furnished by the St. Lawrence Foundry Co.

C. Smith & Co., have just shipped from their manufactory, on the corner of Church and Richmond streets, in this city, a large steam pump for the Vancouver, B. C., waterworks. The order was secured through their agent, Mr. A. R. Williams, of Toronto.

An employe of Stevens & Burns, London, named Fred. Stone came near being asphyxiated, the other day. He was doing some brazing, a process necessitating the blowing of gas through a tube into the fire, and by mistake inhaled the gas. He will be able to work in a few days.

The contract for supplying all the pipes used in the water works, of the city of Toronto, this year, has been re-let to the St. Lawrence Foundry, at above \$1 a ton of an advance on last year's prices. The pipes are of 4, 6, 8, and 12 inch measurements. This establishment makes about 32 tons of pipes per day.

The City Council, of Toronto, replaces as they wear out all the stop-cock boxes in

which there is any wood. The St. Lawrence Foundry Co. which made about 2,000 for the city last year, has undertaken to make all that will be used by the city this year. The boxes are those used on the street stop-cocks, whereby the water is turned off or on for individual houses.

FOREST CITY WIRE WORKS.

Are owned by Mr. R. Dennis, having been operated by him since 1868, his two sons are now taking an active part in the business, and bid fair to even out rival their senior in advanced idea and quick perception of modern art in their business. They manufacture all kinds of wire work, bank railings, finials, iron fencing, etc., and make a specialty of awnings, which are put up in the most approved manner. Mr. Dennis has suitable premises at 211 King st., where he has every facility for the manufacture of wire goods of every description, and controls every appliance, essential, and latest machinery known to the art of wire working and weaving and elaborating the various productions of this branch of industry. These productions consist of wire railings for banks and counters, wrought iron fences in great variety of patterns, crestings, balcony railings, weather vanes of every description and size, wire stands, flower-pot stands, wire baskets, and a full and complete line of other articles pertaining to this class. The premises comprise a general store, 40x100 feet in dimensions, and a wire-work shop, 100x25 feet in size, with large new premises in prospect in the near future. This concern turns out a larger and more diversified supply of wire work than any similar house in this section of the country, the trade extending in all directions. Mr. Dennis has gained a diploma for wire work, and has for a number of years taken the first prize for iron fencing. This gentleman is a native of Devonshire, England, and has been a resident of this country for the last twenty years.

TRADE SALES.

The stock of dry goods, carpets, etc., valued at \$60,000, owned by D. Gardner & Co., Ottawa, will be sold on the premises by public auction on 15th inst. The terms require one-fourth down, and the rest in instalments in two, four, six and eight months. Particulars are furnished by D. R. Gordon, Russell House, Ottawa.

The boot and shoe stock, etc., of Messrs. N. A. Lindsay & Son, St. Catharines, amounting to \$2,616 was bought by F. Abbott, Esq., Owen Sound at 50c. in the dollar. The general stock of R. B. Smith & Co., Goderich, amounting to \$9228.10 was bought by A. E. James, Esq., Brantford, at 58c. in the dollar. Gibbon, Liveratt & Co's., Stratford stock of general dry goods, etc., was withdrawn. The above transactions took place on Tuesday at Suckling & Cassidy's auction rooms.

C. R. Williams, Toronto, has done a big week's shipping to the west. Items are: the outfit for a planing mill to Calgary; the finished work for a complete machine shop to the Pacific Lumber Co., Port Moody, B. C.; the plant for a large brickyard to Wm. Purdy, Vancouver, B. C.; three carloads of sawmill machinery to Jos. Barker, New Westminster, B. C.; boiler and steam connections to Hughes & Co., Rat Portage; a large compound marine outfit for tug, to N. G. Ferhune, New Westminster, B. C.; the machinery for a lumbering concern to Mr. Wheat, Vancouver, B. C. Next week Mr. Williams will ship to J. G. Short, Sycamous, B. C., a full marine equipment for a new boat in course of building.

A. R. Williams has also done a large business in the dry kiln work of B. F. Sturtevant, Boston, for whom Mr. Williams is sole agent in this country. Manufacturers for whom he has lately put in these dry kilns are: James McLaren & Co., Ottawa, Storey & O'Connor, Ottawa, Krugg Bros. & Co., Chesley, The Hanover Furniture Co., The Goderich Organ Co., The Hess Manufacturing Co., West Toronto Junction. Two more are on the way for Louis Hahn, New Hamburg, and Schultz Bros., Brantford.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

WINDOW GLASS--In Stock in the Following Sizes:

50 FT. BOXES.

7 x 9,	8 x 10,	10 x 12,	10 x 14,	10 x 16,	12 x 16,	12 x 18,	12 x 20,	12 x 22,	12 x 24,
12 x 26,	12 x 28.								

100 FT. CASES.

12 x 30,	12 x 32,	12 x 34,	12 x 36,	14 x 18,	14 x 20,	14 x 22,	14 x 24,	14 x 26,	14 x 28,
14 x 30,	14 x 32,	14 x 34,	14 x 36,	15 x 28,	15 x 30,	15 x 32,	15 x 34,	16 x 20,	16 x 22,
16 x 24,	16 x 26,	16 x 28,	16 x 30,	16 x 32,	16 x 34,	16 x 36,	18 x 20,	18 x 22,	18 x 24,
18 x 26,	18 x 28,	18 x 30,	18 x 32,	18 x 34,	18 x 36,	20 x 24,	20 x 26,	20 x 28,	20 x 30,
20 x 32,	20 x 34,	20 x 36,	20 x 40,	22 x 24,	22 x 26,	22 x 28,	22 x 30,	22 x 34,	24 x 30,
24 x 32,	24 x 34,	24 x 36,	26 x 28,	26 x 30,	26 x 32,	26 x 34,	26 x 36,	26 x 40,	28 x 30,
28 x 32,	28 x 34,	28 x 36,	28 x 40,	30 x 30,	30 x 32,	30 x 34,	30 x 36,	30 x 38,	30 x 40,
30 x 50,	32 x 34,	34 x 36,	34 x 40,	34 x 48,	40 x 50,	40 x 60,			

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

TRADE MARK FOR



WOLLEUM WARE.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks. Spoons, etc.

A. J. WHIMBEY, Manager.

TRADE MARK FOR



KNIVES, FORKS, SPOONS.

"Sheffield Sterling" Spoons and Forks.

Best Known Substitute
for Sterling Silver.

Harder, and resists acids better than any so-called
Nickel goods. See quotations on last page.

A. G. Anderson & Co., 16 Wellington St., Toronto, Sole Wholesale Agents for Canada.

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and Insurance Company of Canada.**

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The prevention of Accident and attainment of Economy in use of
Steam, our chief aims.

PORTLAND CEMENT

ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS.

FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS

DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING
SANDSTONES,
CALCINED PLASTER.

BUILDERS' & CONTRACTORS'
SUPPLIES
Of every description.

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Offices, 50 & 52 McGill Street,

Yards:

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MONTREAL.

ADAMANT WALL PLASTER

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**HARD,
DURABLE,
and CHEAP.**

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Adamant Mfg Co.,

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JOHN J. CARTSHORE,

Telephone 616. 49 Front St. W., Toronto.

Railway & Tramway Equipment

STEEL RAILS NEW OR SECOND HAND All Sections
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Charcoal Pig Iron.

Zebra Spiral Steel Fencing Wire.

Australian Fence Wire Strainers.

Send for Prices.

J. W. PATERSON & BRO.,

TORONTO AND MONTREAL.

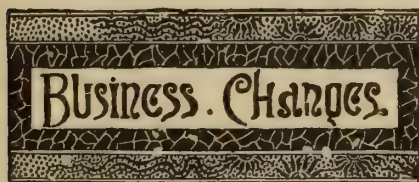
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IMPORTANT NOTICE.

We are now using strong thin cord in the manufacture of our O. K. Building Paper, whereby we not only add greatly to the strength of the paper but also prevent any chance of its tearing at the edges.



PROVINCE OF ONTARIO.

Brinston's Corners—Brinston, Albert, general store, assigned to C. A. Myers, Morrisburg.

Curran—Sauve, C., general store, assigned in trust.

Creemore—Lawrence, Geo., general store, sold out to Latimer & Holmes.

Desert—Alderson, J. W., (estate of) general store, stock, etc., advertised to be sold by auction on 7th inst.

Glencoe—McKellar, Archibald, general store, obtained an extension.

Tecumseh—Robinet, V., general store, called meeting of creditors for 5th inst.

MANITOBA AND NORTH-WEST TERRITORIES.

Lethbridge—Kirkham, T. F., stoves and tinware, sold out to J. Hawley & Co.

Minnedosa—Darroch & White, general store, dissolved partnership.

Moosejaw—Annable & Co., general store, stock sold to M. E. Annable.

Treherne—Speare, Jno., K., hardware, burnt out, partially insured.

QUEBEC.

Chicoutimi—Bouchard, Wm., general store, assigned in trust.

Danville—McGovern, Edward, general store, judgment vs. him.

Quebec—Philips & O'Sullivan, plumbers, assigned in trust; Demers & Riverin, foundry, offering to compromise.

St. Ubalde—Lupien, L., general store, assigned in trust.

St. Anne De La Parade—Perrault, J. P., general store, assigned in trust.

St. Eustache—Ethier, David, general store, assigned in trust.

Vincennes—Massicotte, Pierre, general store, assigned in trust.

NOVA SCOTIA.

Bridge Water—Herman, Aaron, general store, assigned and judgment.

Thorburn—McKinnon, Henry, general store, assigned.

Westville—McGregor & Co., general store, dissolved, F. H. S. Callneck retires. D. & H. McGregor continue under old style.

NEW BRUNSWICK.

Campbellton—Marquis, H. P., tinsmith, closing out.

Doaktown—Swim, R. & Son, general store and lumber, dissolved, Robert Swim continues under same style.

Point Du Chene—McDonald & McLaughlan, ship chandlers, dissolved.

St. John—Nelson, Chas. L. (Estate of) paper bag manufacturer, mills at Springdale and stock at St. John advertised for sale.

Shediac—Kelly, Jas. C., blacksmith, sold out; White, Mrs. D. B., general store, closing out.

Sussex—Teakles, Harry, blacksmith, sold out to Walport & Arnold.

BUSINESS EMBARRASMENTS

V. Robinet, general dealer, Tecumseh, has called a meeting of creditors for May 15.

It has been decided to wind up the Streetsville Woollen Co., as the concern has not been paying. The liabilities will be paid in full.

R. W. Douglas & Co., booksellers, 250 Yonge street, Toronto, have made an assignment to G. M. Gardner for the benefit of their creditors. Liabilities, \$25,000; assets, \$20,000.

Parker & Co., wholesale dry goods and agents, 55 Front street west, Toronto, have assigned to Townsend & Stephens. Liabilities are placed at \$5,000. Matthew P. Parker, the proprietor, has left the city and the assignee has doubts about his ever returning.

Mr. Villman, proprietor of the White-wood, Manitoba, beet sugar factory, has forwarded to the farmers of that district a large quantity of beet seed for experimental purposes during the coming summer.

Burglars successfully raided Dunbar Bros. general store, at Leamington, the other morning. They secured an entrance by removing a back window. The exact amount of their booty is not known, but the following is known to have been taken:—One hundred and seventy-five pounds of flour, three or four hams, several pairs of shoes and a can of tobacco, in all not less than \$25 worth.

LEADING ACCOUNTANTS AND ASSIGNEES.

E. R. C. CLARKSON
TRUSTEE AND RECEIVER

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In affiliation with

JNO. B. CLARKSON

Temple Buildings, - - - MONTREAL.

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention.

Henry Barber & Co.,

Successors to Clark, Barber & Co.,

Trustees, Receivers, Accountants and Commissioners.

Correspondents in London, Leeds, Liverpool, Glasgow, Winnipeg, Montreal, Hamilton and Vancouver.

TELEPHONE 2339.

20 Front St. E., Toronto.

ST. CATHARINES, ONT

McKINNON

DASHES

CHEAPER

BETTER

STRONGER

THAN HAND MADE

If you get the S. F. Quality.

TORONTO LEAD AND COLOR COMPANY'S VULCANIZED FLOOR PAINTS

SOMETHING ENTIRELY NEW.

Dry hard with a fine gloss in 12 hours.

READ OUR TESTIMONIALS.

We have been selling Toronto Lead & Color Co's pure paint about five years. think it the best mixed paint in the market.

WALLACEBURG, DEC. 14th, 1889.
It has given perfect satisfaction, and we

SHAW & WOOLIVER.

THE NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

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—APPLY TO—

THE MILLS, Campbellford, Ont.

B. GREENING WIRE CO., LTD.

MANUFACTURERS OF

Painted Screen Cloth,
Clothes Line Wires,
Perforated Sheet Metals,
Wire Cloth, all kinds,
Wire Rope, all kinds,
Metallic Lathing.

Wholesale agents for Ontario Wire Fencing Co. Send for Catalogue mentioning your requirements.

Hamilton, Canada.

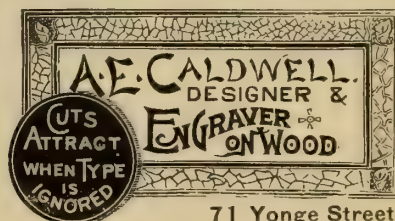
CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public against imitations of their manufactures. None are genuine unless bearing the MARK.

TRADE  GRANTED 1764.



71 Yonge Street.

I.C. Fell & Co
STEEL STAMPS SEALS & STEEL DIES

STENCILS, NAME, PLATES, RUBBER STAMPS, TRADE MARKS.

13 VICTORIA ST., TORONTO.



BINDER TWINE.
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Car Lots and less than Car Lots.

HOBBS HARDWARE CO.,
LONDON, - ONT.

ASK FOR QUOTATIONS.

THE DOMINION WIRE ROPE COMPANY,
MANUFACTURERS OF



(Works at Lachine).

FOR HOISTING, MINING, TRANSMISSION OF POWER, TOWING, SHIPS' RIGGING, GUYS, ETC., ALSO LANG'S PATENT WIRE ROPE FOR TRANSMISSION AND COLLIERY PURPOSES.

Signal Strand Clothes Lines & Seizing Wire.
JAMES COOPER, Agent,
MONTREAL.

Attention Millwrights.





The tinsmiths of Belleville are agitating for nine hours work a day.

The alterations made in the tariff of freight on the Intercolonial Railway have reduced the rates on stoves carried at the owner's risk to the old tariff rates. Stoves carried at the risk of the railway will continue to be carried at the current rate.

A skeleton has been unearthed at Pompeii, of a baker or cook, in apron and hat, standing beside what seems to be a sort of range, cooking waffles. Is there anything new, after all, even in the stove and range business?

In a stove and hardware store near the wholesale business district in St. Louis, they have a lot of new filters, and the sample is labeled "a hint for early Spring—drink clear water." But a Doctor's convention sitting within a couple of blocks has just decided that filtered ice water is more of an embarrassment to the cardiac apparatus than Frankfurter sausage or boiled cabbage. The doctors add that people drink too much water because it is cheap and filling. Between these hints for early Spring—a filter or a doctor—most people will prefer to patronize a stove store.—Stoves & Hardware Reporter.

MONTREAL NOTES.

A demand of assignment has been made on Mr. Gustave R. Fabre, importer of carriage makers' supplies, St. Paul street. The liabilities are placed in the neighborhood of \$65,000 and the assets \$80,000.

Mr. Michael Babcock, doing business in railway supplies under the name of R. Millard & Co., has assigned at the demand of J. S. Thompson & Co., with liabilities of about \$32,000. The principal creditors are Estate of H. B. Smith, \$12,100; Merchants Bank, \$1,112; Banque de Peuple, \$1,100; Henry Archibald, \$4,500; estate Chipman, \$7,000.

It would appear that the English syndicate business is likely to find root in Canada as well as in the United States, and that all the Canadian cotton mills are to be absorbed. At least this was the rumor current in St. Francis Xavier street, the other morning, the figure named is \$10,000,000. Mr. A. F. Gault is at present in England and it is affirmed that to accomplish such a result is the object of his visit.

The annual meeting of the Canada Cotton Company was held in Montreal, on the last day of April. The president, Sir Donald Smith, occupying the chair. He read the annual report, which stated that the production had been on a larger scale than the previous year. The operations showed a satisfactory profit. The renewal of 8 per cent. bonds at 6 per cent., effected without a single dollar of expense, amounts to a saving of \$6,000 per annum in the interest account. The report was adopted and the old board was re-elected.

NATURAL-WOOD FINISHING OF A BUGGY.

Perhaps no subject is more perplexing to the average painter than that of natural-wood finishing. It is not, strictly speaking, closely connected with his experience, but the fact that in very many sections it is growing immensely in favor is a sufficient reason why he should know more concerning some of the details connected with it.

As an example showing the method observed in some provincial shops, we take a light buggy to finish in the natural-wood. The first essential necessary to produce a first-class job is to have the material, as nearly as possible, white, straight-grained stock, free from mars or disfigurements. The job having reached the paint-loft, it should be carefully cleaned, so that not the slightest signs of stains, brush or finger marks, remain to remind you, after the job is finished, of your neglect in eradicating them when you ought. All such spots should be thoroughly cleaned out, clear to the outer edges of the coloration, otherwise dark lines invariably remain. After going over the job, removing all blemishes calculated to antagonize our efforts in the direction of producing a perfectly pure grained surface, the work is sand-papered with No. 1 paper first, and then gone over lightly with No. 0 to finish.

It must be remembered, of course, that to secure the best results your work, having been clean and clear to start with, should be kept so until finished. The dusting off should be complete and thorough. A short, stiff brush for dusting this kind of a job is best. If it should prove dirty, wash in soap and water before using. If compelled to use an exceedingly elastic duster, it is best to wrap part of the length of the bristle with ordinary tufting twine. By this means you obtain a stiff, and at the same time a sufficiently flexible, duster for getting around clips, etc., and for cleaning the grain of the wood out.

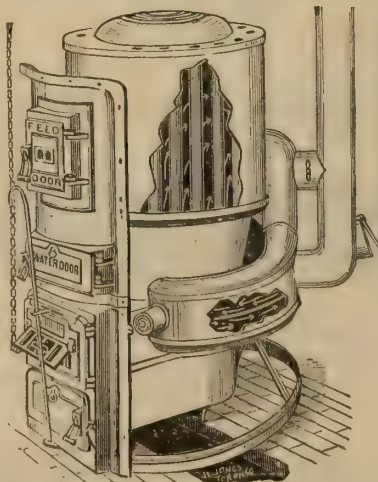
The first of primary application should consist of pure raw oil, with a teaspoonful of gold-size japan added to each pint of oil, or in that proportion. Use a bristle brush and

work well into the grain. If a brush is not at hand, the oil may be put on with a clean piece of cotton cloth, though it by no means equals a brush. Two hours after the oil is applied wipe up the surplus oil with a soft rag and set the job aside for forty-eight hours, if that time can be given. At all events, it should dry twenty-four hours.

The body is next given a filling of corn starch mixed to a thick paste in one part oil, two parts japan and rubbing varnish, thinned to a working consistency with turpentine. When the filler has set sufficiently to insure the proper filling of the grain, wipe from the surface that portion which the wood refuses to absorb or retain.

Meanwhile, the running parts may be lightly sand-papered, axles, springs, clips, etc., blacked off, and when dry, varnish throughout with a pale, high grade of rubbing varnish. In varnishing such jobs the utmost caution must necessarily be observed to prevent the surface from obtaining a clouded appearance, and it must be confessed that the disposition of varnish to cut capers in natural-wood finishing is something phenomenal. The inside of body and seat, with the exception of the filling process, is to be finished the same as the outside. Four days after putting on the rubbing varnish rub out with pumice-stone and water, care being taken not to cut through the edges or sharp corners. Finish with a light, clear varnish. If two coats of rubbing varnish is used, the gear should be striped on the first coat of rubbing.

The above mode of finishing differs somewhat from the method observed in a city shop, but as outlined can be made to look nicely when finished, and, moreover, will prove durable. When it is necessary to use putty, it should be made by the judicious use of colors to match the shade of wood. In city shops, where work is not sold upon so close a margin of profits, a job such as is described above, after receiving the oil, would be varnished with white shellac. The coat, when dry, is carefully glass-papered, thoroughly cleansed, and then covered with a third, and very often with a fourth, coat of the shellac. Upon the third or fourth coat, according to the individual fancy of the painter the job is pumiced, washed cleanly, and a smoothly laid-on coat of demar varnish added. Upon this coat the job is finished, a pale, durable, easy-flowing varnish being used.—M. C. Hillick, in the Spokesman.



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Preston, - Ontario,

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Hot Air Furnaces and Registers.

12 STYLES, 40 SIZES,

BEST VALUE IN THE MARKET.

Estimates and Illustrated Catalogue sent upon Application.

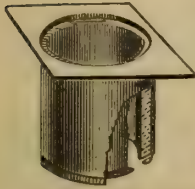
**IMPROVED PATENT ASBESTOS FLOOR
& PARTITION CROCKS**

These CROCKS are light,
Easy to fit and Thoroughly
Fireproof, and wherever
known have taken the First
Place in the Market.

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**JAMES MORRISON,**

MANUFACTURER AND WHOLESALE DEALER IN

ENGINEERS AND PLUMBERS' BRASS WORK.

Iron and Brass Valves, Inspirators, Injectors, Ejectors, Revolution Counters,
Engineers' Clocks, Steam and Hydraulic Gauges, Wrought Iron Pipe and
Fittings, Soil Pipe and Fittings, Lead Pipe, Sheet Lead, etc.

Also keep always in stock full lines of

Sanitary Earthenware, Water Closets, Wash Basins, Etc.

MORRISON BRASS WORKS, ADELAIDE ST. WEST, TORONTO.

REFRIGERATORS.

Hardwood, Lined Galvanized Iron, Patent Locks, Economical,
Reliable, Cheap.



MILK

DELIVERY

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TRIMMINGS
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CANS MADE UP.

OIL, GAS, VAPOR,

STOVES.

Ice Cream Freezers,
Heavy Dairy Pails.

Galvanized Iron Eave Trough 8 feet lengths.

We make and supply everything used by Stove and Tinware Dealers.

WRITE OUR NEAREST HOUSE.

The McClary Manufacturing Co'y

LONDON, TORONTO, MONTREAL, WINNIPEG.

Toronto Plate Glass Importing Co.

Highest Award, Toronto, '87

GLASS IMPORTERS,

Bevellers and Mirror Manufacturers.



Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

For Mirrors and other Glasses

TELEPHONE 1599.
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MILK CAN TRIMMINGS

Complete stock now on hand. Send for prices. Quality
and price guaranteed. Largest assortment of
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Thos. Davidson & Co., Montreal.

MARKETS

TORONTO, May 8, 1890.

The general movement in trade is of no greater volume than last week, as far as fresh orders received are concerned. In comparison with other branches of trade, however, hardware merchants are getting a very good share of the business doing, so that few complaints are being heard. Travellers, indeed, complain that country merchants are buying lightly and cautiously, but this is a good rather than a bad sign. Certain lines in shelf goods and in harvesting tools are moving out fairly well, but in agricultural implements trade this year is likely to be below the average. There are some advances in prices in certain lines of shelf goods to be noted this week, our price list showing the changes that have been made.

Navigation is now open at Montreal, and steamers are now arriving, bringing over spring stocks. Opinions are somewhat different regarding the effects of these stocks upon prices. Some maintain that a lowering of values will be the result, while others point out that stocks are now low, and that these arrivals will no more than adequately replenish the market. Indeed, prices for some metals are rather firmer than a week ago, and for prompt shipment there is little disposition shown to make concessions.

Remittances have been fairly good, and to judge from payments of late it might be mentioned that there is now more money in circulation in country districts. With the opening of navigation, however, money that was before locked up has gone into the country in payment for produce to be shipped to the old country, and this will, to some extent, relieve the stringency that has hitherto existed.

IRON AND STEEL.

The local market remains unchanged, the feeling being rather easy, while there is not much disposition to order ahead there has been no improvement in the iron market, and in Montreal sales are reported to have been made at below current quotations. In the warrant market prices are still weak, and it may be noted that in three months the entire gain of six months has been swept away. No such thorough and sharp collapse has been experienced in the history of the trade, and the worst feature is the evident growing disorganization in the legitimate branches. Makers of both the raw and manufactured articles complain of the almost entire absence of fresh orders. Steel plates have sold at £6 17s 6d, the lowest price since the fall set in. English mail advices say:—

The price of warrants has now fallen over £1 a ton from the highest point, which was touched on January 7th last. Prices then were no doubt above what the position of the trade warranted, and in the absence of further buying on the part of the public, certain bold spirits saw it needed only the pluck to sell heavily, and there would be a smart reaction, enabling them to cover their commitments at a handsome profit to themselves. Unforeseen circumstances caused the success of the movement to be even greater than was anticipated, and it is generally believed that there is still a large account open for the fall. For our own part, whilst admitting that fresh work is not coming forward nearly so freely as could be wished, we do not believe that the trade is in the desperate state represented by those who are pre-

dicting that warrants will shortly be selling at less than 40s. "Bear" speculation, like the "bull" movement which preceded it, will exhaust itself before long; and prices, we venture to say, will recover under the influence of cheap money and a general activity in trade which has not yet died out although it has met with a severe shock from 3 months of a 6 per cent. Bank rate, labour disputes, and other causes. The manufactured iron and steel makers are beginning to feel the effects of the dearth of orders, which has been largely contributed to by the unsettled state of the pig iron market. Neither merchants nor shippers at the present time will buy a ton of iron or steel the purchase of which they can defer, as it naturally follows that if prices go lower and stocks remain on hand, they will be undersold by those who purchase later. Shippers in many cases admit they have considerable orders to place, but that they prefer to wait. In the event of a reaction, such orders would be likely to turn the scale pretty smartly. The statistical position is still improving. Another furnace has been put out, reducing the number in operation to 87, against 82 at the same time last year. Stocks in Connals stores, which a year ago were over 1,030,000 tons, are coming down hand-over-fist, and are now less than 800,000 tons, nearly 11,000 tons having been withdrawn last week. Shipments are still expanding, though it should be borne in mind, partly at the expense of Middlesbrough where there is a large falling off. Shipments for the present year are 10,000 tons in excess of the corresponding period of 1889.

TIN.

Ingot tin has shown a greater degree of firmness this week, in sympathy with cables from England. Prices, however are not advanced, the demand being light, while there are sufficient stocks to supply the trade. Cables report a moderate demand for consumption at the advanced rates, but there has been quite a speculative demand. Sellers are offering sparingly at the present time.

TIN PLATE.

Tin plates are unchanged here this week, but the English market is rather firmer. There is a limited local demand. Cables state that the firmer market over there is due to the stoppage of several mills and the closing of several works to await better times. A number of makers have determined to suspend work if they cannot get better times.

LEAD.

This article is inactive and featureless, with supplies large, considering the demand. The English market continues to advance, quoting Soft Spanish at £12 15s. to £12 17s. 6d.

COPPER.

Copper is more firmly held here, although it is not in any better request. Foreign advices are responsible for the firmer feeling here. The article has been in better demand in England, and the cash warrants circulated are absorbed to a large extent by consumers whose requirements have been steadily increasing. The diminished supply from North America and the Chilean position is favorable for advancing markets.

ANTIMONY.

Cookson's continues to sell at 20 to 21c. with inferior brands quoted at 18 to 19c. The wants of consumers do not appear to be large as very few orders are being placed.

SPELTER.

This is also firmer, recent cables reporting advancing markets abroad. No change is

made in quotations however, ordinary Silesian is cabled at £12 10s.

CANADA PLATES

Although the demand for these has slightly improved in the past few weeks, the feeling has been weak, with a tendency towards lower prices. This week values have declined, Blaina's being quoted at \$3.10 to \$3.15, and Boars Head and Maple Leaf at \$3.25 to \$3.35. It is not impossible that these lower figures might be shaded, as prices do not appear to be maintained with any degree of confidence.

SCRAP METALS.

For all scrap iron prices have a lower tendency. The lower prices being paid for wrought scrap have had the effect of bringing larger supplies in, and offerings are now quite liberal, dealers possibly anticipating a further drop in values. Copper and brass continue scarce and prices for them are firm. Scrap rubber is a little weaker. Dealers' paying prices are as follows: No. 1 heavy cast scrap, 70c. per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap, 90c.; No. 2, including sheet iron, hoop iron and mixed steel, 10c.; new scrap copper, 10c.; heavy scrap copper, 10½c.; old copper bottoms, 8½c.; light scrap brass, 5½c.; heavy yellow scrap brass, 7½c.; heavy red scrap brass, 9c.; scrap lead, 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2½ to 2¾c.; country mixed rags, \$1 to \$1.20 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PETROLEUM.

Trade has fallen off very much during the last few weeks, and will continue to fall off until the autumn. The long daylight reduces the consumption of petroleum to a very noticeable degree.

DRUGS AND CHEMICALS.

The city trade has fallen off very much within a month. One reason assigned is the check on consumption which is due to the strike. Among west end dealers this is very largely recognized as depressing influence to trade, as in that part of the city there is a large proportion of mechanics who belong to crafts now idle.

HIDES, ETC.

HIDES—Green have gained another quarter. They are getting scarce, and are better, as they improve at this season. The grubby condition engendered by stabling has disappeared. Prices are for No. 1 steers 5½, cows 4½; No. 2 steers 4½, cows 3 1-2; No. 3 steers 3 1-2, cows 2 1-2. Cured have gone up to a moderately strong 5 1-4c. They are scarce.

SKINS—The market for old ones is nearly done, because there are virtually no more to offer. The new skins will soon be on the market, and there will be little doing until these do come. The prices are still standing at \$1.25 to \$1.60. No. 1 calf is up 1 cent, now quoting at 7c., and No. 2 is stationary at 5c.

TALLOW—Rough, is up to 2c., and rendered is 5 to 5½c.

WOOL—Pulled is 30c. for extra-super, for super is 25 to 26., and lowest is 24c. Fleeces are 22c.

PAINTS AND COLORS.

Turpentine has again declined this week, the drop in price averaging 1c per gallon, and it is now selling at 56 to 57c. Spring stocks are now commencing to arrive pretty freely in the south, and, as a consequence, the market there is easier. Several lots have arrived on this market lately, which, with the quantity that was still in store here, rather overstocked the market, there being but a moderate demand for the article. If arrivals continue liberal there may be still another

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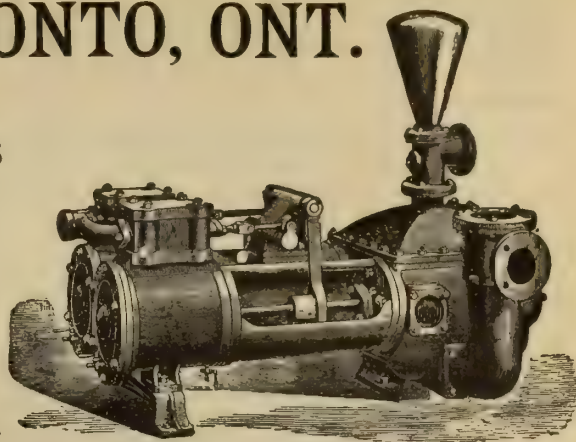
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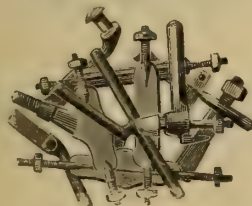
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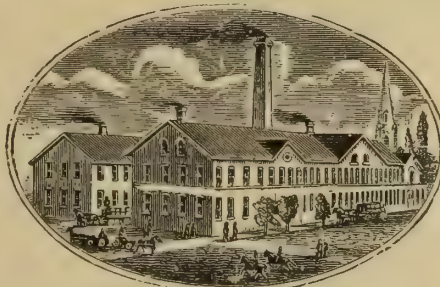
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BOECKH'S STANDARD BRUSHES

FOR SALE

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We manufacture the greatest variety of Stave, Market and Satchel
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Write for Illustrated Catalogue and Price List.

The Ontario Basket Co., Limited,
WALKERVILLE, ONT.

Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont.

MARKETS—Continued.

decline. A couple of small lots of linseed oil have been received this week and eagerly picked up at former prices. The article is still in active request, but spring stocks will probably steadily arrive from now on, so that the market will soon be well supplied, in which case the price may be expected to decline. Canadian crushers do not appear to have much, if any, seed, as they cannot yet deliver the oil on back orders, although they were expected to a week back. Furthermore they cannot say when they will be in a position to deliver, and as a matter of fact are not now quoting figures to merchants. The price of linseed oil in England is still advancing, but this will not immediately effect the market here. No white lead has been received here and stocks are still small. The price however, is tending downward, some dealers having advance information that the white lead combination in England is on the eve of breaking up. Prepared paints are very quiet, the demand for them having almost completely ceased. However repeat orders are expected to be received in the course of a week or so. Glue is quiet and featureless. Paris green is in moderate request. The price remains at 15½ to 16c. Red lead is scarce and high, the price being firmly maintained at 5c. in 100 lb. packages.

MONTREAL

MONTREAL MARKETS.

MAY 8, 1890.

There is a decided improvement in all lines the past week, still business is not up to what it should be. Payments for April have been far behind that of the past six months.

IRON AND HARDWARE.

There is very little change to note in iron and hardware since last report, prices remain unchanged. Bars have been held off in anticipation of higher prices. In tin plates the market is firm. Canada plates nominally uncalled for.

NAILS.

The nail market continues quiet, with no anticipation of a change in prices, except horse nails which may be a shade higher. Following are the prices:

IRON CUT NAILS.

2 dy @ 60 dy, hot cut, per keg	....	2 75
10 dy @ 9 dy, " " "	....	3 00
8 dy @ 7 dy, " " "	....	3 25
6 dy @ 5 dy, Am. pat	....	5 50
4 dy, " " "	....	4 25
3 dy fine hot cut, " " "	....	2 75
3 dy @ 5 dy, cold cut, Am. pat.	....	3 25
4 dy, cold cut, " " "	....	3 75
3 dy, hot cut, nails " " "	....	5 95

	Steel Cut Nails	Wire Nails
10 dy @ 60 dy, per keg	\$2 85	\$3 75
9 dy " " "	3 10	4 10
8 dy " " "	3 10	4 45
7 dy " " "	3 35	4 80
6 dy " " "	3 35	5 15
5 dy " " "	3 60	5 15
4 dy " " "	3 60	5 45
3 dy " " "	4 35	6 50
3 dy fine " " "	5 85	8 29

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 75
4 dy @ 5 dy, per keg	.....	4 00
6 dy @ 7 dy, " " "	.....	3 75
8 dy @ 9 dy, " " "	.....	3 50
10 dy @ 30 dy, " " "	.....	3 25
Cut spikes, " " "	.....	3 90

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	.....	\$5 15
1 " " "	.....	4 75
1 ½ " " "	.....	4 45

Finishing nails 75c. per keg over same size hot cut, viz., from \$6.60 for inch to \$2.65 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.60 for 1-inch to \$3.40 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$7.10 for 1-inch to \$3.90 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand 50 per cent. discount, for small lots. P. B. & Co. brand 50 per cent. of list for small lots. Large lots 50 and 10 four months, with 5 per cent off for cash in 30 days.

CEMENT AND FIRE BRICK.

Market featureless and without change.

PAINTS AND OILS.

The paint and oil market has shown no laxity since our last report, if anything there has been more enquiries. Linseed oil continues active, and all arrivals are used up as soon as they appear, and to-day's quotations are 70c. for boiled, and raw 67c. for ordinary country lots, round lots are not quoted at all. This advance is in sympathy with England where prices have been advancing for some time. Turpentine is somewhat lower, selling now at 62c. but will likely be down to 60c. in about 10 days as large supplies are expected. There is no change whatever in leads. Stocks of any white lead are light with supplies close at hand.

NEW YORK MARKETS.

NEW YORK, May 7, 1890.

Sellers of Southern foundry pig iron have been naming very low prices to consumers in the East. It is learned also that an attractive order has brought out lower quotations on steel rails by both Eastern and Western manufacturers. On other forms of steel prices as low as any previously named are quoted from the chief points of manufacture, and practically the same is to be remarked of steel-making materials. The standard Northern brands of foundry pig iron are held with some showing of firmness, but the market otherwise is looking rather weak, and the general tone is hardly as encouraging at the present time as it was thirty days ago. Speculative interest has been eliminated to a great extent, but it is the rule that production is either in line with or ahead of consumption, and the relation of supply and demand is undoubtedly affording buyers more or less advantage in nearly all departments. Advices by cable indicate a downward turn again in the speculative branch of the English iron trade, the latest quotation being 45s. 2d. for Scotch and 44s. 6c. for Cleveland warrants.

STEEL RAILS.

There is a Western order on the market for about 15,000 tons of steel rails on which both Eastern and Western manufacturers have been figuring, the deliveries being such that chances are equal for the various concerns. It does not transpire that any trade has yet been made. The outcome is awaited with interest, inasmuch as it will likely afford an idea of actual market values. Meanwhile, \$33 is the nominal rate at Eastern mills, with \$32 one that would likely be accepted

for desirable orders for late summer or fall months' delivery. Billets, slabs and rods are secured without difficulty at as low prices as have been accepted any previous time this year.

COPPER.

The market price for Lake Superior copper is up to 15c. A little outside stock may possibly be picked up at a shade less, but the mining companies will not shade that price a fraction on either prompt or future deliveries. Since our last report probably 500,000 pounds have changed hands at 14¾ @ 15c. including 200,000 pounds to one buyer at the higher price. A lot of 500,000 pounds was placed recently at 15c. for delivery September 1st. Casting copper has also advanced. The bankers have disposed of 2,000,000 pounds Arizona at 12½ @ 13c. and have little stock left beyond a moderate quantity of pig. A considerable quantity of casting brands is said to have been sold by producers, particulars of which are not divulged. An offer of 12½c. for 1,000,000 pounds Baltimore was refused. The lowest quotations are now 12¾ @ 13c. for ordinary brands (with the latter the general rate), and 13½c. is now the quotation for Arizona. Speculation does not figure at all in the movement. Purchases, in fact, have been directly by or for consumers. The London market for the metal has advanced, latest quotations being £49 12s. 6d. for merchant bars spot and £50 for futures.

TIN.

Pig tin prices have advanced here and in London, and, while showing more or less irregularity, the market seems to be a tantalizing one for operators on the "bear" side. There is a stock here of about 1,700 tons, but the bulk of it is controlled by prominent dealers, and needy "shorts" have to pay a round premium over the prices at which futures are sold. For example, 20,60c. had to be paid Tuesday for 20 tons on spot, although 25 tons were sold at 20.35c. for July, and 10 tons at the same price for August delivery on the Metal Exchange. The spot prices at the close were 20.60c. for round lots and 20¾ to 20¾c. for jobbing quantities. London prices were up to £92 12s 6d for spot and £93 7s 6d for futures Tuesday morning, but reacted 5s.

LEAD.

Pig lead has dropped to 4c on actual sale. The speculative demand seems to have petered out and consumers are very indifferent buyers. A lot of 100 tons was placed at 4.05c. and another at 4c. Plenty of lead at 4.05c at the close.

SPELTER.

Spelter has stiffened up again and any price below 5.05c. is considered exceptional on common Western, while 5½ @ 5.15c. are named as close figures for prime. The demand has been very fair.

TIN PLATES.

Tin plate has met with rather better sale, and the market looks a trifle steadier, without, however, any positive change in prices for either prompt or future deliveries.

The Retail Merchants' Association of Albany have changed their name to the Business Men's Association.

The merchants of Wyoming, Ont., have signed a petition agreeing to close their places of business at 7.30 o'clock p. m. sharp every evening except Saturday, and on evenings immediately preceding public holidays, from the 28th of April until Nov. 1st. The purchasing public will please govern themselves accordingly.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

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Our Shingles and Siding Plates are the heaviest and cheapest manufactured. Price List and Catalogue on application.

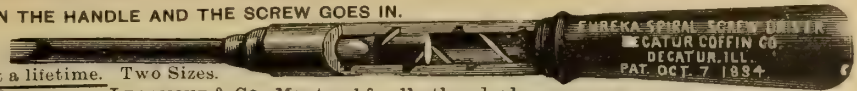
The Metallic Roofing Co. of Canada
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Rear 84, 86, 88 and 90 Yonge Street,
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PUSH ON THE HANDLE AND THE SCREW GOES IN.

Will last a lifetime. Two Sizes.

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Dealers in Electric Light and Electric Supplies, Bells, Batteries, Wire, Annunciators, etc. Contractors for ELECTRIC LIGHTING AND ELECTRIC WORK.

39 King St. West, TORONTO, ONT.

Clarke's Common Sense Sliding-Door Hanger

Slides back and forth with a more Graceful and Easy Motion and with less noise than any other Hanger.

With this hanger there is :

No Side-draft.
No Kicking.
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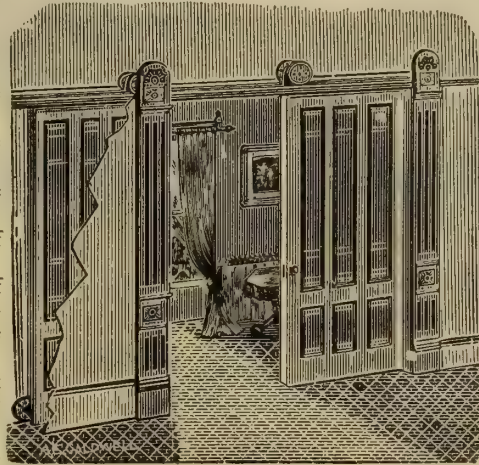
No Inaccessible Tracks in the Pockets.

No Tearing Down of Lath and Plaster.

No Dead Weight of heavy doors constantly hanging to the track.

No Tracks to be put in until ready to hang the doors.

No False Pockets in the Tracks for either



Single or Double Doors.

Doors equipped with this Hanger are suspended at the upper front corner and supported or rest upon a single roller secured to the lower inside corner, perfectly balanced, moving easily.

Common Sense Hangers can be applied to doors that have been hung with any other hanger without removing the plastering, woodwork, or any of the sheathing of the pockets, or creating any muss whatever.

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Sheet and Bar Copper.
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Lawn Mowers.
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Hemp, Soapstone and Asbestos Packing.
Window Glass.

Painted Wire Cloth.
Ice Cream Freezers.
Ice Tongs.
Clothes Wringers and Mangles.
Brass Kettles.
Enamelled Kettles.
Enamelled and Tin Saucepans.
Agate Ironware.
Granite Ironware.
Pressed Tin and Copper Ware.
Japanned Tinware.
Bird Cages.
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Glues, etc., etc.
Guns, Ammunition, etc.

Builders' Hardware, House Furnishing Goods, Tinsmiths' Supplies, Plumbers' Supplies, Steamfitters' Supplies, Brush and Broom Makers' Supplies.

OWING TO CHANGE IN TARIFF ALL TOOLS HAVE ADVANCED FIVE PER CENT. OVER FORMER PRICES.

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SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	0 05½
" No. 2	0 04½
" No. 3	0 04½

A. G. Peuchen & Co.'s Prices.

Paint Oil, boiled	0 35
Peuchen's Pure English Paint in 1, 1 and 1 gals. per gal	1 12½
Peuchen's Prepared Paint	1 00
2nd Quality Mixed Paint	0 75
Carriage Colors, quarts	0 55
Pure Lead, a guarantee	0 06½
Best White Lead	0 05½
No. 1 Lead	0 04½
No. 2 Lead	0 04½
Yellow Ochre	0 01
Golden Ochre, French	0 02
Extra Golden	0 03
Paris Green, pure	0 18
One pound package, pure	0 20
Cookson's Venetian Red	1 50
Best Vermillion	0 15
2nd Quality Vermillion	0 10
3rd	0 07
No. 1 Furniture Varnish	0 65
Brown Japan	0 65
No. 1 Carriage	1 25
Elastic Oak	1 25
Orange Shellac	2 00
White Shellac	2 25

Acme Paints.

Neal's Carriage, discount 40 p. c.	0 02
English Oxide, by the barrel	0 01½
American Oxide	1 25
No. 1 Venetian Red	0 25
Acme Decorative, discount 40 p. c.	0 25
Granite Floor, in tins, 90c, 47½c.	1 25
Acme Interior Fresco, tins	0 25
Acme Sash, discount, 40 p. c.	0 25
" Wagon and Imperial, dis 40 p. c.	0 25
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz.	1 25
Acme Carriage Top Dressing, \$1 75 per doz	4 00 8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 per cent. Amer	
Rim Fire Cartridges, Dom. 50 and 10.	
Rim Fire Military, net list. Amer.	
Central Fire Pistol & Rifle, discount 15 p. c., Amer.	
Central Fire Cartridges, Dom. 30 & 10	
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p. c. Amer.	

Wads.

Eley's, per 1,000	\$0 25 \$1 60
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Anvils.

Per lb.	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz.	13 00 20 00
Adjustable " each	5 50 6 50
Fast Hole, Vaughan's, each.	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	5 65 1 59
Pegging, "	0 65 1 25
Brad, "	0 85 1 60
" handled	3 60 7 30
Saddlers', "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	7 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Light Brass Nos. 3 to 10.	1 80 14 50
" Nos. 2 to 10.	1 00 9 00

Door.	
Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50
Cow.	
American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 p. c.	

Farm.

American, each	2 00 5 00
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House.

American, per lb.	0 35 0 40
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Bellows.

Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount 35, 40 per cent.	

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 per cent.	

Bench Stops.

Per doz	5 00 6 00
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Bits—Auger.

Gilmour's dis 55 to 60 p. c.	
Excelsior—Jennings, discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jennings' Gen, net list.	

Car.

Gilmour's, 47½ to 50 per cent.	
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Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb.	0 11 0 15
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Bolts.

Carriage, dis. 60 and 5 per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis. 40 to 45 p. c.	
Elevator, dis. 35 to 40 p. c.	
Machine, dis. 60 to 60 and 5 p. c.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 65.	
Vegetable, per doz.	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	5 00 40 23
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Butts—Brass.

Wrought Brass dis. 60, 60 and 10 per cent.	
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Cast Iron.

Loose Pin, dis. 60 to 60 and 5 per cent.	
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Wrought Steel.

Fast Joint, dis. 60, 60 & 5 p. c.	
Loose Pins, " 60, 60 & 5 p. c.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair.	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.

Horse, per doz	0 70 0 95
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Carpet Stretchers.

American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz.	22 50
World	21 75
Daisy	24 00
Star	18 00

Crown Jewel, per doz	29 00
Grand Rapids	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50 p. c.	
Plate " dis. 50 p. c.	

Cattle Leaders.

No 31 and 32, per gross	8 50 11 25
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Cement.

Portland, car load lots	3 2
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.

White, lump, per lb.	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz	0 85 4 00

Churns.

Amer., dis. 50 p. c. to 60 p. c.	
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Clamps.

Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clips.

Axle, dis. 65 p. c.	
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Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
" No. 2	2 70

Compasses, Dividers, etc.

American, discount 65 p. c.	
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Cradles, Grain.

Canadian, discount 25 p. c.	
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Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English	2 00 4 00

Draw Knives.

American, dis. 70.	
Canadian, dis 25 to 35 p. c.	

Drills and Drill Stock—Breast.

Millar Falls, per doz	16 00 51 50
P. S. & W., dis. 40 per cent	

Twist.

Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.

Dis. 17½ to 22½ p. c.	
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Fawcets.

Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10	
Barton Smith, dis. 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis., Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25 p. c.	
Horse Rasps, Kearney & Foote's dis Am list, 50 p. c.	
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33½ p. c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc, dis. 40 p. c. to 42½ p. c.	
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Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis. 50, 50 & 10 p. c.	

Fruit Presses.

Henis' per doz	4 00
Enterprise, discount 10 p. c.	

Fry Pans.

Acme, discount 50 p. c.	
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Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p. c.	
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Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 40
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Glass.

4th quality Star, 1st break	1 65
" 2nd "	1 75
" 3rd "	3 90
" 4th "	4 20
" 5th "	4 50

Window Glass.

Pilkington's ordinary.	
1st break	\$1 06
2nd "	4 32
3rd "	5 08
4th "	5 51
5th "	5 94
6th "	6 60
7th "	7 32

Picture Glass.

Pilkington's ordinary.	
1st break	4 80
2nd "	5 25
3rd "	6 00
4th "	6 60
5th "	7 2
6th "	7 65
7th "	8 58

Glue.

American, per lb	0 09½ 0 10½
Canadian "	0 09 0 10
French Medal "	0 13½ 0 15
White "	0 16 0 20

Glue Pots.

Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list, Can. discount 25 to 27½ p. c.	
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Tack.

Magnetic, per doz	1 10 1 50
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Sledge.

Canadian, per lb	0 12½ 0 15
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Ball Pean.

English and Can., per lb.	0 25 0 37½
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Handles.

Axe per doz	1 00 3 50
Store door	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 30 p. c.	
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Hoe.

Hooks—Cast Iron		Pencils.		Scale Beams.		Cigar Box Nails, dis. 35 p.c.	
Bird Cage, per doz	0 50 1 10	Dixon's, per gross	1 00 4 25	Canadian, B. S. & M. dis. 40 per cent.		Shoe Finders' Tacks & Nails, dis. 25 p.c.	
Clothes Line, " "	0 27 0 63	Carpenter, " "	2 25 3 60	Scrapers.		Tape Lines.	
Harness, " "	0 72 0 88	Picks.		Box, per doz	2 10 4 50	English, ass skin per doz	\$2 75 35 50
Hat and Coat, per gross	1 00 3 00	Picture Nails.	6 00 9 00	Foot, " "	40 3 50	English Pat. Leather	5 50 9 75
Chandelier, per doz	0 50 1 13	Porcelain Head, p. gross	1 65 3 00	Screens.		Chesterman's, each	0 90 2 85
Wrought Iron.		Brass Head, " "	40 1 00	Window, patent, per doz	6 00 7 50	" steel, each.	0 80 8 00
Wrought Hooks and Staples, Can. dis. 17, 20 p.c.		Planes.		Sargent's, per doz	65 4 00	Thermometers.	
Wrought Hooks and Staples, Amer dis. 75 to 75 and 5 per cent.		Wood, bench, Canadian, or American dis. 50.		Screws.		Tin case & dairy, dis. 75 p.c.	
Wire.		Wood, fancy Canadian, or American dis. 35, 37, per cent.		Screw Drivers.		Ties.	
Hat and Coat, dis. 35, 40 p.c.		Bailey's (Stan R. & L. Co.) 33½ to 35 per cent.		Sargents, per doz	65 4 00	Cow, per doz	1 25 2
Belt, per 1,000	0 60 2 70	Miscellaneous, dis. 10 to 12½ per cent.		Screws.		Tinner's Shears and Snips	
Screw, bright, Eng., dis. 40, 5, 45 per cent.		Bailey's Victor, dis. 10 to 12½ per cent.		Wood, flat head iron, dis. 47½ per cent.		P.S. & W., 10 p.c. advance on American list.	
Horse Nails.		Plane Irons.		Wood, round head iron, dis. 42½ per cent.		Tinware.	
Canadian, dis. 50.		Pliers and Nippers.		Wood, flat and round head, brass, dis. 25 p.c.		Stamped, dis. Assn list, 70, and 12½ per cent.	
Ice Picks.		Button's Genuine, per doz. prs. dis 37½, 40 p.c.		Bench, wood, per doz	3 25 4 00	Japanned, dis. 35, 50 p.c.	
Star, per doz	3 00 3 25	Button's Imitation, per doz.	7 40 10 25	Bench iron per doz	4 25 5 75	Pieced, dis. 40, 50 p.c.	
Kettles.		German, per doz	60 2 60	Scythes.		Transom Lifters.	
Brass spun per lb	0 28 0 30	Plumbs and Levels		Discount 40 per cent. to 42½ per cent.		Payson's, dis. 25 per cent.	
Copper, " "	0 40 0 45	S. R. & L. Co., dis. 65 p.c.		Scythe Snaths.		Traps.	
Enamelled Can. 50 p.c.		Poppers.		Canadian, dis. 33½ to 35 p.c.		Game, Newhouse, dis. 17½, 20 per cent.	
American, 50 and 10, 60 and 5 per cent		Pruning Shears.		Shears.		Game, H. & N., or P.S. & W., discount 57½ to 62½ p.c.	
Keys.		Per doz	4 00 5 50	B. & W., Japanned, dis. 75 per cent.		Mouse, per doz	0 35 1 50
Lock, Can. dis. 50 p.c.		Pulleys.		B. & W. N. P., dis. 65 p.c.		Rat " "	2 00 4 50
Cabinet, Trunk, and Pad-lock, Am. per gross	1 60 4 75	Hothouse, per doz	55 1 00	Seymour's dis. 60 p.c.		Trowels.	
Knobs.		Axle, " "	22 33	Ætna, dis. 75 @ to 75 and 10 per cent.		Disston's, discount 10 p.c.	
Door, Japanned, and N.P., Can. list dis. 50 p.c.		Screw, " "	27 1 00	Sheaves.		German, per doz	4 75 9 00
Bronze, Berlin, per doz	2 75 3 25	Awning, " "	35 2 50	Sliding Door, per set	77 1 40	Brade's " "	7 00 10 50
Bronze, Gem, " "	6 00 9 00	Pumps.		Canadian, dis. 7½ p.c.		S. & D., discount 35 p.c.	
Lava, " "	8 75 10 00	Rumsey, Cistern & Pitcher Spout, 55, 60 per c.		Shovels and Spades		Triers.	
Shutter, porcelain, F. & L. screw, per gross	\$1 30 4 00	Punches.		Canadian, dis. 37½ p.c.		Butter, per doz	6 25 9 00
Ladies.		Saddler's, per doz	1 00 1 85	Sieves.		Trucks.	
Melting, per doz	1 70 4 50	Conductors " "	9 00 15 00	Wood Rim, black, p. doz	1 15 1 35	Warehouse, each	2 25 6 50
Lemon Squeezers.		Tinner's solid, per set	72	" tinned, " "	1 35 1 60	Twines.	
Porcelain lined, per doz	2 20 5 60	hollow, per inch	1 00	Tin Rim, " "	2 30 2 45	Bag, per lb	0 12½ 0 20
Galvanized, " "	1 87 3 85	Putty.		" black, " "	1 80 2 25	Wrapp'g, mott'd, pr. pack	0 50 0 60
King, wood, " "	2 75 2 90	Bladder, per 100 lbs	2 00 2 25	Snaps.		cotton, per lb	0 18 0 20
" glass, " "	4 00 4 50	Tins, lbs	2 50 2 75	Harness, German, p. gro.	2 00 5 50	Mattress, per lb	0 33 0 45
All glass, " "	1 20 1 30	Rail.		Acme, " "	3 00 5 00	Staging " "	0 27 0 35
Lines.		Barn Door, per foot	3 3½	Lock, Andrew's " "	4 50 11 50	Broom " "	0 30 0 55
Fish, per gross	1 05 2 50	Sliding Door, " "	3½ 3½	Soldering Irons.		Binding, flax, per lb	
Chalk, " "	1 90 7 40	Rakes.		Per lb	0 30 0 32	" jute " "	
Locks—Door.		Cast Steel and Malleable, Canadian list dis. 40 to 42½ per cent.		Wrought Spikes.		Vises.	
Canadian, dis. per cent.	50	Razors.		Discount, net list.		Hand, per doz	4 00 6 00
Russell & Erwin, per doz	2 90 7 50	Boker's, per doz	7 50 11 00	Spoke Shaves.		Bench, parallel, each	2 00 4 50
Cabinet.		Wade & Butcher's " "	3 60 10 00	Wood, English	1 80 5 00	Coach, each	6 00 7 00
Eagle, dis. per cent	33½	Razor Strops.		Iron, American	1 35 2 35	Peter Wright's, per lb	0 12 0 13½
Paiock.		Currier's, per doz	1 25 3 60	Spoons and Forks.		Pipe, each	5 50 9 00
English and Am. per doz	50 6 00	Rivets and Burrs.		Sheffield Sterling.		Saw, per doz	6 50 13 00
Scandinavian, " "	1 00 2 40	Copper Rivets, dis. 45 to 47½ p.c.		Tea Spoons, per gross	7 50 12 00	Washer Cutters.	
Eagle, dis. percent	15 1 17½	Iron " 40 per cent.		Dessert " "	21 00	Per doz	4 00 8 50
Mallets.		Burrs, Iron, 30, 33½ p.c.		Table " "	30 00 30 00	Well Wheels.	
Tinsmith's, per doz	1 25 1 50	Rivet Sets.		Dessert Forks, " "	24 00	Amer., per doz. 8, 10 & 12 in.	3 38 6 00
Carp't's, hickory " "	1 25 3 75	Canadian, dis. 30, 35 per c.		Medium " "	27 00	Wire.	
Lignum Vitæ, " "	3 85 5 00	Sisal, per lb	12 12½	Table " "	36 00	Market, bright and annealed, Nos. 1 to 16, 10 per cent. advance on list from stock.	
Caulking, each	1 60 2 00	Manilla, " No. 1	14½ 15	Squares.		Market, oiled, coppered, galv., 10 p.c. advance.	
Mattocks.		" No. 2	13½ 15	Iron, per doz	1 65 2 90	Market, tinned, per lb	0 04½ 0 08
Canadian, per doz	8 50 10 00	Cotton, " "	22 25	Steel, dis. 75 p.c.		Galvanized Fence, 10 per cent. advance on list.	
Meat Cutter.		Deep Sea, " "	15 16	Try and bevel, dis. 50 to 52½ per cent.		Tinned Broom, from 19 to 22 gauge, per lb	0 06 0 06½
Enterprise, dis. per cent	20 25	Rules.		Fence, galvanized, per lb	5 5½	Malin's Wire on spools, dis. 30 to 45 per cent	
Dixon's, each	1 60 2 00	Boxwood, dis. 75 & 10 & 5 80 percent.		Wrought Iron, dis. 75, 75 and 10 per cent.		Clothes Line, galv., p. 100ft	0 25 0 55
Woodruff's " "	1 10 1 70	Ivory, dis. 40, 40 & 5 per cent.		Stocks and Dies, Amer. dis. 25 per cent.		Barbed Wire.	
Hale's, " "	1 05 1 50	Sad Irons.		Stone.		Galv. steel barb fencing	
Hume, " "	13 00 16 00	Mrs. Potts, per set	0 95 1 25	Washita, per lb	0 15 50	"Lock Barb," 4 point	0 51 0 05½
Mincing Knives.		N. P. " "		Hindostan, per lb	0 06	Ditto Glidden 2 point	0 05½ 0 06
American, per doz	42 2 35	Sand and Emery Paper.		Slips, per lb		Galv. Steel plain twist	0 05
Molasses Gates.		B. & A., sand, dis. 25, 30 p.c.		Labrador, per lb	0 13	Galvanized Barb, "Lyman," 2 to 4 points	0 05½ 0 06
Stebbin's Patent, dis. per cent, 65 to 70 per cent.		Emery, per quire	55 90	" Axe, " "	0 15	Terms, 60 days or 2 per cent off for cash—10 days.	
Nails.		Sash Cord.		Turkey " "	0 50	Wire Cloth.	
Cut, 3 inch and upwards		Per lb	22 50	Arkansas " "	1 50	Ordinary, discount 25 p.c.	
per keg	2 80	Sash Locks.		Water-of-Ayr " "	0 10	Painted Screen, p. 100 sq ft	2 25 2 35
Brads & Moulding Nails, discount 55 per cent.		Triumph and Morris, dis. 37½, 40 per cent.		Scythe, per gross	3 50 5 00	Wrenches.	
Wire Nails, 60 per cent.		Kempshell's dis. 40, 62½ per cent.		Grind, per ton	15 00 18 00	Agricultural, dis. 70, 70 & 10 per cent	
Nail Pullers.		Sectional, per lb	2½ 3 00	Stove Polish.		Standard, dis. 60, 60 & 10 p.c.	
German & American	1 85 3 50	Sausage Stuffers.		Per gross	1 75	Coe's Gen'l, dis. 40, 45 p.c.	
Nail Sets.		Each	1 00 3 00	M. J. S., per gross	2 50	Diamond, dis. 33½, 35 p.c.	
per gross		Saws.		Jacoby " "	5 00	Tower's Engineer, each	2 00 3 00
Square, round and octagon	3 38 4 00	Hand, Disston's, dis. 10 to 12½ p.c.		Mirror Black Lead, per gr.	2 00	" S., per doz	5 80 7 50
Diamond	12 00 15 00	S. & D., dis. 35 per cent.		Jos. Dixon's, bulk, per lb.	0 07	G. & K.'s Pipe	6 00
Oil.		Cross-Cut, Disston's, per ft. 35, 47.		Dixon's Plumb, " "	0 15	Burrill's " each	3 40
Canada Refined Oil (Toronto)	0 14½	Hack, complete, each	1 75 2 75	M. I. S. Paste, per gross	9 00	Pocket, per doz	1 25 2 00
Carbon Safety " "	0 17½	" frames only	75	Nicholson's, per doz	1 00 1 25	Wringers.	
Canada W.W. " "	0 20	Per doz	1 65 9 00	Tacks, Brads, etc.		Each	3 50 5 00
American W.W. " "	0 25	Scales.		Cut, Carpet, gimp, blue, dis. 35 p.c.			
Castor " per lb	0 11½ 0 12	Canadian List, dis. 40 p.c.		" tinned, dis. 45 p.c.			
S. R. Seal " per gal	0 63 0 65			Swedes' iron, blue or tinned, dis. 12½ p.c.			
Oilers.				Upholsterers' dis. 42½ p.c.			
McClary's Galvan. Iron				Copper Tacks and Nails, dis. 35 p.c.			
Oil Can, with Pump,				Trunk and Clout Nails, " 40 p.c.			
per doz	19 50			Patent Brads, dis. 40 p.c.			
Zinc and Tin, dis. 50, 50 and 10.				Finishing Nails, dis. 35 p.c.			
Copper, per doz	1 25 3 50						
Brass, " "	1 50 3 50						
Pails.							
Malleable, dis. 25 per ct.							
Galvanized, per doz	2 00 3 50						



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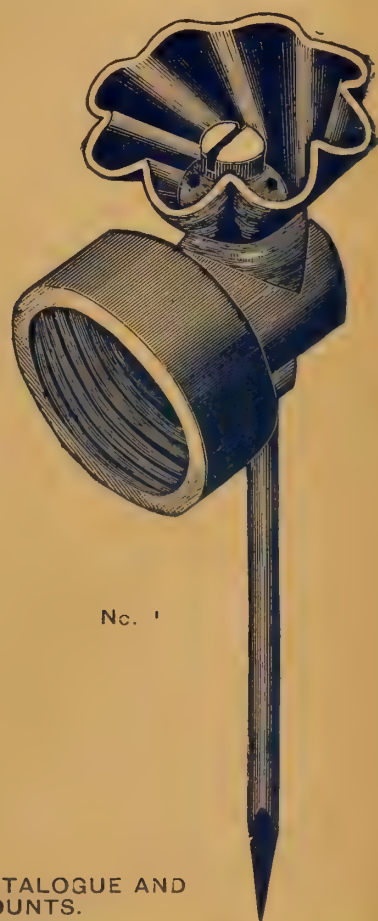
Patent Boiler Purger, Vacuum Lubricators, Flue Cleaners and Portable Lawn Fountains, Window Fixtures and Bank Rails.



No. 3.



No. 2.



No. 1



PATENTED MAY 16, 72.

SIZE	1/2	3/4	1	1 1/4	1 1/2	2
Hose Ties, best wire, per gross.	\$3 00	\$3 00	\$4 00	\$6 00	\$8 00	\$12 00
No. 1. Fountain with spike, nickel plate 1 doz.						7 00
No. 2. Magic Branch, spray or straight " " "						12 00
No. 3. New " " "						10 00
Branches nickel plated, extra. " " "						50

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Genuine Coppered Babbitt

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Anchor	per lb. 8c.
(For Shafting, etc.)	
Star	per lb. 12c.
(General Purpose.)	
Star and Crescent	per lb. 16c.
(Heavy Machinery.)	
Diamond	per lb. 25c.
(Extra High Speed.)	

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MANUFACTURERS OF
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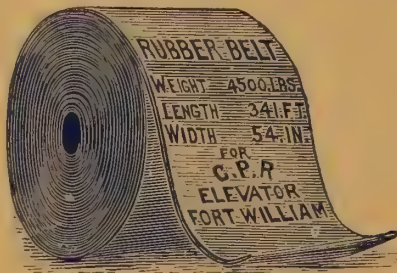
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HAVING been large users of Antifriction Metals for many years, and suffered from being imposed upon by inferior compositions under various high sounding names, we are now offering under the above trade name a more reliable kind of Antifriction Metal, which by merit alone we expect will make its way in the market. It is put up in boxes of 50, 100 and 200 lbs. each. For large quantities in bulk or casks a reduction in price will be made. Prices subject to change without notice. Sample orders solicited. Terms: 60 days or 2 per cent. off for cash.

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Rubber Valves, Car Springs, Wringer Rolls, Carriage Cloths,
Blankets, etc., etc.

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Ribbon, Thorn,
Plain Twist.
FENCING TOOLS.



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Oiled, Coppered,
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WIRE ROPE.

Steel Wire NAILS. SCREWS, Gimlet Point.

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TORONTO, ONTARIO.

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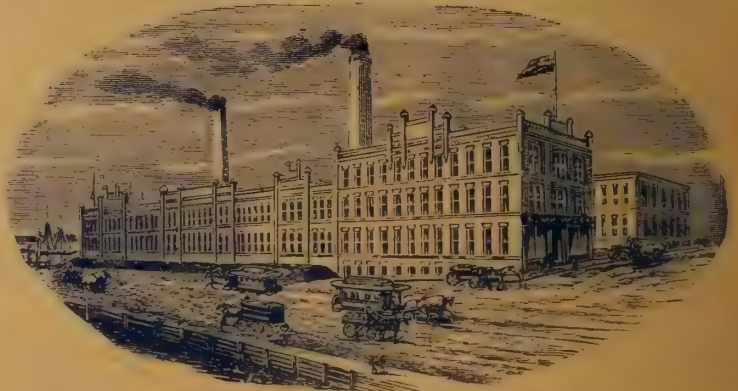
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PLAIN, STAMPED AND JAPANNED TINWARE

COPPER GOODS,

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SPECIALTIES.—Spice Tins, Mustard Tins, Baking Powder Tins, Blacking Boxes
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HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 6 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street.

Vol. 2.

TORONTO AND MONTREAL, MAY 17, 1890

No. 20

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. Hugh C. McLean, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

CONTRIBUTIONS WANTED.

For the purpose of inducing members of the trade who are possessed of special information, which would be of benefit to the trade generally, the publishers of "Hardware" will pay a fair price for such articles. Address "Hardware," Toronto.

WHOLESALE POACHERS.

Southampton, May 8th, 1890.

HARDWARE PUBLISHING CO.

GENTLEMEN,—Re selling paints to consumers by the manufacturer, I would say this is not not the only line of goods that is disposed of in the illegitimate manner you name. Not long ago a traveller for a Toronto firm called upon me and took my order for a line of goods, and before he left town called upon two of my customers (who employ a large number of men) and sold both of them the same sort of goods. I believe this kind of thing is done in almost every town and village in Ontario, and in many lines besides paints. As to a remedy, my idea is this, the retailers should form in an association, and any firm found selling goods to any person outside the retailers should have their name published in a black list, and every retailer would be in duty bound not to purchase from such firm. The wholesalers protect themselves in every possible way, why should the retailers not do the same? If I can give you any information that will be of service in the matter I will gladly do so.

I remain

Yours truly,

IRWIN RUSK.

Ingersoll, May 8, 1890.

DEAR SIR,—Not only are paint and varnish manufacturers selling direct to consumers, but the small wholesale trade are doing the same. The only remedy that I see is for the retail dealer to decline business with all houses that are doing this kind of trade.

Yours truly,

W. H. JONES.

Brantford, May 8, 1889.

GENTLEMEN,—Paints are sold in our town every day to consumers, by travellers, who

sell at almost cost. We can only sell to farmers or private parties. We could stop it in the trade in each town would not buy from those houses, but we cannot get the men in our line to go together to do anything and stick to it.

Yours respectfully,

KNOWLES & NOTT.

Trenton, May 8, 1890.

DEAR SIR,—The remedy I should suggest is to get the names of those manufacturers who sell to the consumers and give their houses publicity. The retail trade can protect themselves by not buying from them.

Yours,

GEO. A. WHITE.

Cambellford, May 8, 1890.

HARDWARE,—The evil you refer to is, I think, on the increase. Concerted action by retailers might stop it, but I am doubtful. The trouble to the wholesaler of looking after such trade, and the inevitable losses through bad accounts will in time work the cure.

Yours, etc.,

C. W. TURNER.

Waterloo, May 9, 1890.

GENTLEMEN,—In reply to your card I would say that I think it not fair for any manufacturer of paints to sell to the consumer. The retailer buys his stock, expecting to sell it to the consumer. In my opinion there are only two ways of stopping this. First—The retailers to combine and report any manufacturer doing this. Second—Or the retailer to put a notice in a paper. No retailer to buy from any manufacturer so reported.

Yours truly,

JACOB CONRAD.

The above communications, written from widely sundered points in Ontario, are a few we have selected to speak for the retail trade upon the question of wholesale business with consumers. The letters all agree in their tacit or explicit testimony to the existence of the evil. The fact that our correspondents write from places that are not strung together by any one commercial highway, is itself significant of the wide-spread extent of the practice that is now being pronounced upon by trade opinion. The injury that is done by this evil is obvious. The wholesale stocks are the reservoir of trade, and the retail stocks are the sluices through which wholesalers' supplies make their way into consumption. The slaking of the consuming demand through any other channels,

—through the use of pedlars, for instance must be followed by stagnation in the retail trade. The little streams of trade that should irrigate consumption are blocked at the mouth.

It is a very short sighted policy for wholesalers to pursue. The retail trade is a necessary intermediary. If it were not an existing thing, there would be a much smaller demand than there is now. The consuming capacity is always smaller where the trade is in few hands than where it is in many, although pedlars might take the place of retailers, man for man, yet they could not make consumption so absorptive as retailers have made it. The reason is that goods would be dearer. In the present constitution of trade, the consumer saves some of the expense by going for his goods. They would be made dearer by being brought to him, if pedlars were the local distributors. Goods would be made dearer by the cost of canvassing. And the dearer goods become, the more consumption shrinks. Also in the present state of things, as the consumer saves some of the expense by going for his goods, so the retailer saves some of the risk by carrying the consumers' debts. Let the wholesaler try that awhile, and his wholesale existence would rapidly taper to a point. There is something of the boomerang, therefore, about this instrument of destruction that certain wholesalers are casting at the retail trade.

The communications above agree mostly in another particular, they recognize the efficacy of an association. There seems to be one contingency, however, in the confession of faith in associations that some of our correspondents give expression to. That is, they are doubtful of the practicability of establishing a local organization. A determined purpose will make head against the difficulties that are born of competition, for there are difficulties born of community of interest to be appealed to, and the latter have a consolidating effect stronger than the disintegrating tendency of the former. Let the time of forming retail associations not be deferred. Let them gather round the questions that each trade is locally perplexed by, and in the federation of retail trades in any town, each separate trade can

legislate for its own case. The peculiar hardware section should among the first of its measures draft an Honor Roll of the houses which sell nothing to consumers. We hope to hear more from our readers upon this question.

THE MacDOUGALL, LOGIE & CO. LIABILITY CASE.

JOHNSON VS. ALEXANDER. — This case which has created a great amount of interest in the paint and oil trade came before Judge Davidson and a Special Jury in the Superior Court, Montreal, on Wednesday of last week and was closed on Saturday afternoon.

The controversy being between the two largest firms, the case was listened to with much interest by other members of the trade during the greater part of the time.

The Plaintiff sought to prove liability of the Glasgow partners of the late MacDougall, Logie & Co. firm, for goods supplied after the dissolution, on the ground that the dissolution was not effected in good faith, but after proof had been completed the Jury unanimously decided in favor of the Scottish firm. The findings of the Jury were in accord with the charge of the presiding Judge. The following questions and relative answers will give our readers the gist of the case:

Questions for the Jury :

Q. 1. Did any changes take place in the firm of MacDougall, Logie & Co. between the 9th October, 1876, and the 30th November, 1885?

A. Yes.

a. What were such changes?

b. What were their dates?

A.—H. J. E. Alexander died 25th April, 1883, intestate, his widow Marion Alexander appointed Executrix 18th September, 1883, and signed Balance Sheet as partner 30th November, 1885.

c. What notices or declarations thereof, if any, were delivered to the Prothonotary and Registrateur?

A. None.

Q. 2. Was the firm of MacDougall, Logie & Co. as constituted previous to the 30th November, 1885, dissolved on that date by efflux of time?

2. Yes.

Q. 3. To which of the publications, Defendants' Exhibits H, I, K, L, M, N, at their several dates, was Plaintiff a subscriber?

A. Exhibit K.

Q. 4. When did Plaintiff become aware of said dissolution and that MacDougall and Logie were continuing the business and firm name.

A. Latter part of December, 1885.

Q. 5. Did the delays in the publications of the notices of said dissolution and in filling of the Declarations D. and E. occur in good faith, and without the knowledge of said Defendants.

A. Yes.

Q. 6. a. Was the settlement in December, 1885, between the members of MacDougall,

Logie & Co., made on the basis of the "Balance Sheet," Plaintiff's Exhibit 3, "Basis of Settlement" Plaintiff's Exhibit 16, and "Memo. of Settlement," Defendants' Exhibit B., and, if not, of which of them?

A. Yes.

b. Was the nature of the said settlement made known to the public through the Mercantile Agencies?

A. Yes, but not correct as to details.

Q. 7. Were the said "Balance Sheet" and the said "Basis of Settlement" as varied by the "Memo of Settlement" made by Defendants in accordance with the books of the firm and in good faith so far as the said Defendants were concerned?

A. Yes.

Q. 8. What was the approximate profit or loss of the business of MacDougall, Logie & Co., up to 30th November, 1885?

A. \$87139.83 Profit.

Q. 9. Was the firm, on that date, hopelessly insolvent, to the knowledge of said Defendants and of Alexander, Fergusson & Co.?

A. No.

10. a. Was the dissolution of the 30th November and the settlement of December, 1885, to the knowledge of the said Defendant and of Alexander, Fergusson & Co. made and acted on against honest and fair dealing, in bad faith and with the fraudulent intent of enabling said Defendants and Alexander, Fergusson & Co. to be paid their claim against MacDougall, Logie & Co. at the expense of present and future creditors of this firm, including Plaintiff?

A. No.

(b) And was said settlement considered at the time, by the parties thereto to be a favorable one for John MacDougall and Robert Logie.

A. Yes.

Q. 11. Did said Defendant have reason to believe that said continuing partners had arranged for sufficient capital to continue the business?

A. Yes.

Q. 12. (a) Did the said Defendant, by defendant Munro, after the payment to Alexander, Fergusson & Co. of \$50,000.00 circulate and cause to be circulated among the business men of Montreal, including Plaintiff and others with whom MacDougall, Logie & Co. were likely to do business, knowingly false statements to the effect that this firm was likely to have ample assets, was in good financial condition and that abundant credit might be given it?

A. No.

(b) And did Plaintiff by reason of such false statements give credit to MacDougall, Logie & Co. and incur his present claim against them?

A. No.

And did he incur loss and damage to a like amount?

A. No.

Q. 13. At the time of settlement in December, 1885, had John MacDougall and Robert Logie large private liabilities contracted in the name of the firm not entered in the firm's books, and secreted from and not known to the Defendants or Alexander, Fergusson & Co.?

A. Yes.

Q. 14. Had Alexander, Fergusson & Co., reason to believe, and did they believe that the continued firm of MacDougall, Logie & Co. was solvent and deserving of credit?

A. Yes.

And if so, up to what proximate date did such belief exist?

A. About June, 1887.

Q. 15. Did the Plaintiff?

a. Have better opportunities than Defendants of ascertaining the financial standing of the continued firm?

A. Yes.

B. Make inquiries as to such standing?

A. Yes.

c. Exchange accommodation notes with it in anticipation of the delivery of goods or otherwise?

A. Yes.

Q. 16. When did the Defendants' Alexander, Fergusson, Hastie & Munro first become aware that Plaintiff had or was to have transactions with said continued firm?

A. No proof of knowledge up to date of Insolvency.

"Hardware" is the name of a new trade paper whose first number appeared about the middle of last month. It is to come out fortnightly from the office of the Hardware Publishing Company, New York. Our young namesake begins its career well. It is filled with good matter of which the mechanical presentation is equally good. Mr. John R. Dunlap is the editor.

A Halifax, N. S., dispatch says: Jules Hamel, the largest general retail merchant in St. Pierre, Miquelon, was arrested on Friday, at the instigation of creditors, who believed that he was about to leave for the United States to escape paying his debts. Hamel's liabilities are said to be near \$100,000. The largest claim is that of Albernell & Co., bankers of Paris, who are creditors to the extent of \$40,000. De Long & Seamen of Boston figure for \$5,000.

Mr. Joseph Kidd, sen., of Sioux City, Iowa, formerly of Dublin, Ont., died on Saturday last, after a short illness. He was for many years a prominent merchant and mill owner of Warton, and owned salt works at Goderich and Dublin. Two of his sons having left for Iowa to engage in business, Mr. Kidd left about ten months since to make his home with them, and died, as stated. In 1872 he contested South Perth with James Trow, M. P. for the Commons, but was defeated. Joseph Kidd, jun., is at present the owner of the Goderich salt works.

Senator Drummond will ask if there is a precedent in either Europe or America for the levying of a tax on tonnage for the support of a harbor police force, such as is levied at the port of Quebec, amounting to six cents per ton per annum; whether the Government is aware that the levy of this tax at Quebec alone has caused the United States to impose a tonnage tax of fifteen cents per ton per annum by way of reprisal on all vessels clearing from ports in the province of Quebec, while vessels clearing from Ontario ports go free, and he will enquire what steps the Government purpose taking to place Quebec vessels trading with the United States on the same footing as Ontario tonnage.

Every line of goods embodies a history and a science worth years of study to understand.


CAVERHILL, LEARMONT & CO'Y,

Best American Screen Wire Cloth

(Two carloads, from 18 to 42 inches wide.)

Devore's Spring Hinges, Nos. 1, 2 and 3

Window Screen Corner Brackets, Door Screen Brackets.

 Write for Prices, as we are Headquarters.

MONTREAL.

CHattel MORTGAGES, BILLS OF SALE.

Ugly words these, aren't they? Not only to the man who gives them but to the holder too and still more so to the firm or individual who is foolish enough to give the credit under them. It is an old and true saying that it takes a fool and a knave to make a bet, and so it is with mortgages. No wholesaler compels a retailer to give him a chattel mortgage without saying to himself, "Now he's got to do as I say or I'll close him up." And what after all does the giving of a mortgage or bill of sale mean in the commercial world? It simply means the declaration to all the wholesale trade, through the medium of the Mercantile Agency Change Sheets, that so and so having lost his credit, has been compelled to hand over his whole stock to some one else in consideration of his lending him a small sum of money or not pressing him at the present time for the accounts he owes him. It does not mean than this same wolf in sheep's clothing intends to keep Mr. So and So stocked with the goods his trade calls for. No, not by any means. On the contrary it generally turns out that a series of demands, accompanied by unpleasant suggestions, are made on the poor store-keeper, who goes around to the other wholesale houses begging for goods at any price, with no equivalent to offer them but the assurance that their wares will be immediately handed over to one of their competitors while his own ability to pay for them is away below nil. There are always a certain number of unwary ones who will get caught in the trap, but they are rarely houses who sell their goods at right prices. When, therefore, the goods are obtained, there is no profit made on them in competition with other storekeepers, and so matters gradually grow worse, until, finally after months of prolonged torture, our poor friend has to give in. His stock is sold by auction, and the wholesaler loses. Every one else is left entirely out in the cold, and feel angry at a man whom they would have been ready to help, had he come to them in a business like way and laid his difficulties

before them, instead of giving one creditor the preference. MORAL—Never be fooled into giving a chattel mortgage.

CLOTHES DRAINER AND LIFTER.

Giles Bowler's patent Clothes Drainer and Lifter, a cut of which appears in another column is manufactured by the Shipway Manufacturing Co., 72 Victoria st., Toronto. It is a skeleton Wire Boiler to fit inside an ordinary wash boiler to hold the clothes while boiling. It is so constructed as to cause a general circulation of water through the clothes, as it holds them from the sides and bottom, allowing the water to circulate. The great feature of its usefulness is in raising all the clothes up in the boiler to the desired height to drain, having hooks on the ends to catch on to the boiler. It takes less time to lift out, saves scalding, splashing of stove, etc. etc. Especially for curtains or other light lace goods it proves itself efficient, it does not tear them as the old style way of using the stick. After being drained you throw them in bulk into rinsing water, free from soap suds, saving one rinsing water. After washing is done it is a clothes basket, waste basket, or any other kind of a basket, a wall receptacle for papers, and it can be carried full of heavy things such as vegetables, etc., even bricks if you want to, without breaking, and yet it don't weigh but 2½ pounds. It is made of iron and galvanized therefore no fear of rusting clothes, and retails at \$1.00.

DRY GOODS MEN AND SHORT-ER CREDIT.

Mr. S. Caldecott presided at the meeting of the dry goods section of the Toronto Board of trade, held on Monday afternoon. There was a good attendance of the members. A letter was read from the Wholesale Dry Goods Association of Montreal, in which the Association expressed its willingness to shorten credits when all wholesale houses doing an annual business of \$100,000 or over concurred in the proposal. It was glad to observe that public opinion was evidently

in favor of shortening credits. The reports prepared by assignees employed on bankrupt estates were next discussed. It was the opinion that at present the reports were not sufficiently full to give creditors all necessary information, and that it was desirable to amend the Ontario Relief Act by inserting a clause compelling assignees to give a complete report of each estate in which they were called upon to act. The question of the liabilities of railway and steamship companies, with reference to shortages, was next considered, but further action was deferred.

Dry good pedlars have been doing the farmers in the neighborhood of Elora during the past week or so. It appears they tell the farmers that a merchant in a certain town perpetrated a fraud upon an insurance company by removing his stock, burning the building and recovering from the company the amount of insurance. The insurance company subsequently discover the fraud and get possession of the goods, and these men are supposed to be selling them for the company. They take notes at short dates, and tell their victims that Mr. Snyder, Canadian express agent, is their agent, and will accept butter and eggs at extravagant prices upon the notes. Mr. Snyder says that he has never seen and knows nothing whatever about the parties.

At the last meeting of the Calgary merchants, the cash system, the coupon system, the curtailment of credit, were all discussed. The Credit Committee reported that they had failed to arrive at any very satisfactory conclusion. While believing that a straight cash system would be the best for all, they felt that in a new country many of the settlers arriving from time to time are not in a financial condition to carry on new farms and ranches on a cash basis. They commend it as one that should be stopped by degrees. They recommended the curtailment of all accounts from December 1 to February 1, to enable the merchant to take stock on January 1 each year; that members of the association bring in to the secretary a list of delinquent debtors, giving the age of claim, whether large or small, the list to be opened to members for reference.



FERGUSSON, ALEXANDER & CO., have placed on the market their "Elephant" brand of this Oxide assayed in Canadian ore. Rich their laboratory at Glasgow 93 per cent. It is by far the brightest Oxide ever made from red color, highly magnetic and nearly as cheap as the less pure best American.

SUPPLIED TO THE TRADE ONLY.

SAMPLES AND QUOTATIONS ON APPLICATION TO

Fergusson, Alexander & Co., — **MONTREAL.**

Proprietors of the "Elephant" brand White Lead. Ready Mixed Paints and Varnishes, and "Mistletoe" Window Blind Green.



A wire drawing and nail manufacturing establishment is reported to be projected in St. John, N. B.

The moulders in the Kingston foundry have struck for \$2 per day. The present wages are \$1.75 and \$1.85.

Mitchell and Goderich, as well as London, have decided to celebrate Queen's Birthday on Monday, May 26.

Mr. William Ferguson, from Chatham, is foreman of the foundry department at Fraser & Chalmers' foundry in Chicago.

There was brought to Halifax on Monday from the Eastville mill, Uniacke a brick of 100 ounces of gold crushed from nine tons of quartz.

At a meeting of the inspectors of the Otterville Manufacturing Co., insolvents, at Paxton's banking house, Otterville, the estate was sold to Mr. S. Smiley at 25 cents on the dollar. The assets were about \$7,300.

James Bain, of Bain & Colville, machinists, Hamilton, fell into a well in P. Grant & Sons' brewery, where he was putting in some piping on Tuesday afternoon, and sustained severe injuries to his head and shoulders.

The moulding shop of Cowan's foundry, Galt, took fire last week. The loss will be about \$2,000, which is covered by insurance in several companies. The fire will not keep the foundry from filling any orders. The cause is unknown.

At a largely attended meeting of the Business Men's Association at St. Catharines it was decided to ask the council to submit a by-law to the people to grant the bonus of \$80,000 and exemption from taxation for ten

years to the Bowanville Organ & Piano factory, providing the city have sufficient security for the bonus.

Wallaceburg Business Men's Association has elected the following officers:—President, W. E. Amsden; vice-president, T. Fitzpatrick; sec.-treas., W. R. McKay; directors, T. B. West; W. H. Heath; W. E. Boulton and D. Dobie.

A new foundry erected by Butterworth & Co., on Queen street, Ottawa, was somewhat damaged by fire last Sunday. The new machinery was considerably damaged, but the structure was not much injured. The loss is covered by insurance.

The new foundry on Robert Street Petrolea, being erected by Messrs. James Joyce and McKenzie & Sons, who have amalgamated, is nearly finished. The new firm will be known as "The Oil Well Supply Co.," and will be under the management of Messrs. James Joyce and John A. McKenzie.

Mr. William Elliott, who will take up his residence in Sarnia as superintendent of an extensive carriage factory there, was made the recipient, before his departure from Pullman, Ill., of a valuable gold watch, chain and charm, presented to him by the employees of the street car department of the car works, as a testimonial of their high regard.

W. T. Mossop, painter and dealer in wall papers, Windsor, had his stock destroyed in a fire one night last week. His loss was \$3,000, on which there was an insurance of \$2,000. Other business men lost heavily, who occupied the same block. The cause of the fire was probably a coffee roaster which was smouldering in an adjacent spice factory.

Mr. Shaughnessy, assistant manager of the C. P. Railway, has given an order to Master Car Builder Anderson, to put the newly patented Vessot car axle lubricator to a test. This lubricator is said to be a

most ingenious device by reason of which an axle may be supplied with oil once, and run thousands of miles before requiring to be greased again, and all without heating in the slightest degree.

The Nova Scotia Steel & Forge Co., of New Glasgow, N. S., has been merged into the Nova Scotia Steel & Iron Co., with a capital of \$2,000,000 and a debenture capital of \$600,000. The company has been formed for the purpose of extending the present business and assuming the franchises and other properties of the New Glasgow Iron, Coal & Railway Co., and to erect blast furnaces and manufacture iron and steel. Frank Ross, of Quebec, is a director.

The immense vulcanized rubber main driving belt which the New York Belting and Packing Co. have made for the New York Central and Hudson River Railroad Co., to be used in their new grain elevator "A," is exhibited in their warerooms, No. 15 Park Row, and attracts a large amount of attention from the many passing along that busy street. Its weight is 4,800 pounds, and a card attached to the belt gives its dimensions as 350 feet long, 52 inches wide, and 8-ply thick.—Hardware, N. Y.

The Hudson Bay Company secured the great bulk of the contracts for general supplies for Indians in the Territories and in Manitoba. The company had a tender in for every item required. The following are the names of those who were successful:—J. M. Garland, Ottawa; H. B. Company, Winnipeg; G. F. & J. Galt, Winnipeg; A. Macdonald, Winnipeg; Ogilvie Milling Company, Winnipeg; Rosamond Woollen Company, Almonte; S. & H. Borbridge, Ottawa; J. P. Esmonde, Ottawa; H. N. Bates & Son, Ottawa; Stroud Bros., Ottawa; Hamelyn & Ayers, Lachute; N. L. Piper & Son, Toronto; T. & J. N. Andrews & Co., Thornbury; Smith & Ferguson, Regina, Joyner & Elington, Fort Qu'Appelle.

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WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

WINDOW GLASS--In Stock in the Following Sizes :

50 FT. BOXES.

7 x 9,	8 x 10,	10 x 12,	10 x 14,	10 x 16,	12 x 16,	12 x 18,	12 x 20,	12 x 22,	12 x 24,
12 x 26,	12 x 28.								

100 FT. CASES.

12 x 30,	12 x 32,	12 x 34,	12 x 36,	14 x 18,	14 x 20,	14 x 22,	14 x 24,	14 x 26,	14 x 28,
14 x 30,	14 x 32,	14 x 34,	14 x 36,	15 x 28,	15 x 30,	15 x 32,	15 x 34,	16 x 20,	16 x 22,
16 x 24,	16 x 26,	16 x 28,	16 x 30,	16 x 32,	16 x 34,	16 x 36,	18 x 20,	18 x 22,	18 x 24,
18 x 26,	18 x 28,	18 x 30,	18 x 32,	18 x 34,	18 x 36,	20 x 24,	20 x 26,	20 x 28,	20 x 30,
20 x 32,	20 x 34,	20 x 36,	20 x 40,	22 x 24,	22 x 26,	22 x 28,	22 x 30,	22 x 34,	24 x 30,
24 x 32,	24 x 34,	24 x 36,	26 x 28,	26 x 30,	26 x 32,	26 x 34,	26 x 36,	26 x 40,	28 x 30,
28 x 32,	28 x 34,	28 x 36,	28 x 40,	30 x 30,	30 x 32,	30 x 34,	30 x 36,	30 x 38,	30 x 40,
30 x 50,	32 x 34,	34 x 36,	34 x 40,	34 x 48,	40 x 50,	40 x 60.			

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16 & 18 DeBresoles St.,

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ELECTRO-PLATED WARE.

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A. J. WHIMBEY, Manager.

"Sheffield Sterling" Spoons and Forks.

Best Known Substitute
for Sterling Silver.

Harder, and resists acids better than any so-called
Nickel goods. See quotations on last page.

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WIRE AND IRON WORKS,

Walkerville, Ontario.

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SPRING HINGES,
CABINET HARDWARE,
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& PARIAN CEMENTS.

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FLUE COVERS, GAS RETORTS

DRAIN PIPES

English and Scotch (all sizes).

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SANDSTONES,

CALCINED PLASTER.

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SUPPLIES

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Cast and Wrought SCRAP IRON in Car lots.
Charcoal Pig Iron.

Zebra Spiral Steel Fencing Wire.

Australian Fence Wire Strainers.
Send for Prices.

J. W. PATERSON & BRO.,

TORONTO AND MONTREAL.

MANUFACTURERS AND IMPORTERS.



Roofing Material, Building Paper, Plaster, Cement, etc.

IMPORTANT NOTICE.

We are now using strong thin cord in the manufacture of our O. K. Building Paper, whereby we not only add greatly to the strength of the paper but also prevent any chance of its tearing at the edges.



PROVINCE OF ONTARIO.

Dundalk—Deans, Jas., grocery, hardware, etc., assigned in trust.

Ingersoll—Morrow, Jno. & Co., manufacturers mill machine screws, Wm. S. Wilson & J. Anderson Coulter admitted. Style Jno. Morrow Machine and Screw Co.

King Creek—Armstrong, W. S., general store, assigned to J. H. Widdifield, Toronto.

Lakefield—Cox Bros., general store, assigned to Edmund Sellers, Lakefield.

Orangeville—Reid, H. E. & Co., (co nom) general store, sold out to A. & W. Johnston

Springfield—Finch, D. C., general store, assigned to C. B. Armstrong, London.

MANITOBA AND NORTH-WEST TERRITORIES.

McGregor Station—Wisch, R. B., stoves and tinware, stock advertised for sale by tender.

Glenboro'—Butchart, M., hardware, sold out to Doig.

QUEBEC.

Montreal—Fabre, G. R., W., saddlery hardware, assigned in trust; Neil, Wm., general store, demand of assignment; Fowler, J. A. Cutlery, deceased; Millard, R. & Co., manufacturers spikes, etc., assigned in trust; Reany & Co., com. dissolved.

St. Janvier—Labelle, F. X., general store, offering to compromise.

St. Perpetue—Houle, P., general store, as signed in trust.

Sherington—Gagne, C. A., general store, demand of assignment.

NOVA SCOTIA.

Amberst—Buckley, Thos., store, assigned.

Stellarton—Wentworth, Jas., general store, removed to Truro.

NEW BRUNSWICK.

Dorchester—Dobson, Wm., general store, stock sold to M. R. Dobson.

Middle St. Francis—Clair, Peter, trader, offering to compromise.

Moncton—Beaton, Norman, general store, sold out to Jno. Beaton.

St. John—Coles & Parsons, stoves and tins, J. O. Sharp admitted partner, as Coles, Parsons & Sharp.

Shediac—Calder, Jno., general store, removed to Sussex, N. B.

Sussex—Pitfield, W. T. & Co., general store, sold out.

PRINCE EDWARD ISLAND.

Tyne Valley—Forbes, Donald, general store, assigned and offering to compromise.

NEWFOUNDLAND.

Channel—King, Walter J., trader, deceased.

Archibald McKellar, general merchant, Glencoe, has obtained an extension of time from his creditors.

The Chatham Harvester Manufacturing Company, limited, agricultural implements, Chatham, have assigned.

Other assignments reported are: Brinstone's corners, Albert Brinstone, general store.

The premises and stock of the Ontario Supply Company, dealers in pedlars' supplies, Wellington street, are in the hands of the bailiff on an execution for \$1,200, obtained by the Imperial Bank, and one for \$300 by the landlord. The total liabilities are \$7,000, all the creditors except the bank and the landlord being fully secured. R. Carrie & Co. have a claim for \$3,000, which is fully guaranteed by \$4,000 worth of security. The stock is valued at \$5,000.

Mr. Skelding, a Winnipeg hardware merchant, fell asleep last week, and did not wake up for five days except when aroused by the doctors to give him nourishment. The medical men are at a loss to account for the trouble. Before his long slumber the patient was in good health with the exception of being a little sleepless. At last reports he was recovering from the stupor.

Some misunderstanding having arisen among merchants in reference to the collection of duties which have been changed since the first draft of the tariff resolution was presented to the House on budget night, Mr. Brown, M. P., interviewed the department on Monday in reference to the matter. Copies of the revised tariff will be forwarded to collectors immediately the bill has passed both Houses, when any existing difference between the department and importers will be adjusted. If merchants have paid an excess of duties the amount will be refunded to them, while those who may have paid short amounts, will be required to amend their entries.

E. R. C. CLARKSON

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TORONTO,

In affiliation with

JNO. B. CLARKSON

Temple Buildings, - - - MONTREAL.

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention.

G. H. WEDGWOOD & CO.

MANUFACTURERS OF

Colored Japanned Sheet Metal Goods,

SPECIALTY, ADVERTISING SIGNS.

Inventors of the Only Indetectable Imitations of English Glass Enamel.

79 JARVIS STREET, TORONTO.

ST. CATHARINES, ONT

McKINNON DASHES

CHEAPER

BETTER

STRONGER

THAN HAND MADE

If you get the S. F. Quality.

TORONTO LEAD AND COLOR COMPANY'S VULCANIZED FLOOR PAINTS

SOMETHING ENTIRELY NEW.

Dry hard with a fine gloss in 12 hours.

READ OUR TESTIMONIALS.

WALLACEBURG, DEC. 14th, 1889.

We have been selling Toronto Lead & Color Co's pure paint about five years. think it the best mixed paint in the market.

It has given perfect satisfaction, and we

SHAW & WOOLIVER.

THE NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

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B. GREENING WIRE CO., LTD.

MANUFACTURERS OF

Painted Screen Cloth,
Clothes Line Wires,
Perforated Sheet Metals,
Wire Cloth, all kinds,
Wire Rope, all kinds,
Metallic Lathing.

Wholesale agents for Ontario Wire Fencing Co. Send for Catalogue mentioning your requirements.

Hamilton, Canada.

CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public against imitations of their manufactures.

None are genuine unless bearing the

MARK.

TRADE



GRANTED

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71 Yonge Street.

S. I.C. Fell & Co
STEEL STAMPS SEALS & STEEL DIES

STENCILS, NAME, PLATES,
RUBBER STAMPS, TRADE MARKS.

13 VICTORIA ST., TORONTO.



BINDER TWINE.
BINDER TWINE.
BINDER TWINE.

Car Lots and less than Car Lots.

HOBBS HARDWARE CO.,
LONDON, - ONT.

ASK FOR QUOTATIONS.

THE DOMINION WIRE ROPE COMPANY,
MANUFACTURERS OF



(Works at Lachine).

FOR HOISTING, MINING, TRANSMISSION
OF POWER, TOWING, SHIPS' RIGGING,
GUYS, ETC., ALSO LANG'S PATENT WIRE
ROPE FOR TRANSMISSION AND
COLLIERY PURPOSES.

Signal Strand Clothes Lines & Seizing Wire.

JAMES COOPER, Agent,
MONTREAL.

Journal Cooler.





NOVEL GAS-LEAK DETECTORS

A German paper thus describes a method of detecting leaks in underground gas-pipes: Test holes are sunk in the ground along the lines of the gas mains, and half-inch wrought iron pipes, about three feet long are inserted. In the upper ends of these pipes small glass tubes are placed, each tube containing a slip of paper moistened with chloride of palladium. The test papers turn black under the influence of illuminating gas, the rapidity and distinctness of the reaction depending upon the strength of the palladium solution, and upon the volume of escaping gas. Under the most unfavorable conditions however, an exposure of the test paper for a period of fifteen minutes is considered long enough to show whether or not gas is present. The test holes should be placed about six feet apart and should not reach below the line of gas pipe. The main object is to penetrate the more or less compact surface material of the street, so that the gas in the ground has a direct and convenient means of escape. In many of the streets of Frankfort-on-the-Main, especially those having asphalt pavement, one-inch pipes lead through the asphalt and the underlying layer of beton, their lower ends extending to within a short distance of the gas mains. These escape pipes are filled with peices of sponge and are closed with cork stoppers. The pieces of sponge are renewed from time to time. The pipes have been found to overcome, to a considerable extent, the annoyance of digging up the streets for long stretches with the view of locating leaks in the main.

James M. Byren. has been appointed building and plumbing inspector for the city of Hamilton Ont.

The largest system of hot water heating in use is believed to be that in the McIntyre Block, Winnipeg, containing 600,000 cubic feet to be heated. The system uses four Plaxton boilers which supply 28,000 feet of pipe in coils.

The contractors who are putting in the new water-works system at Napanee are in trouble with the revenue authorities. They received a consignment of material from the United States, included in which were a number of fire hydrants. The latter were seized for alleged undervaluation, and the matter has been referred to the revenue department for a decision.

Thomas Burchall, an employe of the Hamilton, rolling mills, was badly hurt the other day by a bar of iron which fell and crushed his foot.



G. BOWLER'S PATENT CLOTHES DRAINER AND LIFTER.

Manufactured by Shipway Mfg Co., Toronto. Send for trade price. A good selling article. MENTION THIS ADVERTISEMENT.



A. R. WILLIAMS,

SOHO MACHINE WORKS,

TORONTO, - ONTARIO,

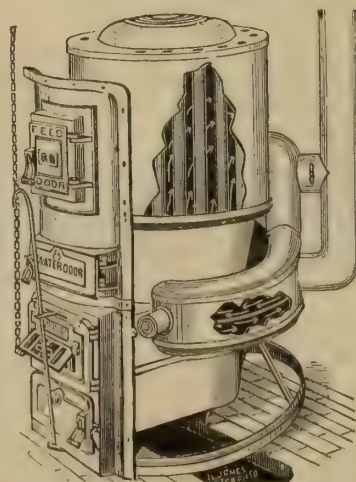
DEALER IN

MACHINERY AND SUPPLIES

Notes the following lines on which he can give the hardware trade very low prices :

TWIST DRILLS,	VICES, ANVILS,
BIT STOCK DRILLS,	CHAIN BLOCKS,
MACHINE AND HAND TAPS,	PORTABLE FORGES,
BRASS GOODS,	BELTING AND LACE LEATHER,
BOILER FEEDERS AND INJECTORS.	HOSE AND SAWS.
CHUCKS.	BOLTS AND FILES.

Send for Catalogue and special Discount Sheet.



CLARE BROS. & CO.,

Preston, - Ontario,

MANUFACTURERS OF

COAL AND WOOD

Hot Air Furnaces and Registers.

12 STYLES, 40 SIZES,

BEST VALUE IN THE MARKET.

Estimates and Illustrated Catalogue sent upon Application.

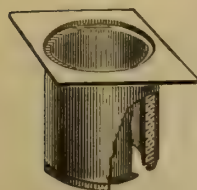
**IMPROVED PATENT ASBESTOS FLOOR
& PARTITION CROCKS**

These CROCKS are light
Easy to fit and Thoroughly
Fireproof, and wherever
known have taken the First
Place in the Market.

PATENTEE AND SOLE
MANUFACTURER,

A. Fairgrieve

Office and Factory,
128 Richmond St.; W.
TORONTO.

**JAMES MORRISON,**

MANUFACTURER AND WHOLESALE DEALER IN

ENGINEERS AND PLUMBERS' BRASS WORK.

Iron and Brass Valves, Inspirators, Injectors, Ejectors, Revolution Counters,
Engineers' Clocks, Steam and Hydraulic Gauges, Wrought Iron Pipe and
Fittings, Soil Pipe and Fittings, Lead Pipe, Sheet Lead, etc.

Also keep always in stock full lines of

Sanitary Earthenware, Water Closets, Wash Basins, Etc.

MORRISON BRASS WORKS, ADELAIDE ST. WEST, TORONTO.

REFRIGERATORS.

Hardwood, Lined Galvanized Iron, Patent Locks,
Economical, Reliable, Cheap.

MILK

DELIVERY
CREAMERY

CAN

TRIMMINGS
AND

CANS MADE UP.

OIL, GAS,
VAPOR,

STOVES.

Ice Cream Freezers,
Heavy Dairy Pails.

Galvanized Iron Eave Trough 8 feet lengths.

We make and supply everything used by Stove and Tinware Dealers.

WRITE OUR NEAREST HOUSE.

The McClary Manufacturing Co'y

LONDON, TORONTO, MONTREAL, WINNIPEG.

Toronto Plate Glass Importing Co.

Highest Award, Toronto, '87



For Mirrors and other Glasses

TELEPHONE 1599.
CABLE ADDRESS, "PLATE."

GLASS IMPORTERS,

Bevellers and Mirror Manufacturers.

Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

55 Victoria Street, - - - Toronto, Ont.

MILK CAN TRIMMINGS

Complete stock now on hand. Send for prices. Quality
and price guaranteed. Largest assortment of
Tinnery Sundries in Canada.



Thos. Davidson & Co., Montreal.



TORONTO, May 15, 1890.

General trade this week has been only moderately active, but it is hoped that as the season advances and the weather becomes more seasonable that a more marked improvement will be perceptible. Meantime there are not any distinctive features in trade, although prices are rather more regular than for some time past, and there is a better tone generally to the market.

The late wet weather has had the effect of making the roads in the country bad, and this has not a little retarded the movement of goods. This is felt not only in this Province but in Quebec, where the movement is even lighter than here. Another effect of the bad roads is that collections are made more difficult, and payments on this account are made more difficult. Spring stocks continue to come in with each arriving steamer, and are being quickly distributed. They are little, if any, lighter than last year, and soon the market will be well supplied in all lines. Travellers are now commencing to take import orders for fall delivery, but have done little business as yet. Such lines as tin, copper and zinc are firmer this week, but iron and steel continue depressed. Merchants are advertising such spring specialties as garden and harvest tools, hose and similar lines. Nails are also weaker, owing to the decline in the price of raw material.

IRON AND STEEL.

There is still an easy feeling in the market, and some are predicting that bar iron will be lower soon. Makers here, who manufacture from scrap whenever possible, are certainly purchasing scrap at a cheaper figure than they could two months or even a month ago, and with the decline in pig it will be seen that all material is lower, so that the new iron can be manufactured at a less cost than has been the case for some time past. The mills, however, are busy, there being no signs of a relaxation of activity. All advices from Great Britain speak of continued flatness in trade there. Wages in some instances have been reduced in order to equalize the lower prices for the product, and it is thought that the bottom has not yet been touched. The poor prospect for the shipbuilding trade is having an adverse effect upon the market for steel plates and angles and other shipbuilding material.

TIN.

Ingot tin has advanced £4 the past week, and prices are quoted higher here, ranging from 24½ to 26c. for L and F and Straits. The demand, however, is not heavy and there appears to be enough on hand to supply current requirements.

TIN PLATE.

Tin plates are without feature, and foreign advices are firmer in tone. The local demand is very quiet. Cables state that special brands have been in good demand, and for these extra prices have been paid, but in ordinary sorts business is still moderate. The reduction in the cost of steel bars has helped to strengthen outside makers, who evidently have confidence in the future of the market.

LEAD.

There has not been any greater demand for this article, and prices are easy.

Cables quote soft Spanish higher at £13 2s. 6d. with a fair business doing.

COPPER.

Prices have advanced this week about ½c. per lb. The advance has been made on account of the advance in the English market, which aggregates £4 per ton during the past week. Locally, trade is inactive. Cable advices state that the article has been in better demand and that prices are stronger. Large sales have been made of sheets and yellow metal for India account. The prospects for the future in the copper market are considered bright.

SPELTER.

Zinc has advanced this week £2 10s., but a limited demand has prevented any higher figures here. Spelter is featureless, with ordinary Silesian cabled at £21 5s.

SCRAP METALS.

Wrought scrap continues to decline, and is fully £2 per ton easier than it was four weeks ago. Dealers are paying from 80 to 85c. per 100 lbs., but are buying from hand-to-mouth, as a still further decline is expected. In anticipation of this collectors of wrought scrap in the country are endeavoring to force sales, but find they cannot get the prices they ask, and have therefore to dispose of their stocks at the lower figures. The mill price is around \$18 per ton. The mills are buying pretty freely. A good deal of scrap has arrived on the first boats for the mills, and more is on the way, these importations weakening the market.

Heavy cast scrap is just about holding its own, although sales are rather smaller than they have been. There is considerable being offered. Scrap, copper, and brass continue somewhat scarce, but are featureless. Dealers' paying prices are as follows: No. 1 heavy cast scrap, 70c. per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap, 80 to 85c.; No. 2, including sheet iron, hoop iron and mixed steel, 35 to 40c.; new scrap copper, 10c.; heavy scrap copper, 10½c.; old copper bottoms, 8½c.; light scrap brass, 5½c.; heavy yellow scrap brass, 7½c.; heavy red scrap brass, 9c.; scrap lead, 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2½ to 2¾c.; country mixed rags, \$1 to \$1.20 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PAINTS AND COLORS.

Turpentine is more firmly held here, in consequence of southern advices, which quote an advance of 1½c. per gallon. The stock in the principal southern markets aggregate about 8,500 bbls. There is a good demand for the oil here, but stocks are fairly large. Linseed oil has still an advancing tendency, although actual figures are no higher. It is almost impossible to get any here as the market is practically bare of stocks and no fresh supplies have been received. Spring stocks of white lead have not yet arrived, but dealers have received advices that state they will be here in the course of a week. A mail advice from Liverpool says: "The very low figure recently current in Canada for English dry white lead was no indication at the time of the market here, but simply meant that a low price would be accepted abroad for stock in excess of home requirements rather than allow the market to be depressed." Prepared paints are still moving slowly, and are without feature. Paris green is quoted at 15½ to 16c. Castor oil is a shade easier in Liverpool on spot, but unchanged for forward delivery. There is an active demand here, a good deal selling at from 10½ to 11½c. The market is by no means overstocked, but ample supplies are on the way.

HIDES, ETC.

HIDES—The scarcity noted last week continues to hold prices up. Green steers'

hides are yet 5½ for No. 1, 4½ for No. 2, 3½ for No. 3. Cows' are 1c. lower in each grade. Cured are firm at 5½c. The season is one of scant supply, and the American demand has been active in anticipation of a heavy import duty.

SKINS—The market is firm in the position reported last week. Sheepskins are scarce, and bring \$1.25 to \$1.60. No. 1 calf is 7c., and No. 2 is 6c.

MONTREAL

MONTREAL MARKETS.

MAY 15, 1890.

There has been little change of an important character in the general condition of business, which has been fairly healthy with a steady volume of business. Goods sold ahead have been delivered as they arrived and although there has been no actual improvement in fresh business the distribution has been larger for that reason. Payments have been fairly well provided for.

IRON AND HARDWARE.

Pig iron buyers have continued to hold off to a large extent in the hope of seeing lower prices the boom having entirely subsided. The private news from abroad is not strong and seems calculated to favor a lower range although such is only a matter of speculation. It is reported that Summerlee or equal has been bought to arrive at \$22 to \$22.50 ex wharf and that some business has been done in other brands on a corresponding basis of values. In finished iron bars have remained at \$2.40 for ordinary sized lots, but it is likely that would be shaded for large lots. Tinplate makers cable a firmer market and claim that production is being restricted. Canada plates unchanged. Ingot tin steady at 22½c. and copper at 15c. Cable advices of this date report an easier market on pig lead than last, but with good business passing. The quotation for soft Spanish is £13 f. o. b. London.

NAILS.

All the works have been well employed and trade has been fairly active. Prices have remained unchanged, but the tendency is toward a reduction on present quotations owing to the decline in raw material. Hot cut iron nails, 10 dy. to 60 dy. are at \$2.65, steel cut \$2.75 and casing, flooring and box nails \$4.65 per keg. Demand for horsenails has been quiet. No. 7, 24c.; No. 8, 23c. and No. 9, 22c. Terms, U brand 50 per cent. discount for small lots and 50 and 10 for large, four months, 5 off for cash in 30 days.

HORSESHOES.

Have remained steady at \$3.65 for round lots and \$3.75 for small.

PAINTS AND OILS.

Leads and paints have manifested no distinctive features. Demand has been moderate, perhaps even smaller than expected for the season. Prices are well maintained and may be quoted as follows:—choice brands \$6.50 to \$6.75. No. 1, \$5.25 to \$5.50. No. 2, \$4.50. No. 3, \$4.25. Dry and white lead 6 to 6¼c. Red do. 4½, the question of false marking of white lead is not lost sight of by the members of the Association, and it certainly deserves all the publicity they can give it.

In oils, there has been a better feeling in linseed, which has resulted in higher prices, sales having been made at 70 to 72c. for

NORTHEY & CO., - TORONTO, ONT.

MANUFACTURERS OF
SINGLE AND DUPLEX

Steam and Water-Power Pumps

FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP
CONDENSERS

FOR ATTACHING TO

High Pressure Steam Engines,

MARINE AND STATIONERY.

GREAT ECONOMY

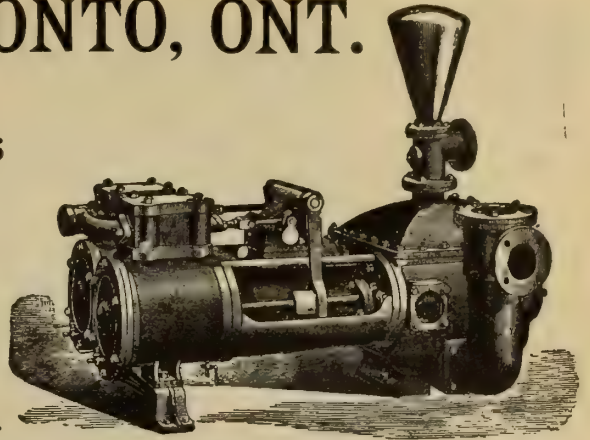
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FUEL AND POWER

GUARANTEED.

Prices and particulars on application.

OFFICE AND WORKS: Corner Front and Parliament Sts.



CLARRY & CO'S, THILL COUPLING

MIRFIELD'S PATENT.

SAFE, ABSOLUTELY NOISELESS, PERFECT.
NO RUBBERS, NO SPRINGS,
Because none are required.

ALL RATTLING PREVENTED.

The nicest thing ever invented. A boon alike
to the Manufacturer and the Purchaser of Car-
riages, Buggies, etc.

COMPLETE, CHEAP AND EFFICIENT.

CLARRY & CO.,

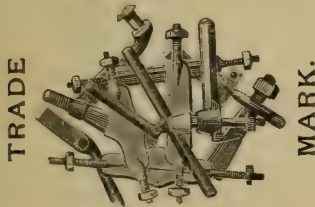
Sole Owners and Manufacturers,

14 Bay Street, TORONTO.

PRICES FURNISHED ON APPLICATION:

TORONTO DROP FORCE CO.,

68 ESPLANADE ST.



Manufacturers of
CARRIAGE HARDWARE AND
WROUGHT IRON FENCES, Etc.

Drop Forging of every Description.

Prices furnished on application. All work
guaranteed.

R. DENNIS, LONDON, - ONTARIO.

Manufacturer of every description of

WIRE AND IRON WORK

COMPRISING

Office and Counter Railings,
Window Guards,

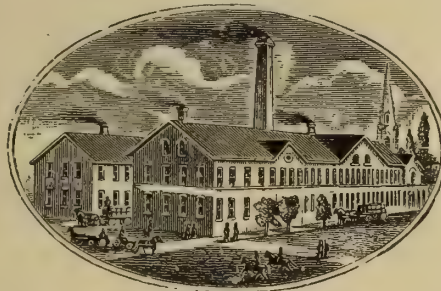
Fences, Iron Gates,
Cresting, Finials, Vanes,
Stable Fittings,

Wire Signs,

Wire Goods of every variety.

We can supply anything you require
in Wire or Iron.

WRITE FOR ILLUSTRATED CATALOGUES
AND INFORMATION.



Galt Rag and Metal Co., Dealers in Rags,
Bones, Scrap Iron, Copper, Brass, Lead, Zinc,
Scrap Rubbers, Paper Stock, &c. Highest Cash
Prices Paid. Orders by mail will receive prompt
attention. Galt, Ont.

You can lose more than we do
by not subscribing for this paper.

FRANKEL BROS.

OFFICES AND YARD:

116--130 GEORGE ST. } Toronto.

WHOLESALE DEALERS IN

SCRAP IRON, RAILS, METALS.

SPECIAL AGENTS FOR CANADA

FOR

Railway Supply and Manufacturing Co.,

CINCINNATI, OHIO.

MANUFACTURERS OF

Cotton Waste.

BOECKH'S STANDARD BRUSHES

FOR SALE

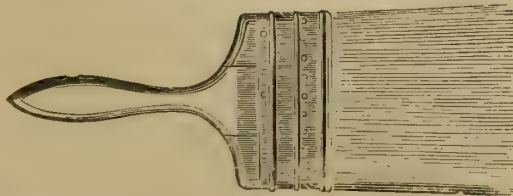
BY ALL LEADING HOUSES.

THE LONDON BRUSH FACTORY,

61 and 65 Dundas Street,

MANUFACTURERS OF

EVERY KIND
OF
BRUSHES
HANDLED BY
HARDWARE
TRADE.



FULL STOCK
OF
CARPET
SWEEPERS.

Awarded Gold and Silver Medals, 1887 and 1888, Bronze A.D. 1889.

THOS. BRYAN, London, Ont.

Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont.

MONTREAL Markets continued.

boiled, and 67 to 69c. for raw. Straw real strong and higher at 47½ to 52½c. Steam refined, real 52½ to 55c., with round lots to arrive offering at less. Turpentine has declined under the influence of larger arrivals. Some round lots have sold as low as 58c., with smaller quantities at 60.

GLASS.

Demand for glass has been fair at steady prices. First break \$1.60, second \$1.70, third \$3.75, fourth \$4.

CEMENT AND FIRE BRICK.

Trade in cement has been more active, yet buyers have not shown much anxiety to take hold. Small lots of Portland for local account have sold \$2.65 to \$2.85 as to quality. Round lots of London brands for the west have sold at \$2.60. Belgram has sold at \$2.40 to \$2.50. Fire bricks have been in fair demand at \$23 to \$25 per 1000 exship as to brand.

NEW YORK MARKETS.

NEW YORK, May 15, 1890.

There have been no specially interesting developments in the local market for iron and steel. Furnace agents remark that orders for crude materials are running rather light at the present time; dealers make practically the same report as regard sales to the small consumers, and importers note a moderate demand for foreign materials generally. Steel manufactures continue to secure some orders for rails, but business in that line fails to meet expectations, and evidence is wanting of improvement in the demand for other forms of steel. As a matter of fact, operations are rather slow nearly all along the line. The speculative branch of the foreign iron trade seems still to be unsettled, yet with periodical indications of gradually returning confidence based in good part upon improvement in the legitimate trade demand for some lines of material. Scotch warrants, as per latest cables, have improved to 44s. 10d. and Middlesbrough reacted to 42s. 6d., or 9d. from the lowest point.

STEEL RAILS.

Transactions in steel rails are understood to have been more or less extensive in the West recently, but an order for 6,000 tons out of inquiries involving 15,000 tons for one railroad is the only business of importance reported closed by Eastern manufacturers. There are other lots in treaty, but buyers seem indifferent about closing and cling to the idea that \$30 at Eastern mill is not out of the question on deliveries running from August forward. Mill agents name \$32 as a close rate at the present time for standard sections, and brokers state that present appearances are against concessions of more than 25 to 50c. being made on orders for delivery prior to August.

TIN.

Straits tin has been sold at an advance of 0.20c per pound during the past few days, making a rise of 0.85c. for the week. Strong cables from London assisted in helping prices up to a certain extent, but market manipulation there, as well as on this side of the ocean, is said to have had more bearing than anything in the nature of trade or consumptive demand. For that matter a contest between "bulls" and "bears" constitutes the only visible interest at the present time. There is no real scarcity of the metal. Out-of-town jobbers have at times been accommodated with small lots at prices slightly under those paid for ten-ton lots by local speculators. Transactions on the Metal Exchange since Friday include 20 tons spot at 21.20 to 21.30c. At the close Tuesday 21c. was bid and 21.20c. asked for 10 ton lots for

immediate delivery; 20.95c bid, 21.15c asked May and 20.85c bid, 21.05c asked for June. London cables were £94 10s for spot and £95 5s for futures.

COPPER.

Lake Superior copper has been sold to a fair extent at 15c. in moderate sized lots, and that price would doubtless secure a little more supply, although the principal producers ask 15¼c. upward. The demand at present is merely fair, but the movement of stock on old contracts continues heavy, as does the consumption. Common casting copper has been sold to a fairly liberal extent at 12½@13c. which prices are yet quoted, and Arizona is very firmly held at 13½c. The chief feature of interest in this line has been a considerable movement in matter for export account, some 2,000 tons have been taken. The London market has been active and strong. About 2,250 tons merchant bars have changed hands there the past two days and prices have advanced to £52 15s. for spot and £53 for futures.

LEAD.

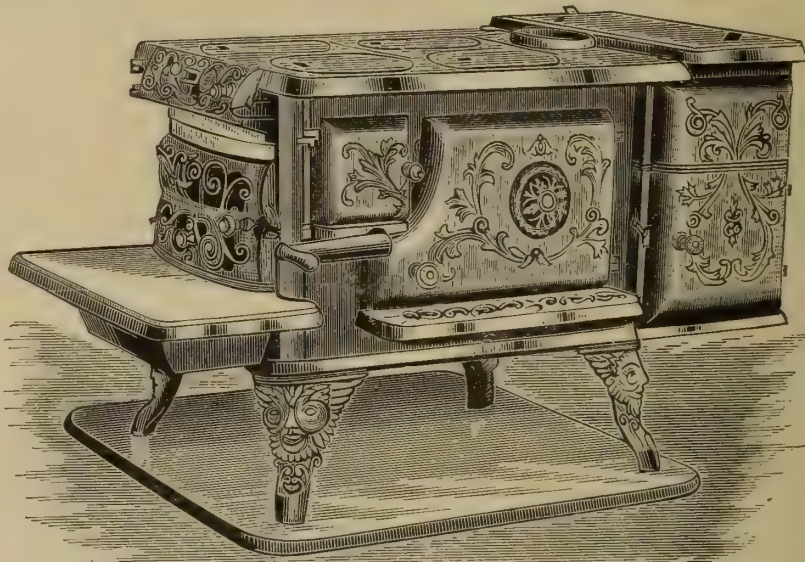
Pig lead has also turned for the better, and the improvement this time may be traced to purchases for consumption. Fair amounts are said to have been taken in the West, and about 500 tons were purchased here at 4.07½c. At this writing 4.10c. seems to be an inside rate, and large holders are said to have withdrawn, offers of future deliveries, except at considerable advance upon the prices above quoted.

SPELTER.

Spelter continues to be taken to a very fair extent by galvanizers, brass manufacturers purchase indifferently. Reports from the West are still "bullish." Local market very firm, with prices ranging from 5.10@5.15c. for common, and 5.20@5¼c. for prime up to 5¾c. for choice Western.

TIN PLATES.

Tin plate has had rather freer sale for future delivery, and the market is showing additional firmness, without, however, any radical change in prices. Spot business is merely fair.

THE VICTOR FAVORITE.

Most of the large Canadian manufacturers of stoves have found it advantageous to follow the example of American firms in the adoption of a specific name by which all of their products are known. The idea is a capital one, and when the name is engrossed within a trade mark as it often is it serves to make the identification complete. In Canada registration of such a name with the Secretary of the Iron Founders' Association is a pledge of good faith that it will not be copied. While as may be expected, in some instances, high sounding titles are given to stoves of certain manufacture, there are others which are peculiarly appropriate, for instance we have the "Early Breakfast" stoves which must be a terror to all slothful domestics and a boon to busy men. Then there is the "Charter Oak" probably indicating their sturdy character, and indeed we have amongst our earliest recollections that name as applied to cooking stoves. The most recent addition in this connection is the mysterious though popular McGinty, but in what particular respects it claims relationship with that individual we have yet to learn.

Amongst the many such trade marks that we have in mind, and they are legion, there is perhaps no one more familiar and appropriate than that of "The Favorite" as applied to the stoves and ranges manufactured by The Chown & Cunningham Co., of Kingston and Toronto.

This term was adopted about five years ago, and stands emblazoned on a disc with the rays of the rising sun for a back ground. The name of the firm encircles the disc, and the whole forms a most striking trade mark which cannot fail to attract attention.

The character of their productions is we understand fully in keeping with their name being indeed "favorites" with those who have them in operation. Last year this company placed on the market their new Standard Favorite Range, whose elegant design together with the patent grate and other internal improvements found favor with the public above the anticipations of the manufacturers. The company are now introducing a new line of Coal and Wood Cook's, called The Victor Favorite, which is unique in ornamentation and novel in construction. The oval firepot and patent grate are the same as in their Standard Favorite Range.

The oven measurements are unusually large for a stove of its superficial dimensions, being on the bottom 23½x18 inches and at the top rack 23½x13½. The oven is ventilated also. The graduated ring cover will be appreciated by all house wives, as will also its capacious ash pan. Nickel medallions and Alaska door knobs add to its appearance, and altogether it makes a very handsome contribution to the class to which it belongs, and we understand the prices are very low.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

Eastlake Metallic Shingles

SHEET STEEL

Pressed Brick

AND

Elevator Fire-Proof Siding Plates.

Our Shingles and Siding Plates are the heaviest and cheapest manufactured.

Price List and Catalogue on application.

The Metallic Roofing Co. of Canada

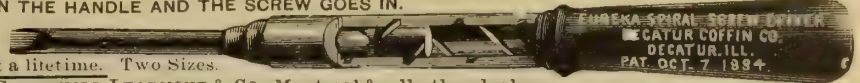
(Limited.)

Rear 84, 86, 88 and 90 Yonge Street,
TORONTO.

PUSH ON THE HANDLE AND THE SCREW GOES IN.

Will last a lifetime. Two Sizes.

Sold by CAVERHILL, LEARMONT & Co., Montreal, & all other dealers



HENRY S. THORNBERRY & CO.,

Dealers in Electric Light and Electric Supplies, Bells, Batteries, Wire, Annunciators, etc. Contractors for ELECTRIC LIGHTING AND ELECTRIC WORK.

39 King St. West, TORONTO, ONT.

Clarke's Common Sense Sliding-Door Hanger

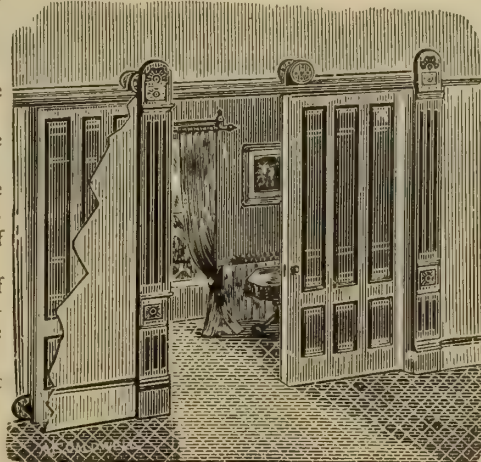
Slides back and forth with a more Graceful and Easy Motion and with less noise than any other Hanger.

With this hanger there is :

- No Side-draft.
- No Kicking.
- No Flanges on the wheels.
- No Jumping the Track.
- No Inaccessible Tracks in the Pockets.
- No Tearing Down of Lath and Plaster.
- No Dead Weight of heavy doors constantly hanging to the track.

No Tracks to be put in until ready to hang the doors.

No False Pockets in the Tracks for either



Single or Double Doors.

Doors equipped with this Hanger are suspended at the upper front corner and supported or rest upon a single roller secured to the lower inside corner, perfectly balanced, moving easily.

Common Sense Hangers can be applied to doors that have been hung with any other hanger without removing the plaster, woodwork, or any of the sheathing of the pockets, or creating any muss whatever.

MANUFACTURED BY

THE PETERBOROUGH LOCK MANUFACTURING COMPANY,
PETERBOROUGH, ONT.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

HAVE COMPLETE STOCK OF FOLLOWING SEASONABLE GOODS :

Harvest and Garden Tools, Lawn Mowers, Rubber Hose,
Garden Shears, Hose Reels, Green Wire Cloth, Fly Traps,
Dish Covers, Ice Cream Freezers, Preserving Kettles.
(Enamelled and Granite).

PLEASE WRITE FOR QUOTATIONS.

Builders' Hardware, House Furnishing Goods, Tinsmiths' Supplies, Plumbers' Supplies, Steamfitters' Supplies,
Brush and Broom Makers' Supplies.

OWING TO CHANGE IN TARIFF ALL TOOLS HAVE ADVANCED FIVE PER CENT. OVER FORMER PRICES.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



The above Brand of Lead
Requires no Association Guarantee.

It is the STANDARD of the Dominion for
Purity, Fineness and Whiteness.

WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

Williamson
& Lambe

STORAGE.

54 & 56
Wellington St. E.,
TORONTO.

DESKS

OFFICE, LIBRARY,
CHURCH AND SCHOOL
FURNITURE.

JOHN M. BLACKBURN & CO.,
41 COLBORNE ST., TORONTO.,
—AND—
162 ST. JAMES ST., MONTREAL.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb .. 24½, 26
Straits 100 lb ingots..... " .. 24½, 26
Strip .. " .. 26, 27

Tin Plates—Charcoal Plates, Bright.

Bradley Grade— Per box.
I.C., usual sizes \$6 25 \$6 50
I.X., " 7 50 7 75
I.X.X., " 8 75 9 00
Raven & P.D. Grades—
I.C., usual sizes 5 00 5 25
I.X., " 6 00 6 25
I.X.X., " 7 00 7 25
L.X.X., " 8 00 8 25
D.C., 12½ x 17 4 75
D.X., usual sizes 5 75
D.X.X., " 6 50 6 65

Note.—Other brands in round lots might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—
I.C., usual sizes 4 50 4 55
I.C., special sizes 4 65 4 75
B.V. Grade, I.C., usual sizes 4 50 4 65

Note.—Round lots of 14x20 could be purchased of 25c. per box less.

Charcoal Plates—Terné.

Dean or J.G. Grade—
I.C. 20 x 28, 112 sheets .. 8 50 8 75

Charcoal Tin Boiler Plates.

Cookley Grade— Per lb.
I.X.X., 14x56, 50 sheet bxs 6½c, 7c
" 14x60, "
" 14x65, "

Iron and Steel.

Common Iron, per 100 lb .. 2 40 \$2 50
Refined " 2 75 2 90
Horse Shoe " 2 75 2 90
Band " 3 20
Hoop " 3 20
Swedish " 4 00 4 50
Nova Scotia Bar Iron..... 2 75
Sleigh Shoe Steel 2 75
Machinery, Tire Steel 3 25
Best Cast Steel, per lb. 0 13 0 14
Russian Sheet " 0 11 0 12
Tank Plates 2 25 2 50
Boiler Rivets..... 4 75 5 00

Boiler Tubes.

2-inch 13c
3-inch 18½
Boiler Plate, ½ inch \$3 50
" 5-16 " 3 35
" 3-8 " 3 25
Sheet Iron, 1 to 20 gauge..... 3 50
" 22 to 24 " 3 75
" 24 to 26 " 4 00
Canada Plates, Blaina 3 10
" Boars Head. 3 25
" Maple Leaf. 3 35
All Bright..... 3 50
Galvanized Iron, Queen's Head—
16 to 24 gauge, per lb 5½, 6c
26 gauge, " 6, 6½
28 " 6½, 6¾
Galvanized Iron, Gordon Crown—
16 to 24 gauge, per lb 5½, 6
26 gauge, " 6, 6½
28 " 6½, 6¾

Note.—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, ½ inch, per lb..... 4½c
" 7-16 inch 5½
Trace, per doz. pairs \$3 60 5 90
German coil, per 100 ft 1 65 2 70
Jack chain, iron, single, per doz yards 0 13 0 50
Jack chain, double, per doz yards 0 15
Jack chain, brass, single, per doz yards 0 20 1 10

Copper—Ingot.

Lake Superior, per lb 0 00 0 00
Baltimore " 0 15½ 0 16½
English B.S. " 0 15 0 16

Bolt or Bar.

Cut lengths, round, ½ to 1 in. \$0 28 \$0 31
" round & square 0 26 0 28
Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60 \$0 19 0 20
Untinned, 14 oz, and light, 16 oz, irregular sizes 0 20 0 21
Note.—Extra for tinning, 2½ cents per pound, and tinning and half planishing 5 cents per pound.
Planished and tinned, 14x48 and 14x60 0 30 0 32

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb. 0 20 0 24
" 35 to 45 " 0 19 0 20
" 50 lb and above per lb 0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned, per ss..... 0 26
Spun " 0 30

Wire.

Pure, in coils—
From 1 to 20 gauge..... 0 25 0 27
From 20 gauge, up 0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge. 0 21 0 25
" 27 to 30 " 0 23 0 29
" 30 and up..... 0 26 0 29
Sheets, hand-rolled 2x4 ft. 0 23 0 25

Zinc Spelter.

Foreign, per lb..... 0 05½ 0 06
Domestic " 0 05 0 05½

Zinc Sheet.

5 cwt casks..... 0 06½ 0 06¾
Part casks 0 06½ 0 07

Lead.

Imported Pig, per lb..... 0 04 0 04½
Domestic " 0 04 0 04½
Bar, 1 pound 0 05 0 05½
Sheets, 2½ lbs, per square ft, by roll 5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll 4 75 5 00

Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 27½ p.c. discount.

Note.—Cut lengths, net price; ton lots 27½ and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb 0 20 0 22

Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb..... \$0 20 \$0 21
Other makes " 0 19 0 20

Pure White Lead, ground in oil, Associat'n guarantee, per lb. 5½ 6
No. 1 Do. 0 5½
No. 2 Do. 0 4½
No. 3 Do. 0 4½

Prepared Paints.

(In ½, ¾ and 1 gallon tins.)
Pure, per gallon \$1 10
2nd qualities " 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)
Venetian Red, per lb 0 05
Chrome Yellow " 0 09
Golden Ochre 0 06
French " 0 05
Marine Black 0 09
Green " 0 09
Chrome " 0 08
French Imperial Green 0 14

Colors, Dry

Yellow Ochre (J.C.) in bbis, per lb 0 01½
" (J.F.L.S.) " 0 01½
Venetian Red (R.C.2) " 0 01½
" (1343) " 0 02
English Oxides " 0 03½
American " 0 02½
Paris Green, per lb 0 15½ 0 16
Burnt Sienna " 0 08½
Burnt Umber " 0 06
Drop Black " 0 09
Chrome Yellows " 0 12
Greens " 0 12
Golden Ochre 0 03½

Varnishes (in bbis).

No. 1 Furniture, per gal 0 70
Brown Japan " 0 70
No. 1 Carriage " 1 50
Gold Size Japan " 1 40
Pure Orange Shellac " 2 20
Hard Oil Finish " 1 50

Linseed Oil (in bbis).

Raw, per gal 0 68
Boiled " 0 71

Turpentine (in bbis).

Selected Packages, per gal.... 0 56 0 57

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	" 0 05½
" No. 2	" 0 04½
" No. 3	" 0 04½

A. G. Peuchen & Co.'s Prices.

Paint Oil, boiled	0 35
Peuchen's Pure English Paint in	
1, ½ and ¼ gals. per gal	1 12½
Peuchen's Prepared Paint	1 00
2nd Quality Mixed Paint	0 75
Carriage Colors, quarts	0 55
Pure Lead, a guarantee	0 06½
Best White Lead	0 05½
No. 1 Lead	0 04½
No. 2 Lead	0 04½
Yellow Ochre	0 01
Golden Ochre, French	0 02
Extra Golden	0 03
Paris Green, pure	0 18
One pound package, pure	0 20
Cockson's Venetian Red	1 50
Best Vermillion	0 15
2nd Quality Vermillion	0 10
3rd	0 07
No. 1 Furniture Varnish	0 65
Brown Japan	0 65
No. 1 Carriage	1 25
Elastic Oak	1 25
Orange Shellac	2 00
White Shellac	2 25

Acme Paints.

Neal's Carriage, discount 40 p. c.	0 02
English Oxide, by the barrel	0 01½
American Oxide	0 01½
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p. c.	
Granite Floor, in tins, 90c, 47½c	0 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	
" Wagon and Imperial, dis 40 p. c.	
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns,	
roofs, etc., in bbl lots	0 50
Acme Empire White Lead,	
per 100 lbs	5 50
Acme Perfection Wood Fill-	
er, per 100 lbs	0 80
Liquid Fish Glue, per doz.	1 25
Acme Carriage Top Dress-	
ing, \$1 75 per doz	4 00 8 00

HARDWARE.

Ammunition—Cartridges.	
Rim Fire Pistol, dis. 40 per cent. Amer	
Rim Fire Cartridges, Dom. 50 and 10.	
Rim Fire Military, net list. Amer.	
Central Fire Pistol & Rifle, discount 15	
p. c., Amer.	
Central Fire Cartridges, Dom. 30 & 10	
Central Fire, Military and Sporting,	
Amer. net list. B.B. Caps, discount	
45 p. c. Amer.	

Wads.

Eley's, per 1,000	\$0 25 \$1 60
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Anvils.

Per lb.	0 10 0 12½
Anvil and Vice combined	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz.	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each	1 35 1 60
Excelsior, Jennings', discount 50 per	
cent.	

Awls.

Sewing, per gross	5 65 1 59
Pegging, "	0 65 1 25
Brad, "	0 85 1 60
" handled	3 60 7 30
Saddlers', "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	7 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per	
cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Light Brass Nos. 3 to 10.	Per doz. 1 80 14 50
" Nos. 2 to 10.	1 00 9 00

Door.	
Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50

Cow.

American make, discount 60, 60 and	
10 per cent.	
Canadian, dis 45 and 50 pc.	

Farm.

American, each	2 00 5 00
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House.

American, per lb.	0 35 0 40
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Bellows.

Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount 35, 40 per cent.	

Belting.

No. 1, leather, discount 40 to 40 and 5	
per cent.	
Best, ditto, 37½, 40 percent.	

Bench Stops.

Per doz	5 00 6 00
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Bits—Auger.

Gilmour's dis 55 to 60 p. c.	
Excelsior—Jennings, discount 60 per	
cent.	
Jennings' Imitation, list 45, 47½ per	
cent.	
Jennings' Gen, net list.	

Car.

Gilmour's, 47½ to 50 per cent.	
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Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb.	0 11 0 15
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Bolts.

Carriage, dis. 60 and 5 per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis. 40 to 45 p. c.	
Elevator, dis. 35 to 40 p. c.	
Machine, dis. 60 to 60 and 5 p. c.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per	
doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 65.	
Vegetable, per doz.	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	500 40 23
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Butts—Brass.

Wrought Brass dis. 60, 60 and 10 per	
cent.	

Cast Iron.

Loose Pin, dis. 60 to 60 and 5 per cent.	
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Wrought Steel.

Fast Joint, dis. 60, 60 & 5pc.	
Loose Pins, " 60, 60 & 5pc.	
Berlin Bronzed, dis. 70, 70 and 5 per	
cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.

Horse, per doz	0 70 0 95
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Carpet Stretchers.

American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz.	22 50
World	21 75
Daisy,	24 00
Star,	18 00

Crown Jewel, per doz	29 00
Grand Rapids,	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50pc.	
Plate " dis. 50pc.	

Cattle Leaders.

No 31 and 32, per gross	8 50 11 25
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Cement.

Portland, car load lots	3 2
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.

White, lump, per lb.	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz.	0 85 4 00

Churns.

Amer., dis. 50 p. c. to 60 p. c.	
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Clamps.

Judd's, dis. 20 p. c.	3 00 10 00
Stearns, per doz	0 10 0 15

Clips.

Axle, dis. 65 p. c.	
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Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0.	1 85
No. 2.	2 70

Compasses, Dividers, etc.

American, discount 65 p. c.	
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Cradles, Grain.

Canadian, discount 25 p. c.	
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Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz.	0 88 1 60
English, "	2 00 4 00

Draw Knives.

American, dis. 70.	
Canadian, dis 25 to 35 p. c.	

Drills and Drill Stock—Breast.

Millar Falls, per doz.	16 00 51 50
P. S. & W., dis. 40 per cent	

Twist.

Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.

Dis. 17½ to 22½ p. c.	
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Fawcets.

Cork Lined, per doz	0 30 0 60
Wine, per doz.	1 30 2 25
Star, "	2 80 3 90
Penns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List,	
50 & 5 to 50 & 10	
Barton Smith, dis. 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5	
per cent.	
Canadian, dis., Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25pc.	
Horse Rasps, Kearney & Foote's dis	
Am list, 50 pc.	
Horse Rasps, Heller's dis. Am. list, 45	
to 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list,	
33½ p. c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc, dis. 40 p. c. to 42½ p. c.	
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Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis. 50, 50 & 10 p. c.	

Fruit Presses.

Henis' per doz	4 00
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Fry Pans.

Acme, discount 50, p. c.	
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Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p. c.	
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Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 40
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Glass.

4th quality Star, 1st break	1 65
" 2nd "	1 75
" 3rd "	3 90
" 4th "	4 20
" 5th "	4 50

Window Glass.

Pilkington's ordinary.	
1st break	\$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	6 50

Picture Glass.

Pilkington's ordinary.	
1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Glue.

American, per lb	0 09½ 0 10½
Canadian	0 09 0 10
French Medal	0 13½ 0 15
White	0 16 0 20

Glue Pots.

Tinned, each	0 30 0 90
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Enamelled "	0 55 1 20
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Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list.	
Can. discount 25 to 27½ p. c.	

Tack.

Magnetic, per doz	1 10 1 50
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Sledge.

Canadian, per lb.	0 12½ 0 15
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Ball Pean.

English and Can., per lb.	0 25 0 37½
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Handles.

Axe per doz	1
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Hooks—Cast Iron			Pencils.			Scale Beams.			Cigar Box Nails, dis. 35 p.c.		
Bird Cage, per doz	0 50	1 10	Dixon's, per gross	1 00	4 25	Canadian, B. S. & M. dis. 40 per cent.			Shoe Finders' Tacks & Nails, dis. 25 p.c.		
Clothes Line, "	0 27	0 63	" Carpenter	2 25	3 60	Scrapers.			Tape Lines.		
Harness, "	0 72	0 88	Picks.			Box, per doz	2 10	4 50	English, ass skin per doz.	\$2 75	\$5 50
Hat and Coat, per gross	1 00	3 00	per doz	6 00	9 00	Foot, "	40	3 50	English Pat. Leather	5 50	9 75
Chandelier, per doz	0 50	1 13	Picture Nails.			Screens.			Chesterman's, each	0 90	2 85
Wrought Iron.			Porcelain Head, p. gross	1 65	3 00	Window, patent, per doz	6 00	7 50	" steel, each.	0 80	8 00
Wrought Hooks and Staples, Can.			Brass Head,	40	1 00	Screw Drivers.			Thermometers.		
dis. 17½, 20 p.c.			Planes.			Sargent's, per doz	65	4 00	Ties.		
Wrought Hooks and Staples, Amer			Wood, bench, Canadian, or American			Screws.			Cow, per doz	1 25	2
dis. 75 to 75 and 10 per cent.			dis. 57.			Wood, flat head iron, dis. 47½ per cent.			Tinner's Shears and Snips		
Wire.			Wood, fancy Canadian, or American			Wood, round head iron, dis. 42½ per cent.			P.S. & W., 10 p.c. advance on American list.		
Hat and Coat, dis. 35, 40 p.c.			dis. 35, 37½ per cent.			Wood, flat and round head, brass, dis. 25 p.c.	3 25	4 00	Tinware.		
Belt, per 1,000.	0 60	2 70	Bailey's (Stan R. & L. Co.) 33½ to 35 per cent.			Bench, wood, per doz	4 25	5 75	Stamped, dis. Assn list, 70, and 12½ per cent.		
Screw, bright, Eng., dis. 40, 45, 45 per cent.			Miscellaneous, dis. 10 to 12½ per cent.			Bench iron per doz			Japanned, dis. 35, 50 p.c.		
Horse Nails.			Bailey's Victor, dis. 10 to 12½ per cent.			Scythes.			Pieced, dis. 40, 50 p.c.		
Canadian, dis. 50.			Plane Irons.			Discount 40 per cent. to 42½ per cent.			Transom Lifters.		
Ice Picks.			English, per doz	2 00	5 00	Canadian, dis. 33½ to 35 p.c.			Payson's, dis. 25 per cent.		
Star, per doz	3 00	3 25	Pliers and Nippers.			Shears.			Traps.		
Kettles.			Button's Genuine, per doz. prs. dis 37½, 40 p.c.			B. & W., japanned, dis. 75 per cent.			Game, Newhouse, dis. 17½, 20 per cent.		
Brass spun per lb	0 28	0 30	Button's Imitation, per doz.	7 40	10 25	B. & W. N. P., dis. 65 p.c.			Game, H. & N., or P.S. & W., discount 57½ to 62½ p.c.		
Copper, "	0 40	0 45	German, per doz	60	2 60	Seymour's dis. 60 p.c.			Mouse, per doz	0 35	1 50
Enamelled Can. 50 p.c.			Plumbs and Levels			Ætna, dis. 75 @ to 75 and 10 per cent.			Rat	2 00	4 50
American, 50 and 10, 60 and 5 per cent			S. R. & L. Co., dis. 65 p.c.			Sheaves.			Disston's, discount 10 p.c.		
Keys.			Corn, square, per doz	1 35	2 00	Canadian, dis. 7½ per c.			German, per doz	4 75	9 00
Lock, Can, dis. 50 p.c.			Pruning Shears.	4 00	5 50	Shovels and Spades			Brade's	7 00	10 50
Cabinet, Trunk, and Padlock, Am. per gross	1 60	4 75	Pulleys.			Canadian, dis. 37½ p.c.			S. & D., discount 35 p.c.		
Knobs.			Hothouse, per doz	55	1 00	Sieves.			Triers.		
Door, japanned, and N.P., Can. list dis. 50 p.c.			Axle	22	33	Wood Rim, black, p. doz	1 15	1 35	Butter, per doz	6 25	9 00
Bronze, Berlin, per doz	2 75	3 25	Screw	27	1 00	" tinned, "	1 35	1 60	Warehouses, each	2 25	6 50
Bronze, Gem, "	8 75	10 00	Awning	35	2 50	Tin Rim, "	2 30	2 45	Twines.		
Lava "	8 75	10 00	Pumps.			" black, "	1 80	2 25	Bag, per lb	0 12½	0 20
Shutter, porcelain, F. & L. screw, per gross	\$1 30	4 00	Rumsey, Cistern & Pitcher Spout, 55, 60 per c.			Snaps.			Wrapp'g, mottl'd, pr. pack.	0 50	0 60
Ladies.			Saddler's, per doz	1 00	1 85	Harness, German, p. gro.	2 00	5 50	cotton, per lb	0 18	0 20
Melting, per doz	1 70	4 50	Conductors' "	9 00	15 00	Acme, "	3 00	5 00	Mattress, per lb	0 33	0 45
Lemon Squeezers.			Tinner's solid, per set		72	Lock, Andrew's "	4 50	11 50	Staging	0 27	0 35
Porcelain lined, per doz	2 20	5 60	hollow, per inch		1 00	Soldering Irons.			Broom "	0 30	0 55
Galvanized, "	1 87	3 85	Putty			Per lb	0 30	0 32	Binding, flax, per lb		
King, wood, "	2 75	2 90	Bladder, per 100 lbs	2 00	2 25	Wrought Spikes.			" jute "		
" glass, "	4 00	4 50	Tins, lbs	2 50	2 75	Discount, net list.			Vises.		
All glass, "	1 20	1 30	Rail.			Wood, English	1 80	5 00	Hand, per doz	4 00	6 00
Lines.			Barn Door, per foot	3	3½	Iron, American	1 35	2 35	Bench, parallel, each	2 00	4 50
Fish, per gross	1 05	2 50	Sliding Door, "	3½	3¾	Spoons and Forks.			Coach, each	6 00	7 00
Chalk, "	1 90	7 40	Rakes.			Sheffield Sterling.			Peter Wright's, per lb	0 12	0 13½
Locks—Door.			Cast Steel and Malleable, Canadian list dis. 40 to 42½ per cent.			Tea Spoons, per gross	7 50	12 00	Pipe, each	5 50	9 00
Canadian, dis. per cent.			Razors.			Dessert "	21 00		Saw, per doz	6 50	13 00
Russell & Erwin, per doz	2 90	7 50	Boker's, per doz	7 50	11 00	Table "	30 00	30 00	Washer Cutters.		
Cabinet.			Wade & Butcher's "	3 60	10 00	Dessert Forks	24 00		Per doz	4 00	8 50
Eagle, dis. per cent	33½		Currier's, per doz	1 25	3 60	Medium "	27 00		Well Wheels.		
Paanoek.			Rivets and Burrs.			Table "	36 00		Amer., per doz. 8, 10 & 12 in.	3 38	6 00
English and Am. per doz	50	6 00	Copper Rivets, dis. 45 to 47½ p.c.			Squares.			Wire.		
Scandinavian, "	1 00	2 40	Iron " 40 per cent.			Iron, per doz	1 65	2 90	Market, bright and annealed, Nos. 1 to 16, 10 per cent. advance on list from stock.		
Eagle, dis. per cent	15	1 17½	Burrs, Iron, 30, 33½ per c.			Steel, dis. 75 p.c.			Market, oiled, coppered, galv., 10 p.c. advance.		
Mallets.			Rivet Sets.			Try and bevel, dis. 50 to 52½ per cent.			Market, tinned, per lb	0 04½	0 08
Tinsmiths', per doz	1 25	1 50	Canadian, dis. 30, 35 per c.			Staples.			Galvanized Fence, 10 per cent. advance on list.		
Carp'rs', hickory "	1 25	3 75	Sisal, per lb	12	12½	Fence, galvanized, per lb	5	5½	Tinned Broom, from 19 to 22 gauge, per lb	0 06	0 06½
Lignum Vita, "	3 85	5 00	Manilla, " No. 1	14½	15	Wrought Iron, dis. 75, 75 and 10 per cent.			Malin's Wire on spools, dis. 30 to 45 per cent		
Caulking, each	1 60	2 00	" No. 2	13½		Stocks and Dies, Amer. dis. 25 per cent.			Clothes Line, galv., p. 100ft	0 25	0 55
Mattocks.			Cotton, "	22	25	Stone.			Barbed Wire.		
Canadian, per doz	8 50	10 00	Deep Sea, "	15	16	Washita, per lb	0 15	50	Galv. steel barb fencing		
Meat Gutter.			Rules.			Hindostan, per lb	0 06	9	" "Lock Barb," 4 point	0 51	0 05½
Enterprise, dis. per cent	20	25	Boxwood, dis. 75 & 10 & 5 80 per cent.			Labrador, per lb	0 13		Ditto Glidden 2 point	0 05½	0 06
Dixon's, each	1 60	2 00	Ivory, dis. 40, 40 & 5 per cent.			Turkey " "	0 15		Galv. Steel, plain twist		0 05
Woodruff's, "	1 10	1 70	Sad Irons.			Arkansas " "	0 50		Galvanized Barb, "Ly-		
Hale's, "	1 05	1 50	Mrs. Potts, per set	0 95		Water-of-Ayr " "	0 10		man," 2 to 4 points	0 05½	0 06
Hume, "	13 00	16 00	N. P.	1 25		Scythe, per gross	3 50	5 00	Terms, 60 days or 2 per cent off for cash—10 days.		
Mincing Knives.			Sand and Emery Paper.			Grind, per ton	15 00	18 00	Wire Cloth.		
American, per doz	42	2 35	B. & A., sand, dis. 25, 30 p.c.			Stove Polish.			Ordinary, discount 25 p.c.		
Molasses Gates.			Emery, per quire	55	90	M.L.S., per gross	1 75	7 50	Painted Screen, p. 100 sq ft	2 25	2 35
Stebbin's Patent, dis. per cent, 65 to 70 per cent.			Sash Cord.			Jacoby "	2 50		Wrenches.		
Nails.			Per lb	22	50	Mirror Black Lead, per gr.	2 00		Standard, dis. 70, 70 & 10 per cent		
Cut, 3 inch and upwards			Sash Locks.			Jos. Dixon's, bulk, per lb.	0 07		Standard, dis. 60, 60 & 10 p.c.		
Brads & Moulding Nails, discount 55 per cent.			Triumph and Morris, dis 37½, 40 per cent.			Dixon's Plumb "	0 15		Coe's Gen'l, dis. 40, 45 p.c.		
Wire Nails, 60 per cent.			Kempshaw's dis. 40, 62½ per cent.			M.L.S. Paste, per gross	9 00		Diamond, dis. 33½, 35 p.c.		
Nail Pullers.			Canadian, dis. 45, 50 p.c.			Nicholson's, per doz	1 00	1 25	Tower's Engineer, each	2 00	3 00
German & American	1 85	3 50	Sash Weights.			Tacks, Brads, etc.			" S., per doz	5 80	7 50
Nail Sets.			Sectional, per lb	24	3 00	Cut, Carpet, gimble, dis. 35 p.c.			G. & K.'s Pipe		6 00
Square, round and octa-			Sausage Stuffers.			" tinned, dis. 45 p.c.			Burrell's "		3 40
gon	3 38	4 00	Each	1 00	3 00	Swedes' iron, blue or tinned, dis. 42½ p.c.			Pocket, per doz	1 25	2 00
Diamond	12 00	15 00	Saws.			Upholsterers' dis. 42½ p.c.			Wringers.		
Oil.			Hand, Disston's, dis. 10 to 12½ p.c.			Copper Tacks and Nails, dis. 35 p.c.			Each	3 50	5 00
Canada Refined Oil (Toronto)	0 14½		S. & D., dis. 35 per cent.			Trunk and Clout Nails, " 40 p.c.					
Carbon Safety "	0 17½		Cross-Cut, Disston's, per ft. 35, 47.			Patent Brads, dis. 40 p.c.					
Canada W.W. "	0 20		S. & D. dis. 2 per cent.			nishing Nails, dis. 35 p.c.					
American W.W. "	0 25		Hack, complete, each	1 75	2 75						
Castor " per lb	0 11½	0 12	" frames only		75						
S. R. Seal " per gal	0 63	0 65	Saw Sets.								
Oilers.			Per doz	1 65	9 00						
McClary's Galvan. Iron			Scales.								
Oil Can, with Pump,			Canadian List, dis. 40 p.c.								
per doz	19	50									
Zinc and Tin, dis. 50, 50 and 10.											
Copper, per doz	1 25	3 50									
Brass, "	1 50	3 50									
Malleable, dis. 25 per ct.											
Pails.											
Galvanized, per doz	2 00	3 50									

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H use ties, best wire.....	per gross.	\$3 00	\$3 00	\$1 90	\$6 00	\$8 00	\$12 00
No. 1. Fountain with spike, nickel plated.....	doz.						7 00
No. 2. Magic Branch, spray or straight.....	" "						12 90
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Branches, nickel plated, extra.....	" "						50

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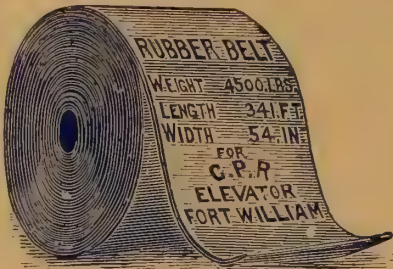
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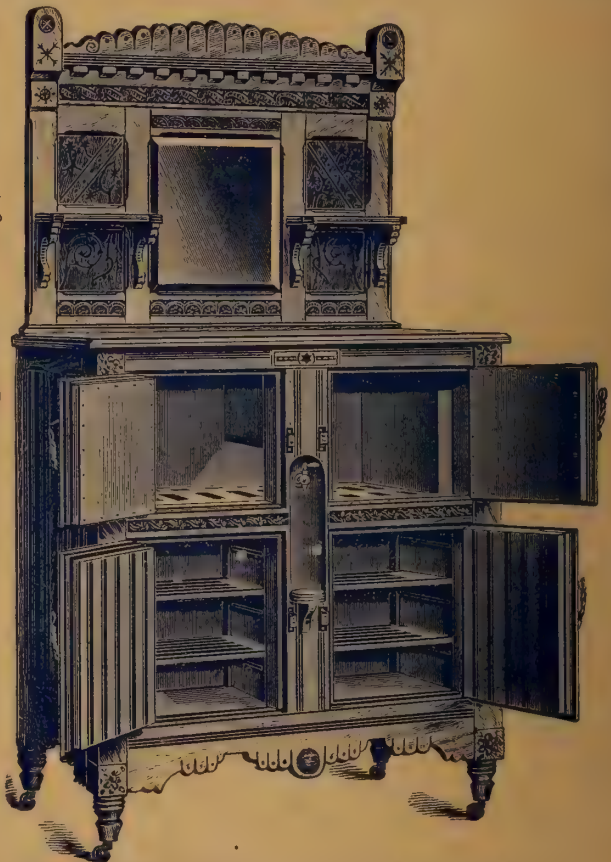
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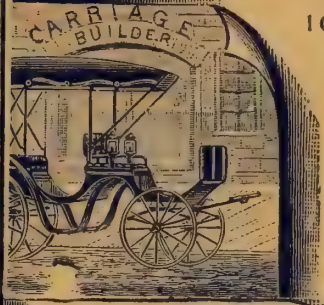
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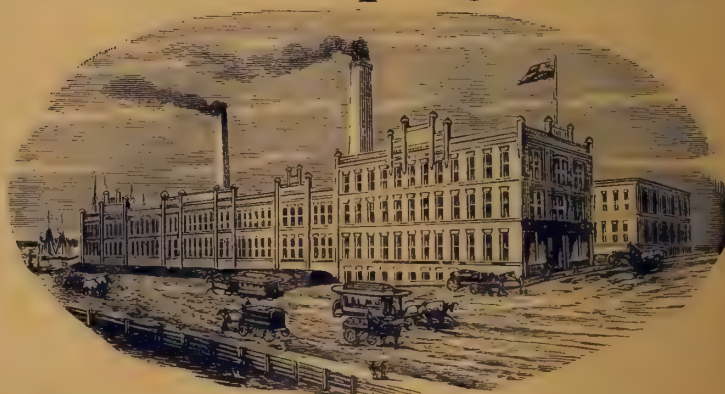
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Vol. 2.

TORONTO AND MONTREAL, MAY 24, 1890

No. 21

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. Hugh C. McLean, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

Changes in advertisements and new advertisements must reach this office not later than Thursday morning of each week.

CONTRIBUTIONS WANTED.

For the purpose of inducing members of the trade who are possessed of special information, which would be of benefit to the trade generally, the publishers of "Hardware" will pay a fair price for such articles. Address "Hardware," Toronto.

DISHONEST SERVICE.

The failure last winter of Mr. H. A. Collins of this city was reviewed at the time in these pages, in the light of all the circumstances that were forthcoming between the day of assignment and that of settlement. An incident in the Toronto police court the other day suggests a factor which was not taken into consideration in the estimate of the causes of the failure. That factor is the dishonesty of a trusted employe. No one can deny that such a source of loss is capable of great impoverishing possibilities. The constant, insidious drain upon a man's business which one dishonest unsuspected servant keeps running will finally sap the soundest financial constitution. The thefts of Mr. Collins' employe appear to have begun ten years ago and to have been continued since. It is reported that the detective who was at work on the case, declared that the thief had, in the sum of his pilferings, carried off thousands of dollars worth of goods.

The discovery was brought about in this way: While searching the premises of John Meaney, a notorious thief and receiver of stolen property, at 145 Jarvis street, a few evenings since, Detective Slemin came across a large quantity of silver plated ware and cutlery concealed under the planks in the floor. Meaney failed to give a satisfactory

account for the possession of the property, and Slemin following up the clue found out that the goods belonged to Mr. Collins. He next arrested an old pensioner named Patrick Ryan, as the thief. Ryan worked for the past ten years in Mr. Collins' service. Mr. Collins had given him employment to save him from starving. When arraigned before Mr. Baxter, Ryan admitted his guilt, and was committed for trial. John Meaney also pleaded guilty to receiving the goods stolen by Ryan from Mr. Collins' store, and he, too, was sent for trial. The articles recovered in Meaney's place consisted of 28 pairs of scissors, 21 pen knives, twelve silver plated table spoons and six silver plated sugar spoons, worth altogether about \$20. "I only got 45 cents for the lot," said Ryan, "and obtained the money to buy cursed beer."

The discovery of this man's dishonesty has added a ray of light to the dimness which surrounded his employer's failure, a failure that appeared to be inexplicable on any grounds but those of careless methods. This man's habitual robberies, however, are evidently largely responsible for the breakdown. His course would have speedily brought about a repetition of the mishap if he had not been caught. The little value he got for his plunder would not keep his hands from stealing for any long time at a stretch, so he would have to be pretty busy to keep his drinking wants supplied.

It is wrong for any man to be unduly suspicious, but it is also wrong for any man to be unduly confiding. A trader is the manager of his business, and objects legitimately included in his managerial jurisdiction are the habits of his employes. He should satisfy himself that those habits are good. Where he is in doubt he is in danger. Where he has not informed himself he has evaded a responsibility that is as binding upon him as the responsibility to sell goods at a fair price. The scope of one's duty as a merchant is not recognized in its full width. That scope takes in supervision of the moral conduct of an employe in his social relations. Where that conduct is extravagant, intemperate, given to vicious pleasures, or otherwise morally faulty, the employer should perceive probable escapes through

which his own substance might be wasted. Expensive pleasures beget relaxed moral ideas of the sacredness of trust reposed.

AMENDMENT BY FREE WILL.

Voluntary internal reform is a thing there is too little of these days. It is about the most thorough going and earnest sort of reform there is. Improvement nowadays in spheres that lie outside of the action of statute law usually comes late, but when it does come it can mostly be depended on. There is always necessity leading to such self improvement, and the improvement will be partial or full in the degree that the recognition of improvement as the means of meeting the necessity is partial or full. When the moral purgative is self administered, even from no higher motive than that of policy, the treatment is sure to prove healthful. Trade association is the outcome of such inner promptings towards the uplifting of a common cause, and is on that account believed in by us. If law existed to compel traders to do some of the things they are brought to do by the corporate will of an organized assemblage of themselves, law would be only imperfectly successful. There would be evasions, there would be circuitous ways of attaining the forbidden end, there would probably even be association to thwart the purposes of the law. This would be the case for some time at all events, until what was enacted had become worked into a custom. At the outset, from the bulk of traders conformity would be a perfunctory matter. The one thing lacking is voluntary motive.

There are problems which can be solved by no means other than the enlistment of free-will among the individuals who are concerned. Will is no longer free after it is enlisted, but the impulse to enlistment is supposed to be free. It is only by use of such a resource that trade can be sloughed of those incrustations that one after another have been allowed to become adherent to it. Association once entered into ought to be as firmly depended on and as staunchly maintained as popular protective law. Such a conception of association as yields duty and loyalty to the common body is the only one

that can accomplish the aims that have brought it into existence.

A case wherein voluntary association that promises to do good both to the fraternity and the public is now furnished by the pedlars of Boston. These have organized for the elevation of their trade. The union is for the upholding of the respectability, honesty and civility of pedlars. Correct measures and reputable methods are to be maintained. Every member is to bear a conspicuous badge, and the public are requested to give notice to the secretary or president of any wrong done by a pedlar. Such an association must be helpful. By-laws are known to be inadequate to effect the objects that are sought to be attained by the association. Not only is such a movement supplementary to the civil law, but it in part supersedes it, inasmuch as aims that are kept in sight by the law are realized another way by voluntary concerted action. These pedlars thus associated, will be the means of weeding out the most objectionable members of their vocation, and will thus work in the interests of the shop traders. This is a good application of the gregarious principle and we wish it existed here for the same ends.

AN INSURANCE IDEA.

GELERT, May 7, 1890.

DEAR SIR,—I have been taking the advice given in your paper some time ago, viz: Taking stock in warm weather, with results equally satisfactory to myself and creditors. It was a timely hint, worth money. Cannot the retail trade of Ontario combine and form a Mutual Insurance Company? The present rate, 2 per cent. is excessive. Perhaps some of your subscribers will give their opinion upon this.

Your paper is like an old friend, always welcome.

Yours truly,

J. W. WATSON.

We are glad to hear that our theory as to the proper time for taking stock is upheld by the results of a practical application of it. We are thankful to our correspondent for making known the facts of his experiment. In the reciprocity of ideas it is now our turn to give attention to the one proposed by Mr. Watson. It is that relating to the formation of a mutual insurance company, whose members shall be the retail traders of the country.

This idea is an attractive one. There is a stock objection with which every new proposal to solve old questions is usually met. It may be anticipated at the outset of any consideration of Mr. Watson's insurance suggestion; it is the objection, born of indolence and faint-heartedness, that the thing is impracticable. Such a criticism can be admitted only after the thing has been examined and tried. It is too soon, therefore, to give way to it yet, or even to make answer to it.

First, is such an organization wanted, on economic grounds? Is insurance too costly or too insecure without it? There are items in the cost of insurance as it is at present

made up that could be saved to the trade if it had fraternal insurance. One is, the salaries of agents. A traders' mutual insurance company would not need the expensive army of middlemen that now subsist on the insured. A second saving would be in the buildings. The putting up and maintaining of large offices at centres and branches would be unnecessary. In the third place, there would be a saving on account of the more nearly uniform character of the risks. When the property to be insured is solely that relating to stores there will not be necessary so much levelling up of the rates to avoid the danger of making them excessive for factories, public houses, etc. The risk will be further minimized as the movement, now waxing, towards shorter and smaller credit gains ground. That movement will reduce the temptation to speculative incendiarianism. In spheres outside of the commercial, a limitation of credit will not be so full an offset to this criminal practice. Farm houses and dwellings on which nothing was owing might be burned for advantage, but hardly a store-stock on which little was owing, and of which the insurance was value assessed by men in business themselves and conscious of having the damages to pay out of their own pockets. The insurance would be apt to bear a fairer relation to the movement of the stock than it does at present. The two per cent. rate that has now to be paid would shrink very close if not all the way to one per cent, if there were no agents, no buildings, if the policy-holders were all simply in the distributing business, if credit was scant, if the insured and insurers were identical. Mr. Watson's plan is commendable from the economic standpoint. It appears that such an organization is wanted.

The suggestion looked at as a contributory detail to the plan of a National Business Men's Association is likewise promising of good. Among the many interests that have already been recognized as bonds that may be of service in holding such an association together, we know of none that is apt to have a more cementing effect than the insurance principle. That adopted, there would be a connective medium which would make association possible and durable. Until it is made durable there is going to be difficulty in inculcating trade with the regenerating spirit of reform. So for the sake of the interests that are peculiar to trade, as well as for its own sake, this idea is worthy of adoption.

COLLECTING MISSIVES.

One of the outgrowths of the Delinquent List that the Toronto Retail Grocers' Association has established is almost if not quite as important as the List itself. This little accessory is a short series (two) of letters. The letters of the course are marked "A" and "B." They are to be had by members of the Association upon the payment of five cents a pair to the Secretary. They bear

the stamp of the Association and are printed. The debtors they are intended for are those from whom there is a tremulous hope in the mind of the retailer that money may be got. "A" is first sent. If no reply is forthcoming at the end of a reasonable suspense, "B" is despatched. "A" is apt to disconcert a man, but "B" is blood-curdling. If there is any money to be had "B" will extract it from the most iron-clad cynicism. These little letters are preliminary to black-listing, and when there is no money black-listing duly follows. So far, since the adoption of warning letters, no debtor has received "B." The logic of "A" has been irresistible in every case. One grocer used "A" to renew a correspondence with a former customer who had left the city. The said customer had friends in the city who would be sorry to have him blacklisted. The letter went three hundred miles and was followed in three days by a remittance of all that was due the grocer. Former business letters had been scoffed at, but "A" was too persuasive. "A" was sent by another grocer to a debtor who seemed past redemption. Yet the man had shame, though he had shown no acute sensibility to the stings of former severe duns. His response to "A", however, was creditable to his heart. He paid five dollars, and pledged himself to make an equal instalment every week until there should be no more to pay. When a man gets "A" he feels himself on the crest of the tide that leads to blacklisting. He naturally wants to get off before arriving at the destination that is inevitable if he stays there.

The Delinquent List has got a name for itself. Domesday Book in its time was not spoken of with more respect and dread than is the List coming to be. In households allusions far from gay are made to it. There is getting to be a disinclination to have records of one's grocery purchases noted as unpaid. There is a nervous feeling that through some mishap the name may not be effaced, and finally become transferred to the odious List. Credit is therefore less sought by those whose means are slender or uncertain.—Canadian Grocer.

THE BOARD OF TRADE BUILDING.

Secretary Wills of the board of trade, Mr. E. D. Morris, agent of the Rathbun Porous Terra Cotta Fire Proof Manufacturing Company, Deseronto, and a number of newspaper men assembled in the new board of trade building on Monday afternoon to witness the test of the terra cotta flooring laid by the company. Four thousand five hundred pounds was the weight the company guaranteed the floor to support, but the trial showed that it was capable of much greater endurance. Pig iron, weighing in all over 4,000 pounds, was placed on an iron square resting on the weakest part of the floor, and allowed to remain there from early in the morning till about 4.30 in the

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"Crown" Ice-Cream Freezers

EIGHTEEN TO THIRTY-TWO QUARTS.

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afternoon, when the test took place bar after bar of iron was added till the pile became shaky, and finally toppled over, without, however, crushing in the floor. The total weight of iron was 5,800 pounds, and although the bricks below had given way to the strain somewhat, yet from all appearances the collapse would not have occurred until several hundred pounds more had been added. Everybody was pleased with the experiment, and Mr. Wills went away satisfied that even the weight of the numerous business men who rush to examine the morning bulletins would be insufficient to crush through the flooring of the new building.

HECK'S COLUMN.

How different is some men's ambition from others! We frequently hear people say, "That man, has no ambition in him." I think differently. Would any sensible man start a business without ambition? Yes he might do that, but he would not stay there long without it. I was reading a book last week by E. L., called "The Hardy Norseman," wherein the writer sets forth the most clearly written story of ambition that I have ever heard.

Here's a young man that disgrace has been brought upon by his parents who left him poverty stricken and alone in London. Now nothing but ambition placed this man where he now stands, junior partner in a large firm. The same applies to you who are in a small corner store because it is small it can be neat and clean. You can with ambition be a merchant on a larger scale, perhaps it may take years, but it can be done never the less. It's no disgrace to keep a corner store, neither is it to keep a small store not on a corner, but I put down the man who conducts his business with as much indifference as a grass hopper in a stubble field, not caring where he lights, as a disgrace to our commercial age. Commerce to-day is not what it was years ago. Many succeeded who never put themselves about one particle to oblige a customer. When the dealer had a competitor there was no difference. One was like the other, a don't care sort of fellow. To-day there are far too many merchants. If you are more obliging than the next man or are keeping a neater place, (the two go well together), it will bring you that class of trade that every ambitious merchant is catering for, the rich usually want the best, the poor look for the same. They cannot get all they want, still what they do get they like to obtain in as nice a manner as the rich. Cater for the best class of trade and the so-called worst comes with it,

HECK.

CANADA'S MINERAL WEALTH.

The following is a statement of the Mining operations during the year 1889 :

Mr. Elfric Drew Ingall, mining engineer of the geological survey of Canada, has transmitted to Dr. Selwyn, auditor of the geological and natural history survey, a summary of the mineral production of the country, the figures for which were prepared by Mr. H. P. Brumell, assistant to the division of mineral statistics and mines. Although the statement is not final, complete returns not having been received, it indicates an increased activity in mining operations tending towards the development of the vast mineral resources of Canada. The summary follows :

Name of Product.	Quantity (A)	Value (B)
Antimony, tons	55	\$ 1,100
Asbestos, tons	6,014	421,350
* Bricks, thousands	190,724	1,252,667
* Building stone, cub yds.	310,582	899,105
Cement, bbls	90,474	69,790
Charcoal, bush	1,428,800	83,573
Coal, tons	2,719,469	5,570,742
Coke (C) tons	54,539	159,043
Copper (D) lbs.....	6,810,952	885,424
Felspar, tons	510	5,100
Fertilizers, tons.....	775	26,606
Fire clay, tons.....	400	4,900
Flag stones, sq. ft	14,000	1,400
* Glass	150,000	150,000
Gold (E) ozs	61,799	1,116,145
Granite, tons	12,538	78,624
Graphite, tons.....	220	1,630
Grindstones, tons	3,385	30,163
* Gypsum (F), tons	206,201	193,658
* Iron, tons	58,783	2,210,062
Iron ore, tons	84,181	151,640
Lead, lbs.....	164,000	5,863
* Lime, bush.....	2,278,678	265,208
Limestone, for flux, tons	22,122	21,909
Manganese ore (G) tons	1,447	31,814
Marble and serpentine tons	980	980
Mineral paints, tons	794	15,280
Mineral water, gals.....	404,600	37,360
* Miscellaneous clay products		236,385
Petroleum (H), bbls	704,690	672,978
* Phosphate, tons	30,540	312,182
Pig iron, tons	25,921	499,859
Platinum, ozs	1,000	4,500
Pyrites, tons.....	68,047	306,212
Salt, tons	24,716	119,387
Sand and gravel (exports) tons	451,195	69,506
Silver, ozs	378,675	313,848
Slate, tons.....	6,935	119,160
Soapstone, tons.....	195	1,020
Steel, tons	26,333	917,822
Sulphuric acid, lbs	10,998,713	148,482
* Tiles, thousands	10,286	130,871
Estimated value of mineral products not returned (principally nickel, iron, mica and structural materials).....		1,933,752
Total.....		\$19,500,000

Some returns yet to be received.

(A) Quantity marketed, except when otherwise specified. The tons are of 2,000 lbs.

(B) Market value, less charges of transport from point of production.

(C) Oven coke; all the production of N. S.

(D) Copper contents of Canadian ores at 13 cents per lb. at the mine,

(E) Nova Scotia gold is calculated at \$19.50 per oz. and that from British Columbia at \$17.

(F) Production of New Brunswick and Ontario, plus Nova Scotia exports.

(G) New Brunswick production, plus Nova Scotia exports.

(H) These figures are calculated from the inspection returns at 100 galls. crude for 38 galls. refined oil, and are computed at 95½ cents per bbl. of 35 Imp. galls. The barrel of refined oil inspected was assumed to be 42 Imp. galls.

TARIFF NOTES.

An order-in-council has been passed cancelling the order of March 10, 1868, respecting the drawback on malt used in combination with sugar in the manufacture of beer and substituting the following regulation in lieu thereof, viz.: That any brewer using sugar, syrup, molasses or rather saccharine matter in combination with malt, in the proportion, in such brewery, of not less than fifteen pounds of sugar or twenty pounds of molasses, syrup or other saccharine matter to every 100 pounds of malt, and who shall have paid the duty of four cents per gallon upon the beer produced therefrom, and who shall have complied with all departmental regulations established by the Minister of Inland Revenue for the supervision of such brewers, or such as may be deemed necessary for ensuring the due collection of the revenue, shall be entitled to a drawback equal to the duty of excise paid on the malt so used. Any brewer desirous of availing himself of the provisions of this regulation shall give one month's notice of his intention to use sugar, syrup, molasses or other saccharine matter in the manufacture of beer, and shall accompany such notice with a plan and description of all the works, building and premises to be used by such brewer in connection with his brewery.

The revised tariff of customs will be forwarded to all officers of the department throughout the country this week and any differences in entries caused by changes in the tariff since the first draft was presented to Parliament will then be adjusted. In connection with the general distribution of the official customs tariff it is understood that the English practice of selling parliamentary publications, which it is the intention to adopt in Canada in connection with all such documents, will take effect in this case, and the Queen's Printer's department will place a number of copies for sale at different book-stores in the leading cities,



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The first carload of the machinery of the Ideal Manufacturing Company has arrived in St. Thomas. It is expected the factory will be in full operation in a short time.

The Hercules Manufacturing Co., of Petrolea, talk of removing works for the manufacture of flour mill machinery to London, provided they get some substantial encouragement.

Mr. Joseph Youhill, who has for the past few years been an employe in the hardware store of Cline & Co., Wingham, has left for Winnipeg, where he has secured a more lucrative position.

The Cement Co. with works at Shallow Lake, near Owen Sound, from which good results were expected, appear to be at a standstill, owing to a disagreement between Mr. Doyle and the other stockholders.

A new joint stock company has been organized in Hamilton with a capital of \$30,000. The company is the Wilson Manufacturing Company, of Hamilton; they will manufacture agricultural implements. The directors are Matthew Wilson, J. W. Auld, F. M. Wilson, John Wilson, of Hamilton, and Robert Auld, Warwick.

The Rat Portage Reduction Works Co. met the other day and elected the following officers:—Directors, Messrs. R. Lynn, E. Drewry, R. T. Riley, H. J. Powers, and H. W. Kennedy. The officers of the company will be:—President, R. Lynn; Vice-President, E. L. Drewry; Secretary-Treasurer, R. T. Riley; Managing Director, H. J. Powers.

Mr. Foster moved that item 86 of the budget, imposing a duty of 30 per cent. on shelf iron, be struck out, returning to the original

duty, which was slightly in excess of the duty mentioned. He explained that the change was made under the impression that shelf iron was not manufactured in this country. He had, however, since ascertained that it was. The resolution was adopted.

Hy. S. Thornberry & Co., manufacturers and jobbers of electric supplies, annunciators, bell wire, and of electric light supplies, etc., report their spring trade very encouraging. The increased duty on such materials causing a more active home market. They are believers in a protective tariff, even if it does prohibit importing of the manufactured article. Buyers will consult their own interests in buying the best.

The Chatham Water Works Company is pushing ahead with the big well, and have the excavation made for the foundation of the standpipe. They have purchased the part of the Taylor farm west of the Erie and Huron track, between Head street and the river. The large well is 38 feet in diameter, and will be about 60 feet deep, the casing being of boiler plate, which is sunk as the work of excavation progresses.

The strike continues in McAvity's brass works, St. John, N. B. The men who are out are very determined. Eighty of them are unmarried, and declare that they will not go back unless nine hours is granted, but will go abroad first. The sympathisers outside are instituting a sort of boycott on McAvity's goods by refusing to work in shops which use the product of his workshops. Several men left work to-day in various shops on that account.

A Chicago company is negotiating for the purchase of the Carleton County Iron Works, near Woodstock, in New Brunswick. These works were operated for some years by a company, of which the late James Harris, the car-builder, was the principal member. They never paid and were discon-

tinued, but it is believed that the character of the ore is such that under modern methods of treatment working would be profitable.

Mr. C. D. Rand, Vancouver, is on his way to England to complete the sale of the British Columbia Milling and Mining Company's quartz mines at Cariboo, to an English company through Messrs. John Taylor & Son, the well-known mining engineers, of London. It is stated that the company will receive about \$500,000 for its property, which will give a return to the shareholders of \$140 for every dollar invested. The sale will be an important matter for the whole of British Columbia.

The Customs Department was notified on Tuesday that the firm of Rand Brothers, manufacturers of mining machinery at New York, have decided to establish a branch factory at Sherbrook, Que., for the manufacture of rock drills, air compressors and all kinds of mining outfits. Under the provisions of the law, mining machinery is admitted free when of a class or kind not manufactured in the Dominion, but as soon as manufacture is commenced here such class of machinery is dutiable.

Application has been made for a charter to incorporate the Wentworth Gas and Oil Company of Hamilton, limited, with a capital stock of \$45,000. The purpose of incorporation is to acquire land, sink wells, and construct machinery therein for the purpose of obtaining natural gas, and to lay pipes for conducting the same to the city of Hamilton, also for the purpose of purchasing refineries, plant, and machinery, and buying, selling, and producing salt, crude petroleum, oil, etc. The following are the interested parties, who are the provisional directors of the scheme:—Lewis Springer, Barton; R. R. Waddell, J. V. Teetzel, J. N. Waddell, P. C. Brown, and F. R. Waddell, Hamilton. As soon as the charter is granted the stock books will be opened, and work will proceed at once. Waddell & Waddell are the solicitors for the new company.

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14 x 30,	14 x 32,	14 x 34,	14 x 36,	15 x 28,	15 x 30,	15 x 32,	15 x 34,	16 x 20,	16 x 22,
16 x 24,	16 x 26,	16 x 28,	16 x 30,	16 x 32,	16 x 34,	16 x 36,	18 x 20,	18 x 22,	18 x 24,
18 x 26,	18 x 28,	18 x 30,	18 x 32,	18 x 34,	18 x 36,	20 x 24,	20 x 26,	20 x 28,	20 x 30,
20 x 32,	20 x 34,	20 x 36,	20 x 40,	22 x 24,	22 x 26,	22 x 28,	22 x 30,	22 x 34,	24 x 30,
24 x 32,	24 x 34,	24 x 36,	26 x 28,	26 x 30,	26 x 32,	26 x 34,	26 x 36,	26 x 40,	28 x 30,
28 x 32,	28 x 34,	28 x 36,	28 x 40,	30 x 30,	30 x 32,	30 x 34,	30 x 36,	30 x 38,	30 x 40,
30 x 50,	32 x 34,	34 x 36,	34 x 40,	34 x 48,	40 x 50,	40 x 60.			

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THE MANAGEMENT OF COOK STOVES.

In order to obtain the best results with the least amount of fuel when running a cook stove, it is necessary to know something of the laws of combustion.

Combustion is the union of the oxygen of the air with the gases composing the fuel.

Let us consider soft coal, as this is the fuel now most used and the least understood. Soft coal is chiefly composed of fixed carbon (which forms from 50 to 80 per cent.) and from 12 to 35 per cent. of volatile gases, which burn with a lurid flame and supply the ingredients of coal gas. This is known as hydro carbon, being a combination of hydrogen and carbon, and it unites freely with the oxygen at a certain high temperature.

If you place a piece of wood or coal on the fire it remains unchanged for a time, until the temperature at which it combines with oxygen is reached, when it begins to burn. The degree of heat at which it begins to burn is called the igniting temperature, and differs with different kinds of fuel. Hydrogen gas burns at about the cherry heat of iron, and the igniting temperature of carbon is still higher, so that it will be understood that coal must be kept at a still higher temperature to burn freely.

In starting a coal fire, it is always best to use a good supply of kindling to heat up the coal, thus releasing the volatile gases or hydro carbon. It is also necessary to supply a good draft, thereby allowing a plentiful supply of oxygen; for it must be remembered that oxygen is as necessary as the coal in making a fire, and it is a fact that you can no more sustain a fire without oxygen than you can sustain life without breathing it. The coal should not be in large lumps, but broken into small pieces, thereby giving more surface for the fire to act on, and thus releasing a large supply of the gases. Nor should the bed of coal be very thick, at no time over three or four inches, else the air in passing through the bed of coal will be robbed of all its oxygen before reaching the upper surface of the coal, and the combustion will be imperfect.

When the combustion is perfect there will

be a bright flame and no smoke, and the result will be carbonic acid gas—an intensely hot gas; but when the supply of oxygen is insufficient or the igniting temperature has not been reached, the result will be carbonic oxide gas, which has but one-fourth the heating value of carbonic acid gas, beside forming a thick smoke and soot, which is deposited on the oven and flue plates, making it difficult for the heat to penetrate. When it is understood that the same amount of fuel is consumed in producing either gas, it is readily seen why one person will use four times as much coal as another without producing any more heat, if as much. When feeding coal after the fire is made, only a small quantity should be fed at a time, and that should be spread evenly over the surface of the fire; for when fresh coal is added it, for a time, lowers the temperature of the fire-box (just as pouring cold water into a pot of boiling water stops the boiling by lowering the temperature) until the added coal is heated up to the igniting point, when it begins to burn and adds its heat to the mass. When but little coal is added, this lowering the temperature will be hardly noticed, but add a large quantity and it can be plainly seen.

Always keep the grate free from ashes at the bottom of the fire, as very often a fire suffers more for the want of oxygen than from the want of coal.

Now, as all the oxygen used in sustaining combustion in the fire-box is taken from the air which passes into and through it, it is well to remember that the oxygen forms but a small part of the air so taken in, the greater part being nitrogen or neutral gas, which gives no aid to combustion, but which must be heated to the same temperature as the other gases. It is well to allow no more air to enter the fire-box than is actually necessary to keep up the fire after it is well started, and if you will try closing partly or altogether the draft slides in front you will be astonished to find how much longer the fuel will last and the oven remain hot. This is especially true when wood is used as fuel, and with a good draft it can be done when using soft coal.

If these rules are followed and the oven plates kept clean, especially the top oven kept free from ashes, it will be found that much less fuel will be necessary to do good work, nor will the cleaning have to be done so often. And above all things, be sure and keep the grate free from ashes at the bottom of the fire, remember that oxygen is as necessary as fuel in keeping up a fire, and anything that prevents a free access of oxygen through the fuel prevents perfect combustion.—E. P. Haus in Stoves and Hardware Reporter.

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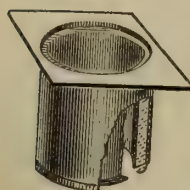
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These CROCKS are light.
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Complete stock now on hand. Send for prices. Quality
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Thos. Davidson & Co., Montreal.

MARKETS

TORONTO, May 22, 1890.

The general movement in trade continues of about the same volume as last week, and as far as the demand goes there have been no new features to note. Prices, however, have exhibited a marked improvement in a number of lines, cables from England having a much firmer tone, notably in ingot tin, copper, zinc and spelter. These advances, however, have not materially effected the market here, beyond creating a rather firmer feeling in these lines. The present condition of the market does not, indeed, warrant any higher range of values, and there are yet concessions being granted in some lines in order to obtain the business. Fresh supplies continue to come in, and stocks are now pretty well replenished. The distribution of spring goods is going on rapidly, but we do not here of much fresh business being transacted. Travellers still report things quiet in the country, where bad roads have retarded sales and made collections more difficult. The latter, however, have improved somewhat in the past week, and are now reported very fair by most wholesalers. Some few import orders have been placed for fall delivery, but they are usually for small lots, as merchants are cautious in purchasing for forward delivery till values become more settled. In the city there has been a retail trade doing in some special spring lines and in garden and harvest tools. The strikes have had an effect upon the movement in building hardware and contractors' supplies, the demand for which has been curtailed considerably thereby.

IRON AND STEEL.

The iron market is absolutely without feature, but the feeling continues easy. Manufacturers are still busy on old orders, but not much new business is being placed. The lower prices for material lead some to believe that manufactured iron will decline in the near future, but so far the hopes of those who are looking for lower values have not been realized. The English market continues low and irregular, and speculation in warrants is unimportant. The demand for manufactured iron does not improve. English mail advices say of the pig iron market there: The late decline is primarily attributed to the somewhat unfavorable monthly return of the Cleveland ironmasters, which, contrary to expectations, showed an increase in stocks for April of 3,500 tons, when a decrease was looked for. This proved sufficient to lead to considerable selling, and prices gave way in consequence owing to the absence of support on the part of consumers and shippers. There are now eighty-seven furnaces in blast, comparing with seventy-six at the same time last year. Warrants being still considerably cheaper than makers' iron, quotations for some brands of the latter having even been raised at the beginning of the week, the depletion of stocks in Connal's stores is still making rapid headway—10,500 tons were withdrawn last week, reducing the quantity held there to 779,000 tons, or a quarter of a million tons less than at the corresponding date in 1889. Shipments continue large, at the expense of Middlesborough and are about 10,000 tons in excess of last year. There is a rather better feeling in the manufactured iron and steel trades, although prices at present show no improvement, but rather

the contrary. It is thought, however, that when the pig iron market becomes steadier that there will be more business doing, especially as regards the Eastern markets, on which the rise in the rate of exchange (amounting at present to about 6 per cent., due to the movement in the value of silver) cannot fail to have a good effect, so far as exports from this side are concerned. A considerable trade is done with India and China in common bars, sheets, plates, etc., and these departments would benefit considerably from any expansion in business such as is anticipated from the cause referred to above. At present, nevertheless, shippers hold off, the markets for both iron and silver being so uncertain. At Middlesborough stocks in public stores are still decreasing, and are about 110,000 tons less than at the same time last year, whilst shipments, compared with 1889, show a falling off of a like amount. Prices of manufactured steel are still declining, mainly owing to the decrease in the shipbuilding demand. Steel plates are now quoted at £7. 5s. per ton, on trucks at works, less 2½ per cent. In Staffordshire business is quiet, yet makers are inclined to take a hopeful view of the future, and anticipate a better inquiry before long.

STEEL RAILS.

The outlook for the steel rail business this year is very bright, and importations are likely to be heavy. A very large amount of railway building will be done this year in Manitoba and the western territories, and it is safe to say that at least 600 miles of railway will be added to the present mileage in those districts. The construction of these roads means at least a cash outlay of \$12,000,000 in Manitoba and the west this year. The cable says of steel rails:—Business does not improve and prices are nominal, with heavy sections quoted at £4 17s. 6d. to £5, and light sections £5 7s. 6d. to £6 2s. 6d. f.o.b., at N. W. England shipping points.

GLASS.

Dealers have received advices regarding stocks, which are expected to arrive in the course of a week. The market here is unchanged, but the expected arrival of fresh supplies has created a rather easier feeling. The Montreal market has been weak and lower under heavy supplies, and prices are said to have declined from 10 to 25c. all round. The convention of glass makers in Germany was dissolved on the first of this month. It is stated that this branch of trade is in a suffering condition, owing to the stagnation in the export trade to the United States. The stocks at the glass works are stated to be very large.

BINDER TWINE.

Dealers are now taking orders for this article, and manufacturers are now busily engaged in production. The output this year is likely to be smaller than last, when over-production had the effect of weakening the market considerably. Dealers are said to have quite large supplies held over, and are not now disposed to purchase freely. Prices are around 14½ to 15c. A recent combination among manufacturers will probably result in an attempt to force up prices, but in the present condition of the market it is not at all certain if any such attempt would be successful this year.

NAILS.

Owing to the lower cost of material prices are weaker, and further declines are expected. Makers are fairly busy, and nails are moving out fairly well. In the city, however, the movement is lighter than usual, owing to the unsettled state of the building trades.

INGOT TIN.

Quotations are cabled higher this week, the figure now standing at £98 per ton. The

New York market on Straits has also considerably advanced. No change is made in local quotations, and here the market is without particular interest.

COPPER.

Copper is another article that has been effected during the past few days, and holders of both ingot and sheets are firm at last week's advance of 1c. per pound. The movement is not large, however. In England prices for copper have continued to steadily advance, under the influence of a gradual increase in business and revival of speculative interest. Bars have risen £3 in the past two weeks, quotations being now firm at last week's cabled figures.

ZINC.

Zinc has also been effected on recent cables quoting an advance of £1 10s. per ton. Prices are not advanced, owing to the comparative lack of demand. In spelter ordinary Silesian is cabled higher at £22 5s., with the market strong.

TIN PLATE.

This article remains unchanged. The condition of the market is such that any large orders would certainly have a tendency to advance figures. Cokes, however, are less firm than charcoals. In the English market common coke tin plates have enjoyed fair sales at 13s. 3d., and a number of orders for specials have been placed at market prices. Exports last month were 23,000 tons, against 31,000 tons in April, 1889. The amount of supply at English shipping points is estimated at 506,000 boxes, against 378,000 boxes the corresponding period last year.

CANADA PLATES.

There has been a little more activity in Canada plates, and some orders have been taken at less figures than they can be imported at. The general impression is, however, that we will see higher prices instead of lower in the immediate future.

GALVANIZED IRON.

Galvanized sheet iron is unaltered, but the recent advance in spelter is preventing manufacturers from making concessions.

LEAD.

Lead has lost a little during the past week, about 5s. per ton, but it would not be a matter of surprise if this was regained at the end of the week.

SCRAP METALS.

Wrought scrap continues easy at the recent decline. A good deal is offering, but dealers are not apparently anxious buyers. Heavy cast scrap is plentiful, but is selling quietly. Other metals are unchanged. Dealers' paying prices are as follows:—No. 1 heavy scrap, 70c. per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap, 80 to 85c.; No. 2, including sheet iron, hoop iron and mixed steel, 35 to 40c.; new scrap copper, 10c.; heavy scrap copper 10½c.; old copper bottoms, 8½c.; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 9c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2½ to 2¾c.; country mixed rags, \$1 to \$1.20 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PAINTS AND COLORS.

As far as prices are concerned there has been no new feature in the market during the past week. A few lots of linseed oil have come in, but have been held at high prices and for this article no concessions are being made. Next week the market will likely be pretty well supplied, when prices may go lower. No fresh supplies of white lead have been received, and prices for it

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Steam and Water-Power Pumps

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High Pressure Steam Engines,

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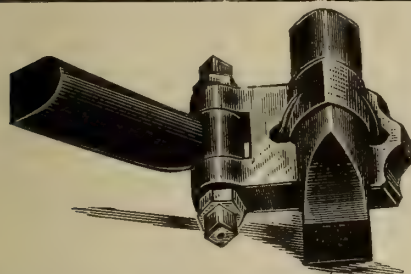
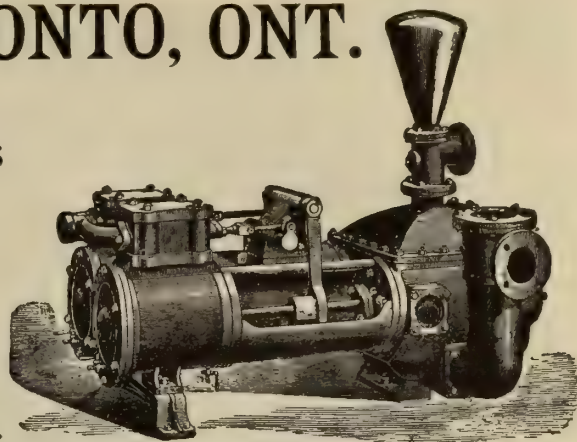
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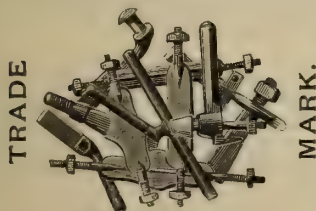


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Prices Furnished on Application.

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CARRIAGE HARDWARE AND
WROUGHT IRON FENCES, ETC.
Drop Forging of every Description.
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Manufacturer of every description of

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Office and Counter Railings,
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SCRAP IRON, RAILS, METALS.

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WALKERVILLE, ONT.

Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont

MARKETS—Continued.

are unchanged. Turpentine is featureless. Prepared paints are moving out steadily on repeat orders.

PETROLEUM.

The tenor of the market as indicated in the business done last week has not been broken in the business done since. No large transactions have been reported, and no expectancy add any special interest to the probabilities of trade in this line. Prices are steady.

HIDES, ETC.

HIDES—Cured have shot up to $5\frac{1}{2}$ for carlots. Green have added another quarter, which leaves prices as follows:—Steers' $5\frac{1}{4}$ c. for No. 1, $4\frac{3}{4}$ c. for No. 2, $3\frac{3}{4}$ for No. 3. The three grades of cows' are 1c. lower in each class.

SKINS—Dull market is reported from business centres. Sheep are scarce, and unchanged in price, still quoting at \$1.25 to \$1.60. No. 1 calf is 7c., and No. 2 is 5c.

TALLOW—The price is still 2c. for rough, and 5 to $5\frac{1}{4}$ c. for rendered.

MONTREAL

MONTREAL MARKETS.

MAY 22, 1890.

IRON AND HARDWARE.

There has been no great activity in the iron and hardware market, yet a fair volume of trade has been accomplished. Prices of pig iron have been unsettled owing to the fluctuating of prices abroad. Summerlee and and equal brands may be quoted at \$23 on spot for round lots, with car loads somewhat higher. In finished iron there has been a steady movement. The general price for bars is \$2.40 for Canadian, but it is probable that that figure would be materially shaded for large lots. Hoops, sheets and bands unchanged. I. C. charcoal tinplates \$4.50, with coakes at \$3.75. Canada plates somewhat easier at \$2.75 to \$2.85 as to quality. Metals have been steady to firm. Tin has improved to some extent and is now firm at 22 1-2 to 23c. Copper steady at 14 1-2 to 15c. Antimony has sold at 18 1-2 to 91c.

NAILS.

There has been a steady demand for nails in fact trade has improved some, but prices have shown no alteration, although raw material has weakened. Hot cut 10 dy. and 60 dy. remain at \$2.65, with steel cut at \$2.75 and other descriptions in proportion. Casings, flooring and box nails \$4.65. Horse-shoe nails have remained firm, No. 7 24c. No. 8 24c. and No. 9 22c.; M. Brand 50 per cent. discount for small lots, and 50 and 10 in large quantities; terms four months, 5 off for cash in 30 days. Horseshoes quiet with prices steady at \$3.65 for round and \$3.75 for small quantities.

LEADS PAINTS AND OILS.

Business has been of a quiet character and the market has presented no special feature. Choice brands, \$6.50 to \$6.75; No. 1, \$5.25 to \$5.50; No. 2 \$4.50, No. 3 \$4.25; dry white lead, 6 to $6\frac{1}{2}$ c. and red do $4\frac{1}{2}$ c.

In oils there has been a generally firm feeling and prices have been well maintained, with a fairly active turnover. Linseed oil firm at 70 to 72c. for boiled and 67 to 69c. for raw. Steam refined seal has been strong

and has advanced to 55c. Straw seal higher at 50c. Dealers think that seal oil will go higher.

GLASS.

The market has weakened and prices have declined. First break \$1.50, second \$1.60, third \$3.50 to \$3.75, fourth \$3.75 to \$4.

CEMENT AND FIRE BRICK.

The cement market has been rather easier as offerings on spot have been large, yet western buyers have been making fair purchases, although not at all anxious to buy. Ex-ship, prices may be quoted at \$2.40 to \$2.45 for Belgian, and \$2.50 for London brands, with small quantities at \$2.65 to \$2.75. Firebricks have been in fair demand and steady at \$23 to \$25 per 1,000.

CHEMICALS.

News from primary points on chemicals has continued easy, which naturally leads buyers to hold off, hence business has been quiet. Bleaching powder, soda ash, and caustic soda weaker. Sal soda well maintained. Alum, \$1.60 to \$1.75; caustic soda, \$2.25 to \$2.75; copperas, 80 to 90c; cocoa nut oil, $6\frac{1}{4}$ c to $6\frac{1}{2}$ c; carbolic acid, 55c to 60c; bleaching powder, \$2 to \$2.50; borax, $7\frac{1}{2}$ c to $8\frac{1}{2}$ c; soda ash, \$2.20; cream tartar, 26c to 27c; tannic acid, 45c to 55c, and sal soda, 90 to \$1.10.

NEW YORK MARKETS.

NEW YORK, May 22, 1890.

Reports from a number of industries in which iron and steel are extensively used reveal a gratifying degree of activity. Foundry establishments, large and small, in all localities contiguous to this market are busily engaged and using quite as much crude material at the present time as they were sixty days ago. Pipe-works are doing fully as well and no word of complaint comes from the minor industries except that prices for some articles continue unprofitably low. In other quarters there seems to be a great deal of work under way also, but prices for many of the productions of iron and steel mills are rather unsatisfactory, and competition in nails, wire and several other lines of heavy hardware, either reduces the manufacturers' margin, or wipes out profits altogether. Car and locomotive builders are very busy, few establishments, it is said, being able to fill orders that may call for deliveries to be made within sixty days. There are more steel rail orders in sight also. In short, all indications point to a large consumption of iron and steel up to midsummer, at least, and present signs are misleading if the enormous production is not closely absorbed. Pittsburgh and some points West report a slight improvement in prices for certain lines of crude material, but there is nothing in the nature of a prospective radical turn in sellers' favor. For that matter, none is looked for, although the large consumption going on encourages the belief that values are likely to be steadier for some time to come than they have been the past three months.

STEEL RAILS.

There have been several fair sized lots of steel rails sold at prices including cost of delivery. These involve one of 3,500 tons and another of 1,500 tons at rates which, allowing ordinary freight charges, are equivalent to about \$31 to \$31.50 at Eastern mill. Smaller quantities have been sold at \$32. There is general figuring on an order for about 17,000 tons and for one or two other good sized lots, which is said to have brought out low quotations. The Illinois mills, it is stated, are sold ahead up to September, and several concerns further East are comfortably off for orders. In view of

this fact the opinion is gaining ground that prices for rails are getting down very close to hard-pan. The official report shows that the total sales of 50 pound and heavier section rails to May 1st, for 1890 delivery, exclusive of the business of the Alleghany Company, amount to 1,023,000 tons. Up to the corresponding date last year the same concerns had sold 750,064 tons. The deliveries this year to May 1st amounted to 464,000 tons.

COPPER.

Lake Superior copper has been sold for future delivery at higher prices. About 50,000 lbs. Quincy went at $15\frac{1}{4}$ c. for August and October delivery, besides which sales were reported involving a total of about 500,000 tons at the same price, without particulars as to deliveries. These transactions, it may be stated, were not bankers' sales. Lake copper for prompt delivery may, however, be had at 15c. At least a quarter of a million pounds could have been picked up at that on Tuesday. Casting brands do not appear to have been sold at above 13c., or Arizona at over $13\frac{1}{2}$ c. Sellers are quoting $\frac{1}{2}$ c. higher, however, and state that matter is bringing corresponding prices in Liverpool. Latest London quotations by cable for merchant bars were £52 12. 6d. spot and £53 future, or about the same as a week ago.

LEAD.

Lead has been boomed up on the strength of the prospects for passage of the law imposing higher duties on silver lead ores. Speculators and followers of the "carbonate ring" have bid up to as high as 4.35c. here for near future deliveries and 4.05 in St. Louis. Business at the advance, however, has been comparatively small, and the enthusiasm is more superficial than otherwise. Consumers are at all events very indifferent. A few days ago about 150 tons were picked up at 4.20c. here, and a few single carload lots were sold at 4.15 to 4.17½ c. on the Metal Exchange, followed yesterday by transactions to the extent of three carloads at 4.35c. for prompt delivery.

TIN.

Pig tin speculation has been very tame. The Metal Exchange record of sales shows only 10 tons May at \$21.50 and 10 tons June at \$21.10. Outside transactions have been small also; "bulls" and "bears" alike seem to be awaiting a turn one way or another in London, having nothing else to work upon that has not already been discounted in a great measure. Purchases for consumption and trade account are of routine character. At the close Tuesday 21c. was bid and \$21.20 asked for 10-ton lots for immediate delivery; \$20.95 bid, \$21.15 asked June. London cables were £94 12s. 6d. for spot and £95 5s. for futures.

SPELTER.

Spelter keeps quite firm as to price, but is moving rather slowly. Western ordinary brands, will bring 5.15 to 5.20c. and are held at $5\frac{1}{4}$ c. upward, with only limited quantities on offer. The demand at present is moderate.

TIN PLATES.

Coke tin plates and steels have been sold for future delivery to a considerable extent at firm prices, and the market for those descriptions is about 10c. up from the lowest point. Higher quotations are given from the foreign market. Spot business has been fair and at firm prices.

The demoralizing influence of Iron warren speculation, as conducted the past six months, is attracting the especial attention of makers at the present time, and the British Iron Trade Association have appointed a committee "to investigate and report upon gambling in Pig Iron."

British Plate Glass

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Price List and Catalogue on application.

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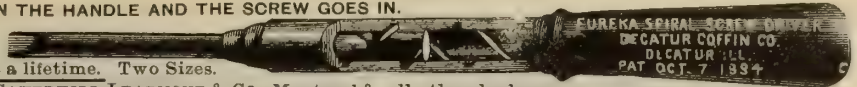
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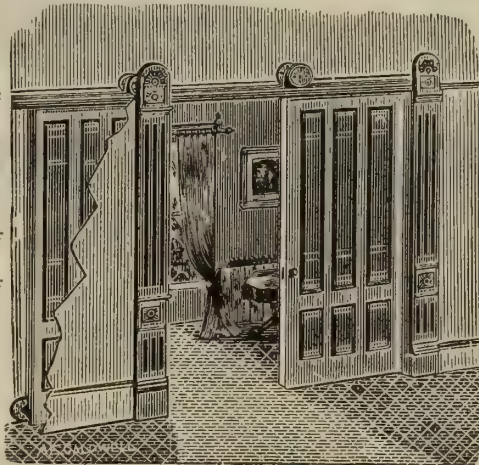
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Clarke's Common Sense Sliding-Door Hanger

Slides back and forth with a more Graceful and Easy Motion and with less noise than any other Hanger.

With this hanger there is :

- No Side-draft.
- No Kicking.
- No Flanges on the wheels.
- No Jumping the Track.
- No Inaccessible Tracks in the Pockets.
- No Tearing Down of Lath and Plaster.
- No Dead Weight of heavy doors constantly hanging to the track.
- No Tracks to be put in until ready to hang the doors.
- No False Pockets in the Tracks for either



Single or Double Doors.

Doors equipped with this Hanger are suspended at the upper front corner and supported or rest upon a single roller secured to the lower inside corner, perfectly balanced, moving easily.

Common Sense Hangers can be applied to doors that have been hung with any other hanger without removing the plastering, woodwork, or any of the sheathing of the pockets, or creating any muss whatever.

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CANADIAN

METALS, TIN PLATES, ETC.

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HAVE COMPLETE STOCK OF FOLLOWING SEASONABLE GOODS :

Harvest and Garden Tools, Lawn Mowers, Rubber Hose,
Garden Shears, Hose Reels, Green Wire Cloth, Fly Traps,
Dish Covers, Ice Cream Freezers, Preserving Kettles.
(Enamelled and Granite).

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Brush and Broom Makers' Supplies.

OWING TO CHANGE IN TARIFF ALL TOOLS HAVE ADVANCED FIVE PER CENT. OVER FORMER PRICES.

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SAMUEL SONS & BENJAMIN,

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The above Brand of Lead
Requires no Association Guarantee.

It is the STANDARD of the Dominion for
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CURRENT MARKET QUOTATIONS.

METALS.

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56 and 28 lb ingots, per lb	24½ 26c
Straits 100 lb ingots	24½ 26
Strip	26, 27

Tin Plates—Charcoal Plates, Bright.

Bradley M.L.S.	Per box.
I.C., usual sizes	\$6 25 \$6 50
I.X., "	7 50 7 75
I.X.X., "	8 75 9 00
Raven & P.D. Grades—	
I.C., usual sizes	5 00 5 25
I.X., "	6 00 6 25
I.X.X., "	7 00 7 25
L.X.X., "	8 00 8 25
D.C., 12½ x 17	4 75
D.X., usual sizes	5 75
D.X.X., "	6 50 6 65

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 25 4 50
I.C., special sizes	4 25 4 50
B.V. Grade, I.C., usual sizes	4 25 4 50

Note.—Round lots of 14x20 could be purchased of 25c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 50 8 75

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Iron and Steel.

Common Iron, per 100 lb	2 40 \$2 50
Refined "	2 75 2 90
Horse Shoe "	2 75 2 90
Band "	3 20
Hoop "	3 20
Swedish "	4 00 4 50
Nova Scotia Bar Iron	2 75
Sleigh Shoe Steel	2 75
Machinery, Tire Steel	3 25
Best Cast Steel, per lb.	0 13 0 14
Russian Sheet	0 11 0 12
Tank Plates	2 25 2 50
Boiler Rivets	4 75 5 00

Boiler Tubes.

2-inch	13c
3-inch	18½
Boiler Plate, ½ inch	\$3 50
" 5-16 "	3 35
" 3-8 "	3 25
Sheet Iron, 1 to 20 gauge.	3 50
" 22 to 24 "	3 75
" 24 to 26 "	4 00
Canada Plates, Blaina	3 10 3 15
" Boars Head	3 25 3 35
" Maple Leaf	3 25 3 35
All Bright	3 50

Galvanized Iron, Queen's Head—	
16 to 24 gauge, per lb	5½, 6c
26 gauge, "	6, 6½
28 " "	6½, 6½
Galvanized Iron, Gordon Crown—	
16 to 24 gauge, per lb	5½, 6
26 gauge, "	6, 6½
28 " "	6½, 6½

Note.—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, ½ inch, per lb.	4½c
" 7-16 inch "	5½
Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—Ingot.

Lake Superior, per lb	0 00 0 00
Baltimore "	0 15½ 0 16½
English B.S. "	0 15½ 0 16½

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	\$0 28 \$0 31
" round & square	
1 to 2 in	0 26 0 28

Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz. and light,	
16 oz, 14x48 and 14x60	\$0 19 0 20
Untinned, 14 oz. and light,	
16 oz, irregular sizes	0 20 0 21
Note.—Extra for tinning, 2½ cents per pound, and tinning and half planishing 5 cents per pound.	
Planished and tinned, 14x	
48 and 14x60	0 30 0 32

Brassiers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb.	0 20 0 24
" 35 to 45 " "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned, per ss.	0 26
Spun " "	0 30

Wire.

Pure, in coils—	
From 1 to 20 gauge.	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21 0 25
" 27 to 30 "	0 23 0 29
" 30 and up "	0 26 0 29
Sheets, hand-rolled 2x4 ft.	0 23 0 25

Zinc Spelter.

Foreign, per lb.	0 05½ 0 06
Domestic " "	0 05 0 05½

Zinc Sheet.

5 cwt casks.	0 06½ 0 06½
Part casks	0 06½ 0 07

Lead.

Imported Pig, per lb.	0 04 0 04½
Domestic " "	0 04 0 04½
Bar, 1 pound	0 05 0 05½
Sheets, 2½ lbs, per square ft,	
by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft,	
by roll	4 75 5 00

Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 27½ p.c. discount.

Note.—Cut lengths, net price; ton lots 27½ and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 20 0 22
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Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb.	\$0 20 \$0 21
Other makes "	0 19 0 20

Pure White Lead, ground in oil.

Associat'n guarantee, per lb.	5½ 6
No. 1 Do.	0 5½
No. 2 Do.	0 4½
No. 3 Do.	0 4½

Prepared Paints.

(In ½, 1 and 1 gallon tins.)

Pure, per gallon	\$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 09
Golden Ochre "	0 06
French "	0 05
Marine Black "	0 09
" Green "	0 09
Chrome "	0 08
French Imperial Green "	0 14

Colors, Dry

Yellow Ochre (J.C.) in bbls, per lb	0 01½
" (J.F.L.S.) "	0 01½
Venetian Red (R.C.2) "	0 01½
" (1343) "	0 02
English Oxides "	0 03½
American "	0 02½
Paris Green, per lb	0 15½ 0 16
Burnt Sienna "	0 08½
Burnt Umber "	0 06
Drop Black "	0 09
Chrome Yellows "	0 12
" Greens "	0 12
Golden Ochre "	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 70
Brown Japan "	0 70
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 20
Hard Oil Finish "	1 50

Linseed Oil (in bbls).

Raw, per gal	0 68
Boiled "	0 71

Turpentine (in bbls).

Selected Packages, per gal.	0 56 0 57
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White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	0 05½
" No. 2	0 04½
" No. 3	0 04½

A. G. Peuchen & Co.'s Prices.

Paint Oil, boiled	0 35
Peuchen's Pure English Paint in 1, ½ and ¼ gals.	1 12½
Peuchen's Prepared Paint	1 00
2nd Quality Mixed Paint	0 75
Carriage Colors, quarts	0 55
Pure Lead, a guarantee	0 06½
Best White Lead	0 05½
No. 1 Lead	0 04½
No. 2 Lead	0 04½
Yellow Ochre	0 01
Golden Ochre, French	0 02
Extra Green	0 03
Paris Green, pure	0 18
One pound package, pure	0 20
Cookson's Venetian Red	1 50
Best Vermillion	0 15
2nd Quality Vermillion	0 10
3rd	0 07
No. 1 Furniture Varnish	0 65
Brown Japan	0 65
No. 1 Carriage	1 25
Elastic Oak	1 25
Orange Shellac	2 00
White Shellac	2 25

Acme Paints.

Neal's Carriage, discount 40 p. c.	0 02
English Oxide, by the barrel	0 01½
American Oxide	0 01½
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p. c.	0 25
Granite Floor, in tins, 90c, 47½c.	0 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	0 25
" Wagon and Imperial, dis 40 p. c.	0 25
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz.	1 25
Acme Carriage Top Dressing, \$1 75 per doz	4 00 8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 per cent. Amer	
Rim Fire Cartridges, Dom. 50 and 10.	
Rim Fire Military, net list. Amer.	
Central Fire Pistol & Rifle, discount 15 p. c., Amer.	
Central Fire Cartridges, Dom. 30 & 10	
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p. c. Amer.	

Wads.

Eley's, per 1,000	\$0 25 \$1 60
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Anvils.

Per lb.	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz.	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each.	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	5 65 1 59
Pegging, " "	0 65 1 25
Brad, " "	0 85 1 60
" handled	3 60 7 30
Saddlers', " "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing,	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	7 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Light Brass Nos. 3 to 10	1 80 14 50
" Nos. 2 to 10	1 00 9 00

Door.	
Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50
Cow.	
American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 pc.	

Farm.

American, each	2 00 5 00
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House.

American, per lb.	0 35 0 40
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Bellocks.

Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount 35, 40 per cent.	

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 percent.	

Bench Stops.

Per doz	5 00 6 00
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Bits—Auger.

Gilmour's dis 55 to 60 p. c.	
Excelsior—Jennings, discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jennings' Gen, net list.	

Car.

Gilmour's, 47½ to 50 per cent.	
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Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Ginlet.

Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb.	0 11 0 15
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Bolts.

Carriage, dis. 60 and 5 per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis. 40 to 45 p. c.	
Elevator, dis. 35 to 40 p. c.	
Machine, dis. 60 to 60 and 5 p. c.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Boilers.

Light, dis. 65.	
Vegetable, per doz.	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	500 40 23
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Butts—Brass.

Wrought Brass dis. 60, 60 and 10 per cent.	
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Cast Iron.

Loose Pin, dis. 60 to 60 and 5 per cent.	
Wrought Steel.	
Fast Joint, dis. 60, 60 & 5pc.	
Loose Pins, " 60, 60 & 5pc.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair.	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.

Horse, per doz	0 70 0 95
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Carpet Stretchers.

American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz	22 50
World	21 75
Daisy,	24 00
Star,	18 00

Crown Jewel, per doz	29 00
Grand Rapids,	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50pc.	
Plate " dis. 50pc.	

Cattle Leaders.

No 31 and 32, per gross	8 50 11 25
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Cement.

Portland, car load lots	3 2
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.

White, lump, per lb.	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz	0 85 4 00

Churns.

Amer, dis. 50 p. c. to 60 p. c.	
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Clamps.

Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clips.

Axle, dis. 65 p. c.	
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Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
No. 2	2 70

Compasses, Dividers, etc.

American, discount 65 p. c.	
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Cradles, Grain.

Canadian, discount 25 p. c.	
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Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English, "	2 00 4 00

Draw Knives.

American, dis. 70.	
Canadian, dis 25 to 35 p. c.	

Drills and Drill Stock—Breast.

Millar Falls, per doz.	16 00 51 50
P. S. & W., dis. 40 per cent	

Twist.

Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.

Dis. 17½ to 22½ p. c.	
Fawcetts.	
Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star,	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10	
Barton Smith, dis 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis., Can. list 50 per cent.	
Jovitt's, dis. Can. list, 25pc.	
Horse Rasps, Kearney & Foote's dis Am list, 50 pc.	
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33½ p. c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc, dis. 40 p. c. to 42½ p. c.	
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Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis. 50, 50 & 10 p. c.	

Fruit Presses.

Henis' per doz	4 00
Enterprise, discount 10p. c.	

Fry Pans.

Acme, discount 50, p. c.	
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Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p. c.	
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Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 40
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Glass.

4th quality Star, 1st break	1 65
" 2nd "	1 75
" 3rd "	3 90
" 4th "	4 20
" 5th "	4 50

Window Glass.

Pilkington's ordinary.	
1st break	83 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	6 50

Picture Glass.

Pilkington's ordinary.	
1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Glue.

American, per lb	0 09½ 0 10½
Canadian	0 09 0 10
French Medal	0 13½ 0 15
White	0 16 0 20

Glue Pots.

Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list.	
Can. discount 25 to 27½ p. c.	
Tack.	
Magnetic, per doz	1 10 1 50

Sledge.

Canadian, per lb.	0 12½ 0 15
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Ball Pean.

English and Can., per lb.	0 25 0 37½
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Handles.

Axe per doz	1 00 3 50
Store door "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 30 p. c.	
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Hoe.

C. & B., discount 30 p. c.	
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Saw.

American, per doz	1 00 1 25
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Hooks—Cast Iron		Pencils.		Scale Beams.		Cigar Box Nails, dis. 35 p.c.	
Bird Cage, per doz	0 50 1 10	Dixon's, per gross	1 00 4 25	Canadian, B. S. & M. dis. 40 per cent.		Shoe Finders' Tacks & Nails, dis. 25 p.c.	
Clothes Line, " "	0 27 0 63	" Carpenter	2 25 3 60	Scrapers.		Tape Lines.	
Harness, " "	0 72 0 88	Picks.	6 00 9 00	Box, per doz	2 10 4 50	English, ass skin per doz	\$2 75 \$5 50
Hat and Coat, per gross	1 00 3 00	Picture Nails.		Foot, " "	40 3 50	English Pat. Leather	5 50 9 75
Chandelier, per doz	0 50 1 13	Porcelain Head, p. gross	1 65 3 00	Screens.		Chesterman's, each	0 90 2 85
Wrought Iron.		Brass Head, " "	40 1 00	Window, patent, per doz	6 00 7 50	" steel, each.	0 80 8 00
Wrought Hooks and Staples, Can.	dis. 17½, 20 p.c.	Planes.		Screw Drivers.		Thermometers.	
Wrought Hooks and Staples, Amer	dis. 75 to 75 and 10 per cent.	Wood, bench, Canadian, or American	dis. 50.	Sargent's, per doz	65 4 00	Tin case & dairy, dis. 75 p.c.	
Wire.		Wood, fancy Canadian, or American	dis. 35, 37½ per cent.	Screws.		Ties.	
Hat and Coat, dis. 35, 40 p.c.		Bailey's (Stan R. & L. Co.) 33½ to 35	per cent.	Wood, flat head iron, dis. 47½ per cent.		Cow, per doz	1 25 2
Belt, per 1,000	0 60 2 70	Miscellaneous, dis. 10 to 12½ per cent.		Wood, round head iron, dis. 42½ per cent.		Tinner's Shears and Snips	
Screw, bright, Eng., dis. 40, 5, 45 per cent.		Bailey's Victor, dis. 10 to 12½ per cent.		Wood, flat and round head, brass, dis. 25 p.c.		P.S. & W., 10 p.c. advance on American list.	
Horse Nails.		Plane Irons.		Bench, wood, per doz	3 25 4 00	Tinware.	
Canadian, dis. 50.		Pliers and Nippers.		Bench iron per doz	4 25 5 75	Stamped, dis. Assn list, 70, and 12½ per cent.	
Ice Picks.		Button's Genuine, per doz. prs. dis 37½, 40 p.c.		Scythes.		Japanned, dis. 35, 50 p.c.	
Star, per doz	3 00 3 25	Button's Imitation, per doz.	7 40 10 25	Discount 40 per cent. to 42½ per cent.		Pieced, dis. 40, 50 p.c.	
Kettles.		German, per doz	60 2 60	Scythe Snaths.		Transom Lifters.	
Brass spun per lb	0 28 0 30	Plumbs and Levels		Canadian, dis. 33½ to 35 p.c.		Payson's, dis. 25 per cent.	
Copper, " "	0 40 0 45	S. R. & L. Co., dis. 65 p.c.		Shears.		Traps.	
Enamelled Can. 50 p.c.		Poppers.		B. & W., japanned, dis. 75 per cent.		Game, Newhouse, dis. 17½, 20 per cent.	
American, 50 and 10, 60 and 5 per cent		Pruning Shears.		B. & W. N. P., dis. 65 p.c.		Game, H. & N., or P.S. & W., discount 57½ to 62½ p.c.	
Keys.		Corn, square, per doz	1 35 2 00	Seymour's dis. 60 p.c.		Mouse, per doz	0 35 1 50
Lock, Can, dis 50 p.c.		Per doz	4 00 5 50	Ætna, dis. 75 @ to 75 and 10 per cent.		Rat " "	2 00 4 50
Cabinet, Trunk, and Pad-lock, Am. per gross	1 60 4 75	Pulleys.		Sheaves.		Trowels.	
Knobs.		Hothouse, per doz	55 1 00	Sliding Door, per set	77 1 40	Disston's, discount 10 p.c.	
Door, japanned, and N.P., Can. list dis. 50 p.c.		Axle.	22 33	Shot.		German, per doz	4 75 9 00
Bronze, Berlin, per doz	2 75 3 25	Screw	27 1 00	Canadian, dis. 7½ per c.		Brade's " "	7 00 10 50
Bronze, Gem, " "	6 00 9 00	Awning	35 2 50	Shovels and Spades.		S. & D., discount 35 p.c.	
Lava " "	8 75 10 00	Pumps.		Canadian, dis. 37½ p.c.		Triers.	
Shutter, porcelain, F. & L. screw, per gross	\$1 30 4 00	Rumsey, Cistern & Pitcher Spout, 55, 60 per c.		Sieves.		Butter, per doz	6 25 9 00
Ladles.		Punches.		Wood Rim, black, p. doz	1 15 1 35	Trucks	
Melting, per doz	1 70 4 50	Saddler's, per doz	1 00 1 85	Tin Rim, " tinned, " "	1 35 1 60	Warehouse, each	2 25 6 50
Lemon Squeezers.		Conductors' " "	9 00 15 00	" black, " "	2 30 2 45	Twines.	
Porcelain lined, per doz	2 20 5 60	Tinner's solid, per set	72	Snaps.		Bag, per lb	0 12½ 0 20
Galvanized, " "	1 87 3 85	" hollow, per inch	1 00	Harness, German, p. gro.	2 00 5 50	Wrappg, mott'd, pr. pack.	0 50 0 60
King, wood, " "	2 75 2 90	Putty.		Acme, " "	3 00 5 00	" cotton, per lb	0 18 0 20
" glass, " "	4 00 4 50	Bladder, per 100 lbs	2 00 2 25	Lock, Andrew's " "	4 50 11 50	Mattress, per lb	0 33 0 45
All glass, " "	1 20 1 30	Tins, lbs	2 50 2 75	Soldering Irons.		Staging " "	0 27 0 35
Lines.		Rail.		Per lb	0 30 0 32	Broom " "	0 30 0 55
Fish, per gross	1 05 2 50	Barn Door, per foot	3 3½	Wrought Spikes.		Binding, flax, per lb	
Chalk, " "	1 90 7 40	Sliding Door, " "	3½ 3½	Discount, net list.		" jute " "	
Locks—Door.		Rakes.		Spoke Shaves.		Vises.	
Canadian, dis. per cent.	50	Cast Steel and Malleable, Canadian list dis. 40 to 42½ per cent.		Wood, English	1 80 5 00	Hand, per doz	4 00 6 00
Russell & Erwin, per doz	2 90 7 50	Razors.		Iron, American	1 35 2 35	Bench, parallel, each	2 00 4 50
Cabinet.		Boker's, per doz	7 50 11 00	Spoons and Forks.		Coach, each	6 00 7 00
Eagle, dis. per cent	33½	Wade & Butcher's " "	3 60 10 00	Sheffield Sterling.		Peter Wright's, per lb	0 12 0 13½
Paintock.		Razor Stropps.	1 25 3 60	Tea Spoons, per gross	7 50 12 00	Pipe, each	5 50 9 00
English and Am. per doz	50 6 00	Currier's, per doz	1 25 3 60	Dessert " "	21 00	Saw, per doz	6 50 13 00
Scandinavian, " "	1 00 2 40	Rivets and Burrs.		Table " "	30 00 30 00	Washer Cutters.	
Eagle, dis. per cent	15 1 17½	Copper Rivets, dis. 45 to 47½ p.c.		Dessert Forks	24 00	Per doz	4 00 8 56
Mallets.		Iron " "	40 per cent.	Medium " "	27 00	Well Wheels.	
Tinsmiths', per doz	1 25 1 50	Burrs, Iron, 30, 33½ per c.		Table " "	36 00	Amer., per doz, 8, 10 & 12 in.	3 38 6 00
Carp'trs', hickory " "	1 25 3 75	Rivet Sets.		Squares.		Wire.	
Lignum Vite, " "	3 85 5 00	Canadian, dis. 30, 35 per c.		Iron, per doz	1 65 2 90	Market, bright and annealed, Nos. 1 to 16, 10 per cent. advance on list from stock.	
Caulking, each	1 60 2 00	Rope.		Steel, dis. 75 p.c.		Market, oiled, coppered, galv., 10 p.c. advance.	
Mattocks.		Sisal, per lb	12 12½	Fence, galvanized, per lb	5 5½	Market, tinned, per lb	0 04½ 0 08
Canadian, per doz	8 50 10 00	Manilla, " No. 1	14½ 15	Wrought Iron, dis. 75, 75 and 10 per cent.		Galvanized Fence, 10 per cent. advance on list.	
Meat Cutter.		" No. 2	13½ 15	Stocks and Dies, Amer. dis. 25 per cent.		Tinned Broom, from 19 to 22 gauge, per lb	0 06 0 06½
Enterprise, dis. per cent	20 25	Cotton, " "	22 25	Stone.		Malin's Wire on spools, dis. 30 to 45 per cent	
Dixon's, each	1 60 2 00	Deep Sea, " "	15 16	Washita, per lb	0 15 50	Clothes Line, galv., p. 100ft	0 25 0 55
Woodruff's " "	1 10 1 70	Rules.		Hindustani, per lb	0 06	Barbed Wire.	
Hale's, " "	1 05 1 50	Boxwood, dis. 75 & 10 & 5 80 percent.		Labrador, per lb	0 13	Galv. steel barb fencing	0 51 0 05½
Hume, " "	13 00 16 00	Ivory, dis. 40, 40 & 5 per cent.		" Axe, " "	0 15	Ditto Glidden 2 point	0 05½ 0 06
Mining Knives.		Sad Irons.		Turkey " "	0 50	Galv. Steel, plain twist	0 05
American, per doz	42 2 35	Mrs. Potts, per set	0 95	Arkansas " "	1 50	Galvanized Barb, "Lyman," 2 to 4 points	0 05½ 0 06
Molasses Gates.		N. P.	1 25	Water-of-Ayr " "	0 10	Terms, 60 days or 2 per cent off for cash—10 days.	
Stebbin's Patent, dis. per cent, 65 to 70 per cent.		Sand and Emery Paper.		Scythe, per gross	3 50 5 00	Wire Cloth.	
Nails.		Emery, per quire	55 90	Grind, per ton	15 00 18 00	Ordinary, discount 25 p.c.	
Cut, 3 inch and upwards		Sash Cord.	22 50	Stove Polish.		Painted Screen, p. 100 sq ft	2 25 2 35
per keg	2 75	Sash Locks.		Per gross	1 15 7 50	Wrenches.	
Brads & Moulding Nails, discount 55 per cent.		Triumph and Morris, dis 37½, 40 per cent.		M.L.S., per gross	2 50	Agricultural, dis. 70, 70 & 10 per cent	
Wire Nails, 60 per cent.		Kempsbar's dis. 40, 62½ per cent.		Jacoby " "	5 00	Standard, dis. 60, 60 & 10 p.c.	
Nail Pullers.		Canadian, dis. 45, 50 p.c.		Mirror Black Lead, per gr.	2 00	Coe's Gen'l, dis. 40, 45 p.c.	
German & American	1 85 3 50	Wash Weights.		Jos. Dixon's, bulk, per lb.	0 07	Diamond, dis. 33½, 35 p.c.	
Nail Sets.		Sectional, per lb	2½ 3 00	Dixon's Plumb, " "	0 15	Tower's Engineer, each	2 00 3 00
Square, round and octagon	per gross	Mausage Stuffers.		M.L.S. Paste, per gross	9 00	" S., per doz	5 80 7 50
Diamond	12 00 15 00	Each	1 00 3 00	Nicholson's, per doz	1 00 1 25	G. & K's Pipe	6 00
Oil.		Saws.		Tacks, Brads, etc.		Burrell's " each	3 40
Canada Refined Oil (Toronto)	0 14½	Hand, Disston's, dis. 10 to 12½ p.c.		Cut, Carpet, gimble, blue, dis. 35 p.c.		Pocket, per doz	1 25 2 00
Carbon Safety " "	0 17½	S. & D., dis. 35 per cent.		tinned, dis. 45 p.c.		Wringers.	
Canada W.W. " "	0 20	Cross-Cut, Disston's, per ft. 35, 47.		Swedes' iron, blue or tinned, dis. 42½ p.c.		Each	3 50 5 00
American W.W. " "	0 25	Hack, complete, each	1 75 2 75	Upholsterers' dis. 42½ p.c.			
Castor " "	per lb. 0 11½ 0 12	" frames only	75	Copper Tacks and Nails, dis. 35 p.c.			
S. R. Seal " "	per gal 0 63 0 65	Saw Sets.		Trunk and Clout Nails, " 40 p.c.			
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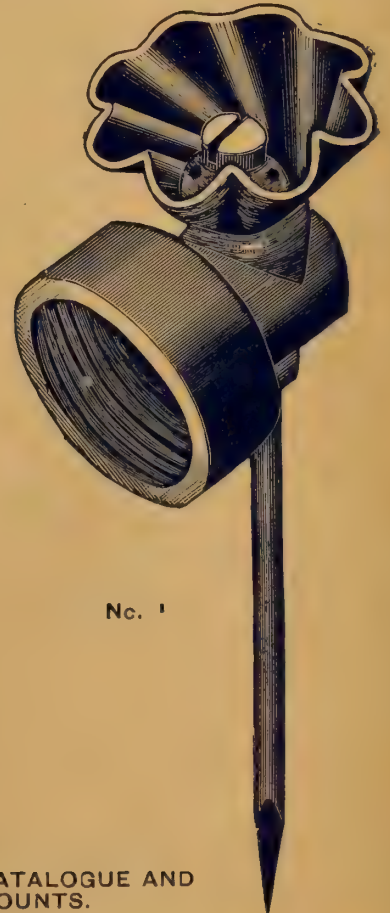
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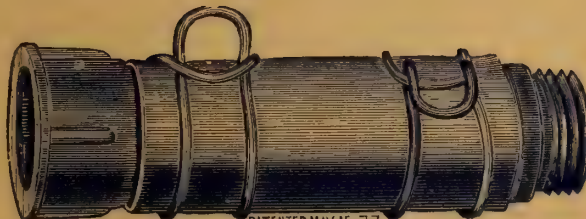
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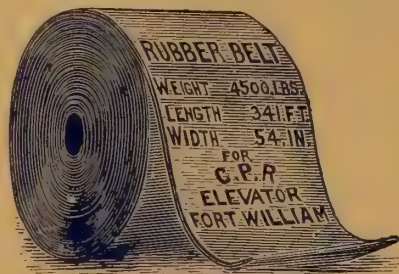
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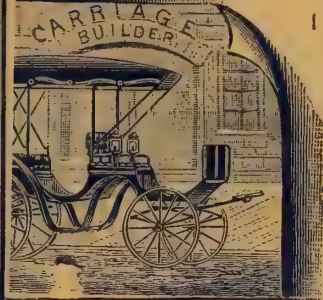
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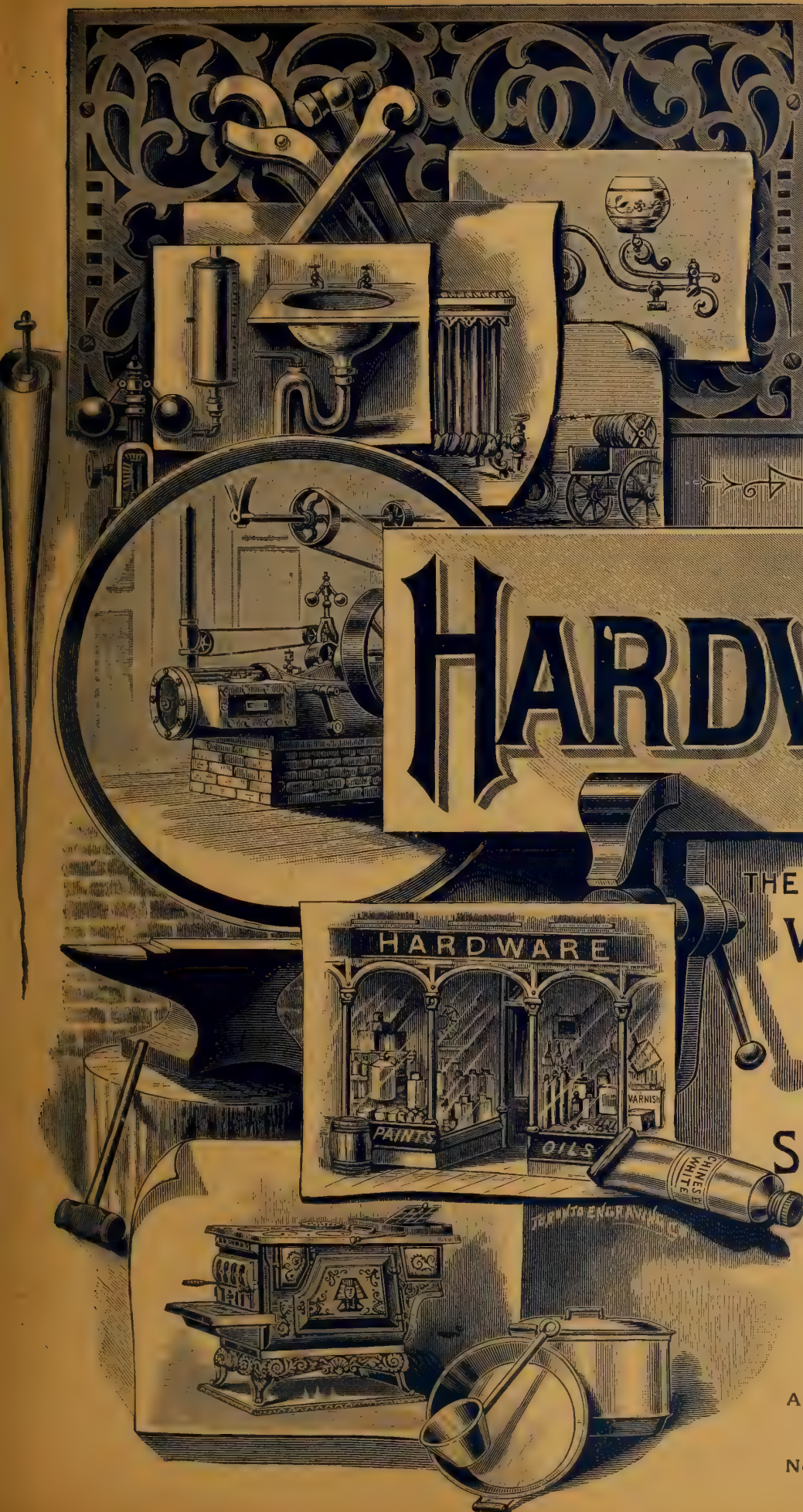
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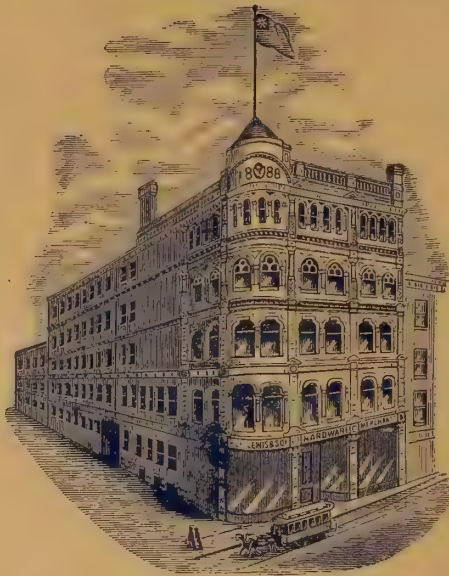
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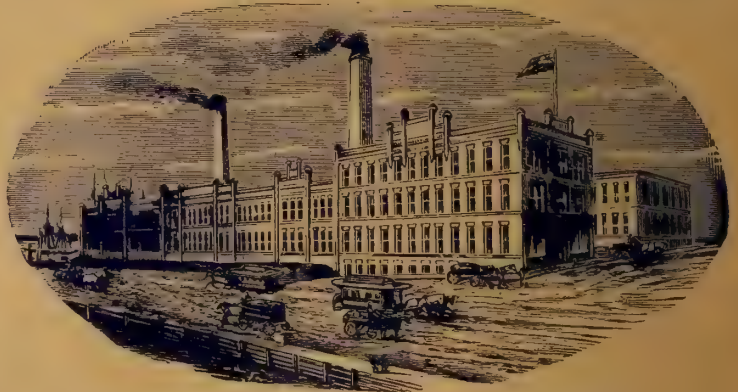
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Vol. 2.

TORONTO AND MONTREAL, MAY 31, 1890

No. 22

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. Hugh C. McLean, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

Changes in advertisements and new advertisements must reach this office not later than Thursday morning of each week.

CONTRIBUTIONS WANTED.

For the purpose of inducing members of the trade who are possessed of special information, which would be of benefit to the trade generally, the publishers of "Hardware" will pay a fair price for such articles. Address "Hardware," Toronto.

WHOLESALE TRADE WITH CONSUMERS.

BADEN, MAY 21, 1890.

GENTLEMEN,—The wholesale traders are not using their customers as they ought to use them. There is at least a portion of them selling to every man that will buy their goods, and thus do us out of our profits, while we have to carry a large stock on hand to keep up business. For instance, I have seen a traveller cut a pocket knife out of his sample case and sell it to a consumer. Other travellers I have seen sell axes to farmers from their samples. You probably may doubt this, but these are facts. Worse than this they will offer goods at lower than the retail dealer. Oil and paint men are still worse. They will sell to any man whom they see carrying a brush. There are some Toronto firms that will sell and cut prices to painters in five gallon lots, and sell to retailers by the barrel. Let them deny this if they can, I am prepared to name the parties if they wish. Again, I know of a firm that sold over \$560 worth of goods to a painter, and they are very glad to escape with 30c. in the dollar. Machine and coal oil men are no better. If we do not buy every time they sell to others. One blacksmith is selling both machine and coal oil, better and for less money than I can purchase. Now, I would ask if this is fair dealing with the hardware trade.

As Mr. Rusk says, the wholesalers protect themselves, and why should not we? I tackled a wholesale varnish and oil house of Toronto a couple of weeks ago for selling to consumers. They denied this very strongly. They tried to sell to one of my best custo-

mers since then. This customer did not like to buy. The goods, however, were shipped in a dry-goods dealer's name so as not to say they were sold direct to the painter. If the retailers will join with me we will send in the names of wholesalers which are selling to painters directly, and have their names published in **HARDWARE**, and form an organization that will buy from no wholesaler that will sell to any consumer

I am yours very truly,

JOHN LORENZ.

HARRISTON, May 9, 1890.

GENTLEMEN,—Regarding manufacturers selling to consumers, I know that it is practised, and that it is injurious to the best interest of the trade, but I think there is no remedy.

A. LAIDLAW.

NAPANEE, May 17, 1890.

DEAR SIR,—RE The selling of paints to consumers by manufacturers, I do not know that this has been done here, but any manufacturer guilty of this practice elsewhere should be advertised, and the trade generally should discountenance it by withholding their support.

Yours, R. G. WRIGHT.

STREETSVILLE, May 21, 1890.

SIR,—In regard to paint and oil travellers selling to painters and contractors, I have known them to solicit orders from painters and contractors after selling a good bill to the merchants first, and offering them the goods at the same price as they sold to the merchants. The retail merchants should form an association in every town or city, and buy from no house that would not give a written guarantee to sell to no one not in the retail trade, under a fine of say \$25 to be paid into the association for each sale made to parties not in the retail trade, the money to go to the town or city where such sale was made. Then the merchants in that town or city would have the profits.

J. SIMPSON.

It seems as if there were no part of the country wherein retailers are left in enjoyment of the trade they have planted or cultivated. It suits the emissaries of the wholesale trade with consumers to push their underhand work where traders are most numerous. The sort of trade they openly profess brings them to such places to do business with the retailers, while the number of the retailers is an index of the strength of local consumption. After storing with the retailers all that is necessary to slake this consumption for some time, they

next set out to forestall the trade the retailers had reckoned upon in ordering. The desire to do business must surely be overmastering in the minds of such men. It closes their eyes to the dead-lock they are causing, to the consequences that will return upon themselves. Wholesalers who confine their quest of trade to retail dealers, will in the end find themselves in complete possession of their customers' confidence and support. Those wholesalers who come down to the house to house itinerant business will find themselves obliged to stay there until the expense of a purely peddling trade will put it out of their power to sell as cheap as the local retailer. Their direct assumption of the risk incident to the trade with consumers will hasten their withdrawal from a business which their own lack of integrity drove them into. And no friend of conservatism or stability in trade can wish them any better.

The drift of the testimony in the letters we publish continues to be in the one direction, that retailers are robbed of their business by men whose policy it should be to do what they can to increase local trade. There is also, as signified in these letters, a strong trade sentiment growing up which will find its own way of suppressing the evil in question. That the evil is widely known to exist is a hopeful sign, as the blight of the trade's resentment is likely then to be levelled upon it. Local trade is the property of local dealers. Any trespass upon that property is a liberty that it is in the hands of local dealers to punish, and they should not be too long-suffering.

ANTI-COMBINES LEGISLATION.

A very thoroughgoing measure was that with which the House of Commons proposed a year ago to arm the state against combines. A very diluted extract of that measure, however, was all that made its way through the Senate as the Combines Act. In the late session of Parliament the former body again affirmed its belief in the policy of eradication, and passed an amendment which would restore the Act of last year to the drastic original from which it had been reduced. But the amendment was never voted on in the Upper House, as the bank-

ing committee of that chamber had thrown it out. Thus ended the second legislative attempt to expel combines from the commercial system. Mr. Clarke Wallace's Combines Bill of a year ago aimed to put combination to limit production under the ban of the law. The Senate modified the Bill so as to make only the abuse of combination illegal, and thus it issued in the Combines Act. Mr. Wallace's amendment this year sought to have the modifying words "unduly" and "unreasonably" struck out with the intention of making combines unlawful absolutely as his former Bill had aimed to do.

Centripetal movement within the different species of the producing and commercial classes is undoubtedly a feature of the present times. Industries, trades and crafts that were loose nebulae a few years ago are now solid masses. So strongly does the genius of the time dispose men to league together to control the market they supply, that the support of the anti-combines movement, which has twice prevailed in the House of Commons, had as its extra legislative basis a large body of combined interests. The social system is so impregnated with the principle, that the overthrow of a particular class of combines, which was the object of Mr. Wallace's Bill, could not be brought about on the sole support of the non-combined interests. The movement therefore against combines derives a large part of its strength from other combines.

Since the opposition of consumers thus analyzes into elements of which a large part are themselves combines, we cannot say that the popular will as expressed by the Commons is hostile to combines. We can say that industrial combines seem to have the balance of power in the Lower House, and that commercial and manufacturing combines have the balance of power in the Upper House. The struggle has not been between individualism and corporatism, but between corporatism of one kind and corporatism of another kind. Of course, individualism is represented in the anti-combines agitation, but it is not a great power in the agitation.

The labor unions are associations of exactly the same pattern as those they seek to decompose into individuals. So are the farmers' granges or alliances. If a league of manufacturers co-operate to limit the output of their workshops for the purpose of maintaining prices, they do only what is done by mechanics' unions which resort to strikes. In the former case there is a reduction of the product of industry. That is what is shut off also in the second case, through the direct cessation of industry. One body aims to rule the market in some commodity, the other aims to rule the labor market. There is a reduction or standstill of labor in either case, and the result reaches the consumer in the form of higher prices, whichever sort of combine is operating. Also the tyranny of the industrial union is greater than that of the commercial

or manufacturing combine. The latter do not prevent their fellows, who stand aloof from the union, from carrying on their business, while mechanics' unions often do.

The question, therefore, whether combines are moral or not is not involved in the consideration of whether the recent anti-combines movement was deserving of success. If all the community were disorganized into individual breadwinners who were at liberty to do according to every man's will, then the anti-combines movement would have been genuine. But if combines should be uprooted, the movement to uproot them must be considered partial, as it aims at combines of a particular class, since combines of another class support such movement.

After all, is it a plain thing that suppression is the cure for the actual or threatened evils of combines? Such treatment may not be practicable, and if practicable may not be desirable. A study of the causes which have produced this social phenomenon might result in the conclusion that the combine is better regulated than suppressed. The combine in truth is the reaction from a bad state of things brought about by ruinous competition. Parliament has never undertaken to regulate competition, notwithstanding the fact that for the want of regulation this agency has wrought great harm to the financial standing of the country. To put limits upon a dealer's privilege to cut prices, seemed too much like interfering with the liberty of the subject, yet if something had been done to secure creditors and honest rivals from the danger of unbridled competition, there would have been no need now for a Combines Act. It is hard to see now why Parliament should consider combines a subject for legislation, when it did not consider competition to be one. The two principles are opposite extremes between which a normal condition of the market lies, and why Parliament should deal with one extreme more than with the other is hard to understand. The action of combines works well for the regulation of competition, and in that effect is good. The excesses of combination or of competition should, however, be checked.

THE TWENTY-FOURTH.

Our plea for the postponement of the holiday in honor of Her Majesty's birthday was made, not because it was felt the matter needed urging, but because business men might need reminding while there was time to have the change authorized. The twenty-fourth might be the day of celebration we felt, merely because no steps had been thought of in time to have the occasion put forward two days. We had not anticipated that conservatism would be tenacious of the custom of observing the birthday on the exact date of its occurrence. We were mistaken. This city stuck to the calendar. The council elected that the celebration should be held on the twenty-fourth, ignoring the fact that the day on which that date fell was a Saturday. This was a liberal sacrifice to loyalty, the best day of the week given up in a dull season to the observance of the

Sovereign's birthday. Of course, the wholesale traders would in any case be closed the latter half of that day, but the retailers do a business on Saturday that usually runs far into the night. Pay is dispensed on Saturday, Sunday's supplies are laid in, in fact the bulk of the week's shopping is done on the day when pay is received. The changing of Saturday from a day of busy trade into one of idle pleasure means a great deal to everybody who keeps a shop. The money, it may be said, will be spent at the stores the following week if not spent on Saturday. Those dealers whose stocks are made up of necessities know better than this. Nothing cuts down the demand for the staple articles of consumption more than an occasion of merry-making. It depends on which side of that occasion market-day falls whether the usual proportion of the wage-earner's money goes to provide for the needs or the pleasures of his household. If the holiday comes first it will take the liberal part of the funds. If the market day comes first, it will absorb a fair share of the cash in hand.

Saturday has long been considered almost as unsuitable for holiday purposes as Sunday. The practice of the towns and many of the cities has been to keep it consecrated, as it were, to business. Many of them in Ontario did so last week, and made a holiday of the 26th. They were the better of it. They had two money-spending crowds instead of one. They had the Saturday throng of marketers, and the Saturday store business. They had the Monday pleasure-seeking crowd, whose spare money went to the public houses, etc., but whose money reached the town all the same.

This city wasted a good day when its council decreed that Saturday should be given up to celebrating. The few who kept open did as much trade as could be expected, considering the public proclamation that there would be a cessation of activity on that day. But who is to blame for it that there was no postponement? Plainly the business men of the city were. Not an appeal was made in behalf of Monday, until the last meeting of council when a small delegation representing one body of traders recommended that business should not be suspended on Saturday, and that delegation was a few minutes late. There is an illustration in this of the lack of coherence among the local traders that is regrettable. A strong, unanimous, timely movement should have been made, and Saturday's business would not have been sacrificed. Such a movement we had in view when we advocated action to have the holiday postponed, and such movement seems to have been made among many towns throughout the country, for many of them had their sports, etc., on Monday. The dissatisfaction after the event among Toronto traders should teach them to be on the lookout for future holidays that may be allotted by the almanac to Saturday.


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AVOIDABLE CREDIT.

The credit system is undoubtedly a great convenience to those who have not ready money. But the sense of convenience is not the sole cause that moves customers to undertake future engagements. Of the large amount of credit given every year, of which the considerable unredeemed portion comes to the trader as loss, not all is to be laid at the door of the buyer's pertinacity. The credit system is regarded as a convenience by the buyer, but it is also held to have advantages for the seller, and the latter makes the most of them. The proportions to which the system has grown in these times are therefore an outcome of a recognition on the part of both buyer and seller that the thing is of service. Whatever loss the latter suffers through it is partly chargeable to his unsolicited granting of it. The policy which leads the seller to cultivate credit is the development of trade. Of course, the customer upon whom credit is urged is selected, he is supposed to be prosperous and honest. He is offered credit because the dealer wants trade which the present lack of cash tends to hinder. It is certain that a great part of our purchases are not prompted by necessity. There are many stimulants to trade beside the sense of need in the consumer. The trader promotes business by a judicious display of his wares. There are hundreds of thousands of dollars worth of goods sold in a year, which are sold at the suggestion of the dealer rather than in response to the demand of the customer. One mode of suggesting, as we have said, is display. There are many other modes, but the one specially in mind here is the suggestion of credit. This is very generally thrown out to eligible customers by the dealer. Such customers are prevailed upon to buy on the strength of the confidence the dealer has in them. They buy what they did not purpose buying, simply that the dealer may do business. Their credit may be good, but it is too often bad. There is therefore a percentage of loss from such trade. We believe in dealers using the arts of salesmen to induce trade, but the inveigling of a man into a

credit account is not a praise-worthy mode of promoting business. It is likely to become a habit with the dealer who gives any countenance to it, and who finds a few cases of proffered credit to be productive of sales and to be satisfactory in payment results. As a habit, however, the thing would be apt to demonstrate its own impolicy, for a man would thus establish a business of which the strong inducement to customers would be the easily obtainable credit it offered, and thus such a business would soon fall under all the evils of a credit system. Further, where credit is easily got it is often lightly regarded and often violated. Credit will continue to exist in the business world, but much of the evil of it will be removed when none is given that is not asked, and when only part of what is asked is given.

A common practice among retail traders is that of offering "leaders" to the public in the hope of obtaining additional trade which will compensate for any loss sustained by the low figures at which the "leader" must be sold in order to be an inducement. This custom, for so common has the practice become that it may well be termed a custom, is one which under ordinary circumstances is of doubtful merit and the merchant often realizes this after he has discovered that the expected business has not materialized. A retail dealer who offers special inducements or bargains or sells goods under any other alluring combination of phraseology will be patronized without a doubt, but the customer will in nine cases out of ten confine purchasing to the "below cost" goods and it is not to be expected that the tenth patron is going to make up by heavy purchases of other wares the loss sustained on the sales. The safest policy of which to conduct business would seem to be on an even basis of profit. Careful computation will reveal just the percentage required to meet expenses and pay a fair interest on invested capital and there is much less danger of coming out at the short end by pursuing this course, then when stock is being constantly sold at figures unprofitable in the speculative hope of drawing custom to high priced goods, upon which a profit above the average is expected.—Grocer and Country Merchant.

HECK'S COLUMN.

I'm just going to look at your back yard a short time while you are busy with a customer. Nice place, is it not? So clean, every box, and barrel piled so nicely, no straw lying around or dirty paper, decayed fruit, old tins. What a difference from your store. This is what I told the man, and he stood so still I thought he was going to faint.

"Nobody will see it. If you hadn't been, where you ain't got no business to be you would not have seen it, either. Now get out." I got out, and standing across the road for a little while, I noticed that folks kept out of his store also. He had to go out in that yard for certain goods kept in the shed in the rear, and of course left the door open on his way out. How could people help seeing it? I saw it, but made the excuse to see it better. He is not the only store keeper with a dirty yard. One or two of the clerks would clean that place in half a day and have it in shape before the busy season comes on.

Those windows want cleaning, also those scales, and the cellar, has not had a going over for months. The rats will spoil hundreds of dollars worth of goods, if you do not tend to these things.

Few clerks do not wear straw cuffs behind the counter, and my experience is that they are not always an easy thing to get. Of course there are lots made, but they seem to be too small or too large for comfort. I saw this week a pair made out of light leather, on the same plan as the straw cuffs are, as far as shape goes, but inside the cuff at the smaller end was a piece of very thin leather, say an inch wide, drawn together with elastic. This prevents any dirt from going up the sleeve when reaching above you. I tried them on and can assure you they were away ahead of the old kind, and not being patented I would think any harness maker could manufacture a pair for you.

Travellers east who visit the city of Fredricton, N. B., have to put up where the wind blows best. The two leading hotels, the Queen's and Barker House, are closed to the public, the proprietors of each being in jail for breaking the Scott Act. The excuse offered by these hotel men is, that they cannot attend to business while they are locked up. The sample rooms even are not to be used, and some of the merchants positively refuse to buy goods from the travelling men. This looks rather foolish on the part of the merchants, and the travellers are rather sore against the hotel men also.

PARIS

Our first two installments have been delivered in splendid condition. We have fortnightly supplies coming forward, and hope

to be entrusted with many orders that have not yet been received. **BEWARE OF OFF SHADE Paris Green,** so called. We tested a sample of such last season, it was American, and found it to contain 32 p.c. Barytes. **BEWARE OF WET Paris Green,** which though but slightly damp, saves the maker 2 cents per pound. When you buy Paris Green see that you get it. Permit us to recommend our 1 pound round cardboard packets. This very poisonous article should not be exposed for sale in open drums. To induce the introduction of packets, we offer 1 or 2 lbs. at 1 cent per lb. extra, instead of 2 cents as heretofore. **IN PRICE,** we are competitors as well as in quality.

GREEN

**MANUFACTURED BY
FERGUSSON, ALEXANDER & CO., - MONTREAL.**



It is reported that the Ontario Rolling Mill Company is negotiating for the purchase of the Hamilton Forge and Iron Company.

Wood pulp factories are being established in Newfoundland on a large scale, and a bill authorizing grants of land for the encouragement of this industry have been introduced in the legislature.

At the foot of several of collecting agency's yellow bills on the fences about Kingston is a note in manuscript, in which the writer gives the name of a merchant from whom he got goods, and states that the goods were not what they were represented to be. A suit will be the result.

Let no man drain his business to support an outside object, or let his mind wander to other lines of making money, for it will be speedily felt. This has been the source of failure in numberless cases. The most successful man is that one who devotes all his thoughts and energies to his legitimate occupation and sticks to it.

The organization of the Sarnia Board of Trade was completed at a well attended meeting held in the council chamber, on the 20th inst. Mayor Watson occupied the chair. The constitution drafted by the committee appointed at last meeting was read by the secretary and adopted with slight alterations. The following were the officers elected by the Board:—Thomas Kenny, President; Jas. King and Thos. Symington, Vice Presidents; T. W. Nisbte, Treasurer; T. M. Donnelly, Secretary. Council, C. S. Ellis, Dr. Johnston, John Lowrie, T. Doherty and G. H. Griffin.

Woodstock is to have a new industry. It will be known as the Bain Brothers Manu-

facturing Company. It is a joint stock company with a capital of \$50,000. The chief stockholders and managers are well known to the people of Woodstock in connection with the business of the Bain Wagon Co., from which they recently retired, Messrs. John A. and George Bain. The citizens of the East End have presented them with a good site for their works on the Port Dover track, where building operations will commence at once. The company expect to be making wagons about the first of October.

A FEW WORDS ABOUT FILES.

A new file should always be used with a light pressure on the work until the needle-like points of the teeth are worn away. After this a heavier pressure may be used with much less danger of breaking off the teeth at their base. Many new files are violently diminished of half of their efficiency by a few careless strokes when first applied to the work.

Do not use a new file on the chilled or gritty skin of casting, or on a weld where borax or similar fluxes have been employed; no file can endure such usage.

Every filer should be required to keep a worn file with which first to attack the rough, gritty or oxidized surface of iron work, and thereby pave the way for more efficient work with his sharp files. A piece of gritty or chilled casting that would rapidly destroy the cutting qualities of new files would produce scarcely any damaging effect on a worn one.

In filing steel better results can generally be obtained by using files of a grade not coarser than "2nd cut," finer grades being employed according to the finish and delicacy of the work under manipulation.

Parties using files should always seek to discover the fitness, or adaptability of cut and form, of files specially suited to their work. No one should expect the best result from a file on brass or spelter which was intended for use on iron or steel.

Consumers of files should see that they are furnished by the dealer or manufacturer with the full weight article. This is always important, and especially in case re-cutting is desired.

A full weight file can bere-cut two or three times, while a light weight will scarcely bear one re-cut and give satisfaction.—J. H. M., in the Brass Work.

PROPOSED BOARD OF TRADE BUILDING.

The committee of the Council of the Board of Trade appointed to make the preliminary arrangements for the construction of the proposed Board of Trade building has, after three months' hard work, decided to recommend a site to the Council. Pending the passing of the deeds, the members of the committee decline to state what site their report recommends, but it is currently reported that the suggested site is that on which the Cartier Block now stands. This property is situated on St. Sacramento street, occupying the block between St. Nicholas and St. Peter streets, half way down to St. Paul street. It comprises 43,000 square feet and is just three times the size of the site of the Temple Building, which was one of the other properties the committee had under consideration. The price at which the property is offered to the Board of Trade is understood to be something over \$200,000, which is regarded as very cheap. The announcement of the committee's decision caused satisfaction on 'Change this morning.

The site selected appears to be quite satisfactory to the shipping and produce men and to a good proportion of the wholesale merchants. Some members would have preferred to have had a site on St. James st., Notre Dame st., or McGill st., chosen, and the committee made an effort to secure an eligible site on one of the leading thoroughfares. No site large enough could be purchased under \$17 or \$18 a foot, and as it was a central position it was considered best to recommend the Cuviller property. The committee expects St. Peter, St. Nicholas and possibly St. Sacramento street to be widened, and will recommend the Council to urge upon the Corporation the advisability of having this work done at once. If the Council adopts the report it is expected that the committee will be authorized to proceed at once with the preparation of plans for the new building.

H. S. HOWLAND, Sons & Co.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

WINDOW GLASS--In Stock in the Following Sizes:

50 FT. BOXES.

7 x 9,	8 x 10,	10 x 12,	10 x 14,	10 x 16,	12 x 16,	12 x 18,	12 x 20,	12 x 22,	12 x 24,
12 x 26,	12 x 28.								

100 FT. CASES.

12 x 30,	12 x 32,	12 x 34,	12 x 36,	14 x 18,	14 x 20,	14 x 22,	14 x 24,	14 x 26,	14 x 28,
14 x 30,	14 x 32,	14 x 34,	14 x 36,	15 x 28,	15 x 30,	15 x 32,	15 x 34,	16 x 20,	16 x 22,
16 x 24,	16 x 26,	16 x 28,	16 x 30,	16 x 32,	16 x 34,	16 x 36,	18 x 20,	18 x 22,	18 x 24,
18 x 26,	18 x 28,	18 x 30,	18 x 32,	18 x 34,	18 x 36,	20 x 24,	20 x 26,	20 x 28,	20 x 30,
20 x 32,	20 x 34,	20 x 36,	20 x 40,	22 x 24,	22 x 26,	22 x 28,	22 x 30,	22 x 34,	24 x 30,
24 x 32,	24 x 34,	24 x 36,	26 x 28,	26 x 30,	26 x 32,	26 x 34,	26 x 36,	26 x 40,	28 x 30,
28 x 32,	28 x 34,	28 x 36,	28 x 40,	30 x 30,	30 x 32,	30 x 34,	30 x 36,	30 x 38,	30 x 40,
30 x 50,	32 x 34,	34 x 36,	34 x 40,	34 x 48,	40 x 50,	40 x 60.			

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, etc.

A. J. WHIMBEY, Manager.

"Sheffield Sterling" Spoons and Forks.

Best Known Substitute
for Sterling Silver.

Harder, and resists acids better than any so-called
Nickel goods. See quotations on last page.

A. C. Anderson & Co., 16 Wellington St., Toronto, Sole Wholesale Agents for Canada.

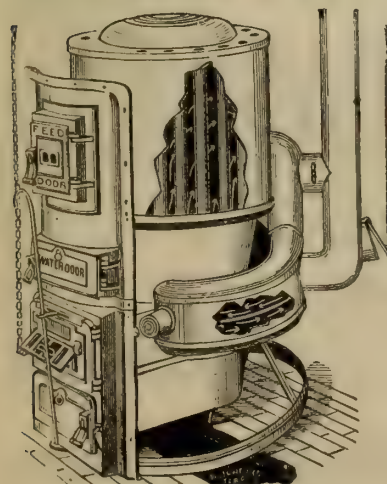
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Preston, - Ontario,

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**Hot Air Furnaces
and Registers.**

12 STYLES, 40 SIZES,

BEST VALUE IN THE MARKET.

Estimates and Illustrated Catalogue sent upon Application.

PORTLAND CEMENT

ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS.

FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS.

DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING

SANDSTONES,

CALCINED PLASTER.

BUILDERS' & CONTRACTORS'

SUPPLIES

Of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:

McGill, Wellington, Grey Nun and Youville sts.,

MONTREAL.

NAILS! NAILS!!

Are very saleable articles, but the margin is
small. Sell our

**ADAMANT
WALL**

PLASTER.

COMES DRY IN BAGS!

IS EASILY HANDLED

DON'T SPOIL WITH AGE! HARD AS STONE

Circulars and Particulars on Application.

Adamant Mfg Co.,

100 Esplanade East,

Telephone 2180.

TORONTO.

JOHN J. CARTSHORE,

Telephone 616. 49 Front St. W., Toronto.

Railway & Tramway Equipment.

STEEL RAILS NEW OR
IRON SECOND HAND All Sections

Cast and Wrought SCRAP IRON in Car lots.
Charcoal Pig Iron.

Zebra Spiral Steel Fencing Wire.

Australian Fence Wire Strainers.

Send for Prices.

J. W. PATERSON & BRO.,

TORONTO AND MONTREAL.

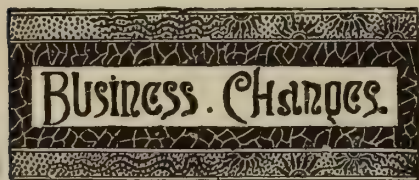
MANUFACTURERS AND IMPORTERS.



Roofing Material, Building Paper, Plaster, Cement, etc.

IMPORTANT NOTICE.

We are now using strong thin cord in the manufacture of our O. K. Building Paper, whereby we not only add greatly to the strength of the paper but also prevent any chance of its tearing at the edges.



PROVINCE OF ONTARIO.

Brussels — Good, Adam & Co., (co nom) (estate of) groceries, boots, shoes, etc., stock etc., advertised to be sold by auction on 10th prox.

Casselman—Martin, Gilbert, general store, offering to compromise.

Lynden—Marx, Jno., pottery, assigned to Robert Stinson, Hamilton.

Orono—Andrus, F. L., stationery and fancy goods, assigned to Wm. W. Trull, Orono.

Peterboro—Bain, W. G. & Co., (co nom) hardware and stoves, assigned to P. H. Pearce, Peterboro; Sullivan, M. & Co., (M. J. Sullivan, only) (estate of) dry goods, stock, etc., advertised to be sold by auction on 3rd prox.

Stoney Point—Marion, A., (Mrs. R.) general store, assigned to Jas. Piper.

Toronto—Douglas, Jno. & Co., galvanized iron works, Thos. Plunkett admitted. Style unchanged.

MANITOBA AND NORTH-WEST TERRITORIES.

Lake Dauphin—Adam, Ross & Co., general store, assigned in trust.

QUEBEC.

Coteau Station—Daoust, J. L., general store, offering to compromise.

Montreal — Fabre, G. R., W., saddlery hardware, stocks, etc., advertised to be sold by auction on 30th inst.; Fowler, Jas. A., (estate of) cutlery, etc., stocks, etc., advertised for sale by tender; Lefort, E. & Co., importers fancy goods, etc., Dame Marie, F. A. de Couagne, wife of E. Lefort, general partner. J. B. A. Mongenais, special partner for \$4,000 to Dec. 31st, 1892. Registered May 20th, 1890.

Napierville—Trudeau Bros., general store, assigned in trust.

St. Henri (Hochelaga Co.)—Laflamme, J. E. & Co., (co nom) roofers, advertised to be sold out by auction on 30th inst.

Sherington—Gagne, C., general store, compromised.

Windsor Mills—Moore, F. & Co., general store, assigned in trust.

Yamaska East—Leveille, Louis, general store, compromised.

NOVA SCOTIA.

Durham—McDonald, Thos., store, assigned.

River Dennis—McDonald, Michael, general store, deceased.

Sheffield—Burpee, Chas. J. general store, burnt out.

Wallace Bridge—Scott, Wm., general store, deceased.

NEW BRUNSWICK.

Weldford—Fearon, Jno., general store, deceased and business closed up.

PRINCE EDWARD ISLAND.

Montague Bridge—McLeod, Wm., general store, sold out.

BRITISH COLUMBIA.

Vancouver — McAllister & Co., blacksmiths, Assigned.

TRADE SALES.

The bankrupt stock of D. E. Finch, Springfield, was sold the other day by W. Y. Brunton at 82 cents on the dollar. The stock of C. A. Parsons, Otterville, brought 60 cents; that of George Cook, Springfield, was withdrawn, and that of J. Morrison, Appin, was sold at 55 cents.

The Petrolea branch of the insolvent Isester estate has been purchased by Messrs. Fitzgerald & Scandrett, of London, who have taken possession.

Rivalry, open, fair, good natured and enterprising, is the life of business.

MANDER BROS.,

Celebrated English Varnishes
and Fine Dry Colors.

ONLY MAKERS OF THE

FAMOUS COLOR CARMINETTE

(A superior color to English Vermillion.)

SOLE AGENTS IN CANADA:

Walter H. Cottingham, - Montreal.

E. R. C. CLARKSON

TRUSTEE AND RECEIVER

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Temple Buildings, - - - MONTREAL.

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention

G. H. WEDGWOOD & CO.

MANUFACTURERS OF

Colored Japanned Sheet Metal Goods,

SPECIALTY, ADVERTISING SIGNS.

Inventors of the Only Indetectable Imitations of English Glass Enamel.

79 JARVIS STREET, TORONTO.

ST. CATHARINES, ONT

McKINNON DASHES

CHEAPER
BETTER
STRONGER
THAN HAND MADE

If you get the S. F. Quality.

TORONTO LEAD AND COLOR COMPANY, LIMITED,

— MANUFACTURERS OF —

Pure Prepared Paints, Pure White Lead,
Colors in paste form, Dry Colors.

— IMPORTERS OF —

Linseed Oils, Glues and General Painters' Supplies.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

THE NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

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B. GREENING WIRE CO., LTD.

MANUFACTURERS OF

Painted Screen Cloth,
Clothes Line Wires,
Perforated Sheet Metals,
Wire Cloth, all kinds,
Wire Rope, all kinds,
Metallic Lathing.

Wholesale agents for Ontario Wire Fencing Co. Send for Catalogue mentioning your requirements.

Hamilton, Canada.

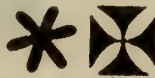
CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public
against imitations of their manufactures.
None are genuine unless bearing the
MARK.

TRADE



GRANTED

1764.



71 Yonge Street.

I.C. Fell & Co
STEEL STAMPS **SEALS & STEEL DIES**

STENCILS, NAME, PLATES,
RUBBER STAMPS, TRADE MARKS.
13 VICTORIA ST., TORONTO.



Garden Force Pumps,
Best and Cheapest Known.

Corn Planters,
Hay Fork Rope,
Window Screens,
Wire Fencing.

HOBBS HARDWARE CO.,

LONDON - ONT.

THE DOMINION WIRE ROPE COMPANY,
MANUFACTURERS OF

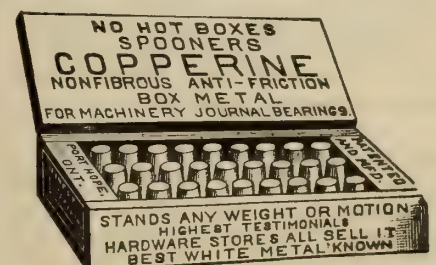


(Works at Lachine).

FOR HOISTING, MINING, TRANSMISSION
OF POWER, TOWING, SHIPS' RIGGING,
GUYS, ETC., ALSO LANG'S PATENT WIRE
ROPE FOR TRANSMISSION AND
COLLIERY PURPOSES.

Signal Strand Clothes Lines & Seizing Wire.
JAMES COOPER, Agent,
MONTREAL.

For Machine Makers.



MONTREAL NOTES.

In another column will be found the advertisement of Mander Brothers, London, the well-known varnish and paint manufacturers. These goods are receiving special favor from the Canadian trade. Walter H. Cottingham, Montreal, is their Canadian representative.

A new company, "The Canadian Electric Manufacturing Co.," has been formed here under very favorable circumstances for the manufacture of electric supplies of all kinds, but private telephones will be their specialty. M. F. Jannard, an experienced electrician, is their manager.

THE POSITION OF COPPER.

About a year ago the visible supply of copper in Europe amounted to nearly 125,000 tons. It had doubled in twelve months under the influence of operation of the Secretan syndicate, that not only stimulated production to an extreme, but forced radical economy in the use of the metal and the employment of old material and other substitutes as far as practicable; in other words, revolutionized the industry for a time and ultimately swamped the extremely venturesome speculators. When the syndicate was in the zenith of its glory the price of merchant bars was £80 upward in London, as against about £39 a year previous to that time. Twelve months later, at which time the syndicate had gone to the wall, the price was down to £38. It is superfluous to state that bankers who had rendered the syndicate financial assistance were saddled with a load of about 180,000 tons of copper, partly held in Europe, partly on this side of the Atlantic. Production was going ahead on an enormous scale and the general situation was little short of chaotic. Subsequent events have clearly demonstrated the superior force of natural conditions over arbitrary action of speculative cliques. Low prices, together with the development of electrical science and commendable policy on the part of holders of the hypothecated copper, has brought about a complete reaction from the depression that existed in May, 1889. It is estimated by competent authorities that at least 90,000 tons of the so-called syndicate copper have passed into consumption. The visible supply in Europe decreased no less than 34,219 tons during the year, and the price of merchant bars has advanced to £52, or about £14 per ton. On the face of the returns it would thus appear that consumption has caught up with if not overtaken production, in spite of the enormous proportions of the latter.

In the United States the situation has doubtless undergone quite as radical a change, and prices here are fully 3 cents per pound higher than they were a year ago. Speculation has played a minor part, if any, in bringing order out of chaos. Low prices stimulated general consumption and per-

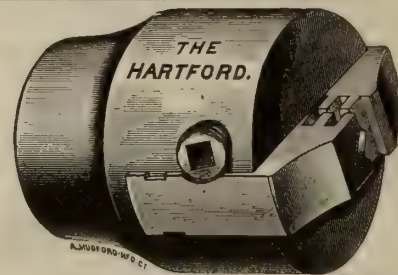
mitted the extensive use of copper for electrical as well as other purposes. The advance in prices thus far does not appear to have checked the growth of either, and authorities on the subject agree that current figures are unlikely to prevent a growth of the use of electricity for light and power. What the effect of a further increase in the cost of the metal would be is problematical. It may be out of place, however, to recall the fact that £60 per ton for bars in London and 16 cents per pound for Lake Superior copper in New York was a serious obstacle to development in that direction less than two years ago.

Under existing conditions, speculation could doubtless be carried on more successfully, within certain bounds, than was the Secretan scheme. The large consumers, however, have the power to effectually block efforts to artificially raise prices. Cessation of demand for copper for electrical purposes alone would, with present heavy production, change the aspect of affairs from the statistical point of view in no uncertain way, and it is no secret that an advance in prices resulting from speculative operations is more generally and stubbornly fought against than one that may be brought about by other influences.

Statistics of supply and deliveries in Europe during the four months ending April 30 are deserving of more than passing attention. Importations into England and France during the four months of 1890 are shown to have been 34,124 tons of fine copper, or about 2,500 tons more than the average for the corresponding period of the three years preceding the syndicate era. The deliveries in the same time were 41,451 tons, or 10,000 tons more than the average for 1885, 1886 and 1887. Comparison with 1888

and 1889 is of interest only as affording an idea of the revolution caused by the syndicate operations. Thus, it is shown that deliveries exceeded the receipts by 7327 tons in the four months of this year, whereas there was an excess of receipts to the extent of 23,896 tons in 1889, and 22,986 tons in 1888. A particularly striking feature of the statistical exhibits is the fact that European deliveries the past four months were equal to about 55 per cent. of the estimated consumption for the entire year 1889, and stand in nearly the same relation to the average yearly consumption during the preceding five years. In 1880 the entire English and French consumption was only 48,671 tons. In 1883 it had increased to 66,904 tons, and in 1887 to 78,450 tons. Should the average of the past four months be maintained during the balance of the year, the European consumption in 1890 will reach upwards of 120,000 tons. Apart from the enhanced cost of the metal, all conditions are favorable to the ratio keeping up.—Iron Age.

With a view to strengthening the new Toronto Board of Trade building and placing it beyond the slightest danger from further damage, some alterations will be made with reference to the chimney and ventilator. The experts that examined the chimney disagreed as to its strength. Mr. James and Engineer Jennings declared it quite safe, but Mr. Wellington, of New York, condemned it as too light at the base, that the accident had weakened it, and the board has decided to take Mr. Wellington's advice and the chimney will come down. Mr. James was unable to stay in the city and superintend the work, so Mr. Kent of Buffalo, will act in his place. The chimney will be placed outside in the area and also the ventilator. This will give more room within. The change at the outside will not amount to \$10,000. The ground floors are being tested up to five-and-a-half-tons.



A. R. WILLIAMS,

SOHO MACHINE WORKS

TORONTO, - ONTARIO,

DEALER IN

MACHINERY AND SUPPLIES

Notes the following lines on which he can give the hardware trade very low prices:

TWIST DRILLS,	VICES, ANVILS,
BIT STOCK DRILLS,	CHAIN BLOCKS,
MACHINE AND HAND TAPS,	PORTABLE FORGES,
BRASS GOODS,	BELTING AND LACE LEATHER,
BOILER FEEDERS AND INJECTORS.	HOSE AND SAWS.
CHUCKS.	BOLTS AND FILES

Send for Catalogue and special Discount Sheet.

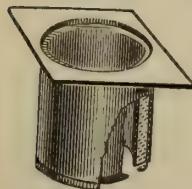
**IMPROVED PATENT ASBESTOS FLOOR
& PARTITION CROCKS.**

These CROCKS are light,
Easy to fit and Thoroughly
Fireproof, and wherever
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TRIMMINGS
AND

CANS MADE UP.

OIL, GAS,
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Ice Cream Freezers,
Heavy Dairy Pails.

Galvanized Iron Eave Trough 8 feet lengths.

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WATER-COOLERS

Milk Can Trimmings, Creamery Pail Trimmings.

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Thos. Davidson & Co., - - - - - Montreal.

MARKETS

TORONTO, May 29, 1890.

Trade this week has shown some improvement over last. Stocks are not by any means heavy, but are ample to meet immediate requirements of the trade. With the exception of iron prices of metals show a degree of firmness, but we reduce figures for tin plates, Canada plates and galvanized iron.

The crop prospects are now beginning to excite the interest of merchants both wholesale and retail, as a great deal depends upon a good yield this year. Nothing very definite is at present known, although a good deal of speculation is being indulged in. From what can be learned, however, the outlook in Ontario is not as good as could be desired, although this is not saying that we are bound to have a poor crop on account of the wet and cold weather. The spring has been backward, delaying farm work, and in some localities seeding is not yet completed. There will be a large breadth of spring wheat sown, but this has been unfavorably influenced by the bad weather. The crop of fall wheat does not promise more than last year, as quite a number of fields have had to be ploughed up. The barley acreage will be less than usual, as farmers were afraid to sow the usual quantity on account of the proposed American duty. In the North-west the seeding of wheat has been accomplished under auspicious circumstances, and the weather thus far has been favorable. A larger yield than ever seems to be expected from that part of the country.

Payments, notwithstanding the gloomy reports from some sections, have been very fair as compared with the same time last year. The best results are being shown from that district North and West of the Grand Trunk, but there are very few special complaints from any section. Reports from the lumbering districts are not as good as usual, and the lumber trade seems to be in a slightly demoralized condition. Owing to a desire on the part of bank managers to make as favorable a statement as possible the local money market has been close during the past week, with but comparatively few loans effected. The banks are not anxious to lend, nor will they be till after the end of the present month. After the first, however, funds are expected to be more plentiful, although there is no reason to anticipate a reduction of rates.

IRON.

The iron market is in the same position as last week, although there is the feeling that taking into consideration the prices at which pig and bars are selling in Montreal they should be lower here. Dealers, however, are strenuously endeavoring to hold the market up, and claim to be selling no bars under \$2.40, but it is believed that this figure has been shaded in some instances, and any large order would probably find lower figure than now quoted. Dealers have ample stocks on hand for present purposes, and are placing very few fresh orders with the mills. We observe that American pig iron is coming into Ontario pretty regularly, about London and Hamilton it is understood founders are using it. A sample of it, said to be fully equal to Langlois, can be laid down in Toronto at \$22 per ton. One establishment in this city, the St. Lawrence Foundry, uses 200 tons a week of iron produced at Tonawanda, N. Y., and it is said likes it well. The quality is at least equal to Carnbroe, while

the foundrymen find that it is tougher than Scotch iron, and mixes better. English mail advices say, at Glasgow the statistical position is still gaining ground, due to the relative cheapness of warrants as compared with makers' iron, and to Scotch as compared with Cleveland brands. The last named cause, however, is rapidly disappearing—8,000 tons were taken out of Connal's stores last week, reducing the quantity held there to 762,000 tons (being less than in any year since 1886), against 1,030,000 tons at the same date last year. Shipments amounted to upwards of 14,000 tons last week, and are 15,000 tons in excess of the same time in 1889, which was the best of recent years. There is still a want of confidence and a general feeling of uncertainty as regards the future, although it is believed that speculation for the time being has almost expended itself. Speculation is felt to have such a powerful adverse influence on legitimate trade, that the British Iron Trade Association has, it is stated, appointed a committee to investigate, and report upon, the subject of gambling in warrants. There is rather more doing in the manufactured iron and steel trades. The improvement appears to be mainly due to an increased demand from shippers to the East, and a desire on the part of makers to meet buyers' views as regards prices, which have been receding for some time past. The steel manufacturers have obtained some relief from a 10 per cent. reduction in wages, and have reduced their quotations considerably, with the result that both enquiries and orders have been more plentiful. At Middlesborough stocks in public stores are declining. Shipments continue to show a marked falling off compared with previous years, the decrease on the corresponding period of 1889 being upwards of 115,000 tons. Prices of manufactured iron and steel show a further reduction. Iron plates and angles are now quoted at about £5 17s. 6d., and steel plates at £6 17s. 6d. to £7, less 2½ per cent. on trucks at works.

LEAD PIPE.

Lead pipe is being sold here below cost of production, owing to competition and cutting in prices among manufacturers. It is claimed, however, that this will be of short duration. In Montreal there seems to be considerable friction in the lead pipe trade, and discounts have in consequence been increased to such an extent as only to net \$3.98 to the maker. As the price of pig lead there to-day is \$3.75, and it will cost at least 40 cents and probably more to convert it into lead pipe, it is difficult to see where the makers' profit comes in. It is said that this cut is due to the fact that a Montreal boiler maker has started in to make lead pipe and that the others are endeavoring to freeze him out; but it looks as if they were quarrelling among themselves and that the result is the present cut in prices.

GLASS.

The first of the spring stocks have arrived and are in dealers hands. The bulk of the supplies are still at Montreal, however, but will be here in the course of a week or so. Dealers state that they propose to keep prices up to their present level, giving as a reason that an advance of the discounts in Belgium has more than counterbalanced the decrease in the duty here. Those who have got their fresh stocks in are holding at a basis of \$1.65 for first break, but it is yet to be determined whether or not they will be able to maintain this figure. The window glass business in the States will hereafter be in the hands of a combination between the western window glass association and the jobbers association, which was formed at

Pittsburg last week. The two organizations will sell window glass on the same scale of prices, which they can now regulate at their own pleasure.

BINDER TWINE.

The market for binder twine in the States is now getting into very satisfactory shape. In order to reduce supplies several mills have been closed. There appears to be no prospect of any lower prices this season, but the policy of the Association, if carried out will eventually result in lower prices from the fall in the value of fibers, which the absence of competitive buying will occasion. The policy of the Association is meeting with success. Sisal hemp has fallen from 8¼c in January to 6¾c, and a decline to 5c. is thought probable, and the market is very weak, and the stock in New York reaches 20,000 bales. Manilla hemp fell from 11½c. in January, which was about the basis of the last purchase by the mills to 8½c. But at this time a combination of Manilla houses forced the price nominally above 10c., but the market is now weaker, while the stocks at New York are the largest ever known, amounting to over 110,000 bales. It is not believed that with such a burden and with light demand, as the English also are buying very little, the speculators can hold up prices much longer. With Sisal at 5c. the relative basis for Manilla would be about 7c., and though this may not be obtained, as the production of Sisal is increasing, while that of Manilla is stationary, materially lower prices for the latter seem assured, resulting eventually in lower prices for rope and twine.

INGOT TIN.

The market is dull, but prices are steady, while foreign advices continue firm. Cables report an absence of American demand, which caused a relapse, afterwards recovered, with spot stock held very firmly against sales of forwards.

TIN PLATE.

We reduce prices 25c. all round on charcoals this week, and they are held none too firmly at the decline. There is no very active demand, and any large orders would decidedly steady the market. In the English market enquiries have been more numerous, but actual business rather slow, and little variation in prices.

COPPER.

Copper is steadily held at the recent advance, but no improvement can be noted in the demand. In London a large business has been done in ingot at the advanced prices, and the demand is still heavy. Smelters and consumers are short of stock and have been anxious buyers, causing a steady reduction in spot supplies. Only small quantities are held by the trade, and a further rise is considered probable.

CANADA PLATES.

These have suffered a decline lately of 10c. and in the present condition of the market it would not be a matter of surprise if values were to go still lower. While there is more or less of a demand at the present time dealers appear to have old stocks on hand that they would like to dispose of, even if they have to make sacrifices in some instances.

GALVANIZED IRON

For galvanized iron the market is weaker, prices being quoted ¼c. per lb. below those ruling two weeks ago.

SCRAP METALS.

The market for wrought scrap appears to be pretty thoroughly demoralized, yet the feeling is that prices have not yet touched bed rock. No. 1 wrought is quoted from 10 to 15c. lower, at 70c. per 100 lbs

NORTHEY & CO., - TORONTO, ONT.

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Steam and Water-Power Pumps

FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP

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FOR ATTACHING TO

High Pressure Steam Engines,

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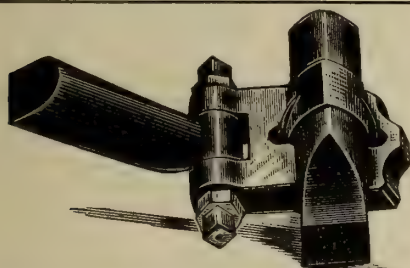
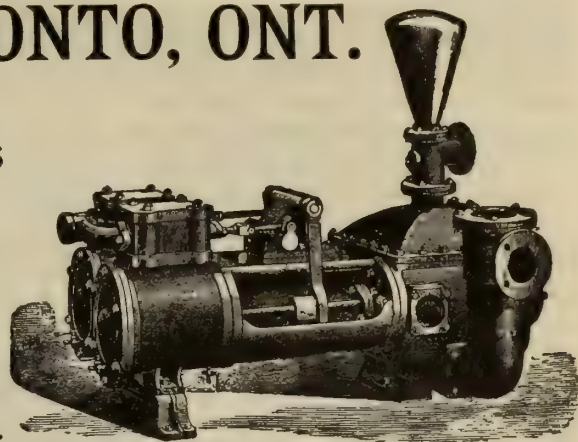
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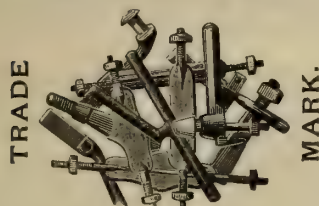
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Mirfield's Patent. SAFE, ABSOLUTELY NOISE-
LESS, PERFECT. NO RUBBERS, NO SPRINGS,
because none are required. ALL RATTLING PRE-
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Prices Furnished on Application.

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WROUGHT IRON FENCES, ETC.
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Prices furnished on application. All work
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Manufacturer of every description of
WIRE AND IRON WORK
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Office and Counter Railings,
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in Wire or Iron.

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**SCRAP IRON,
RAILS,
METALS.**

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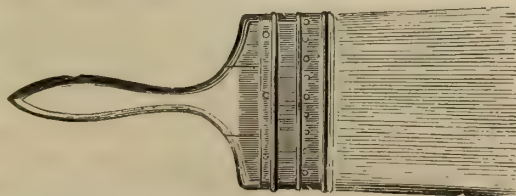
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EVERY KIND
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BRUSHES
HANDLED BY
HARDWARE
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FULL STOCK
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CARPET
SWEEPERS.

Awarded Gold and Silver Medals, 1887 and 1888, Bronze A.D. 1889.

THOS. BRYAN, London, Ont.

BOECKH'S STANDARD BRUSHES
FOR SALE
BY ALL LEADING HOUSES.

Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont.

MARKETS—Continued.

The high prices lately have had the effect of bringing in large supplies, and this with the importation of foreign scrap has caused the decline in values. The mills write that they have large supplies of scrap on hand and will only pay from \$16 to \$17 per ton, and in some instances less, while two months ago they were paying \$20 to \$21. Copper, brass and lead are without feature. Trade in rags and old paper is dull and depressed. Dealers' paying prices are as follows:—No. 1 heavy scrap, 65 to 70c. per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap, 70c.; No. 2, including sheet iron, hoop iron and mixed steel, 35 to 40c.; new scrap copper, 10c.; heavy scrap copper 10½c.; old copper bottoms, 8½c.; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 9c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2½ to 2¾c.; country mixed rags, \$1 to \$1.20 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PAINTS AND COLORS.

There continues quite a good demand for turpentine, but stocks have to some extent been depleted. However, supplies are on their way and next week there will be plenty in the market. Prices are somewhat easier, and although quotations are left unchanged, the bulk of the transactions take place at the lower figure, and sales are known to have taken place at 55c., although this is said to be a special price. Savannah advices, dated May 21, state that the new crop is coming in freely, and receipts are large. Demand for export heavy; offerings are taken at 35c. Rosin is moving out slowly. Orders have been taken at \$2.65 per 280 lbs for F. grade. Stocks at southern points are estimated at 50,913 bbls. as compared with 91,086 bbls at the corresponding period last year. The market is now pretty well supplied with dry whitelead. English stocks having arrived, but no perceptible effect is yet felt on prices. Linseed oil continues as scarce as ever, none having come on the market this week. Glue is very quiet, and paris green is exceedingly dull.

HIDES, ETC.

HIDES—Car-lots of cured still go at 5½c. Green also are unchanged. Steers are 5¾c. for No. 1, 4¾c. for No. 2, 3¾c. for No. 3. Cows 1c. less in each class. There is a limited supply and a very good demand. The market always improves at this season, but the uncertainty of the prospect that hides would be dearer to Americans in the near future, on account of the extra duty so often proposed and withdrawn from, has led American buyers to operate on this market more than is usual. This has given a better turn to prices.

SKINS—The supply of sheep remains poor, but prices are still \$1.25 to \$1.60. No. 1 calf is 7c., and No. 2 is 5c.

TALLOW—Rough is 2c. and rendered is 5 to 5½c.

NEW YORK MARKETS.

NEW YORK, May 29, 1890.

Lake Superior copper has been sold at ¼c. per pound advance over the best prices touched last week. Particulars as to the amount of stock that has changed hands are not divulged, but facts come out indicating that a business of at least 1,500,000 pounds has been done. This includes sales direct by the mining companies, by one or two large outside holders direct to consumers and transactions in which brokers had a hand. The prices paid were up to 15¼c.

for deliveries to be made within the next thirty days and 15½c. for July and August deliveries. Arizona ingot is also higher and strong at the advance. Quite a large amount is said to have been placed at 13.95c. and there is none offering now at less than 14c. Common casting brands were moved at 13¾@13.40c. in limited quantities, but are now quoted strong at 13½c. In the London market there has been a rise on merchant bars to £54 2s. 6d. prompt and £54 10s. future delivery, with business active at the advance. The manufacture of sulphate for use in exterminating phyloxera, it is estimated, will require the best part of, if not fully 12,500 tons of copper in Europe this year, which is another addition to the comparatively new important uses for the metal.

TIN.

Speculation in pig tin has been rather tame the past few days, however, because of lack of incentive, but rather in consequence of temerity of local operators to venture on either the "long" or "short" side. Trade demand runs along very fairly and supplies do not appear to be coming out from the primary sources in quantities too large for the consumption. Price for current month delivery has reacted from \$20.80 to \$21.15 bid. June delivery has shown a corresponding improvement, going to \$21.15, and July sold to the extent of 20 tons at \$21.10 to \$21.15, against \$20.90 on Friday last. Spot prices at the close Tuesday were \$21.15 to \$21.20 net cash for 10 ton lots, 21¼c. for 5 ton lots from store and up to 21½c. for smaller quantities. In the London market prices have advanced to £94 15s. for prompt and £95 5s. for future deliveries.

LEAD.

Pig lead has recovered from the set-back received by slight pressure to sell towards the latter portion of last week when several hundred tons were said to have been let go at \$4.15 and single carloads were offered at \$4.17½. There were buyers at \$4.30 Tuesday, while \$4.35 to \$4.40 was generally asked.

SPELTER.

Prime Western spelter has been sold to the extent of several carloads at about 5.30c for June shipments, but improvement in the demand, along with the upward movement in other metals, has stiffened the market considerably the past 48 hours. Offers were made of 5.40c. on Tuesday, and 5.45 to 5 1-2c seemed to be the lowest figures at which holders were inclined to let anything go.

IRON AND STEEL.

Reports from Pittsburg and some points further West indicate that last week's improvement in the market for several varieties of iron and steel is not only maintained, but on good foundation, and that a further improvement is likely to be experienced.

STEEL RAILS.

The position of the market for steel rails is still unsettled. There are yet negotiations on a number of good lots, but buyers and sellers keep about \$1 apart on the most important orders. Rumors of business at \$30 at mill have circulation, but agents generally quote \$31@32 as the market.

TIN PLATES.

Recent extensive purchases seem to have satisfied large buyers in a great measure. At all events it cannot be learned that they have taken much the past few days, and efforts to induce them to have not been fruitful. The store trade has also been rather quiet. Sellers here and in the foreign markets are very firm, however, and name rather high prices for cokes.

MONTREAL

MONTREAL MARKETS.

MAY 29, 1890.

IRON AND HARDWARE.

Since our report last week no material change has taken place in the iron and hardware market, prices ruling as before. Prices of pig iron have been unsettled owing to the fluctuating of prices abroad. Summerlee and equal brands may be quoted at \$23 on spot for round lots, with car loads somewhat higher. In finished iron there has been a steady movement. The general price for bars is \$2.40 for Canadian, but it is probable that that figure would be materially shaded for large lots. Hoops, sheets and bands unchanged. I. C. charcoal tinplates \$4.50, with coakes at \$3.75. Canada plates somewhat easier at \$2.75 to \$2.85 as to quality. Metals have been steady to firm. Tin has improved to some extent and is now firm at 22 1-2 to 23c. Copper steady at 14 1-2 to 15c. Antimony has sold at 18 1-2 to 91c.

NAILS.

The demand for nails reported in our last has fallen off, in fact there are no orders being looked for Western account owing no doubt to the recent advance in railway rates. Although the raw material has weakened, there is no indication of a change in the manufactured article. The cut nail market is considerably weaker. Hot cut 10 dy. and 60 dy. remain at \$2.65, with steel cut at \$2.75 and other descriptions in proportion. Casings, flooring and box nails \$4.65. Horse-shoe nails have remained firm, No. 7 24c. No. 8 24c. and No. 9 22c.; M. Brand 50 per cent. discount for small lots, and 50 and 10 in large quantities; terms four months, 5 off for cash in 30 days.

GLASS.

The glass market has again weakened with stocks low, which are not likely to be replenished till the first week in June. Prices as quoted last week.

CEMENT AND FIRE BRICK.

Owing to the strikes in the West and the bad weather here, the demand for cement and fire bricks has been below the average with heavy overstock. Prices nominally as last week, although round lots are shaded. Weakness in freights on the other side prevents any firmness here. Firebricks continue in fair demand at former prices for stock.

CHEMICALS.

The chemical market is quiet and unchanged, prices, viz:—Bleaching powder, soda ash, and caustic soda weaker. Sal soda well maintained. Alum, \$1.60 to \$1.75; caustic soda, \$2.25 to \$2.75; copperas, 80 to 90c; cocoa nut oil, 6¼c to 6½c; carbolic acid, 55c to 60c; bleaching powder, \$2 to \$2.50; borax, 7½c to 8½c; soda ash, \$2.20; cream tartar, 26c to 27c; tannic acid, 45c to 55c, and sal soda, 90 to \$1.10.

PAINTS AND OILS.

Makers here report the continuance of a steady demand for the various lines of their goods. The improving weather appears to have contributed to this end. There is a great scarcity of linseed and castor oils in the market, and spot prices are very firm. Castor, ex store, is firmly held at 11c.; early arrival 10½c. Linseed oil is again higher in England, and in sympathy the closest figure in Montreal may be taken at 68c.; boiled 71c. White Lead continues in active demand with firm market reports; prices as last quoted.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

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Eastlake Metallic Shingles

SHEET STEEL

Pressed Brick

AND

Elevator Fire-Proof Siding Plates.

Our Shingles and Siding Plates are the heaviest and cheapest manufactured.

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PUSH ON THE HANDLE AND THE SCREW GOES IN.

Will last a lifetime. Two Sizes.

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Electric Supplies for Electric Lighting, Electric Bells, Wire Annunciators. Contractors for Electric Work.

HENRY S. THORNBERRY & CO.,

Clarke's Common Sense Sliding-Door Hanger

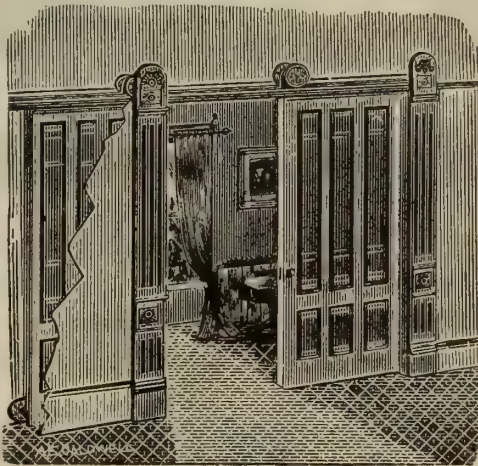
Slides back and forth with a more Graceful and Easy Motion and with less noise than any other Hanger.

With this hanger there is :

- No Side-draft.
- No Kicking.
- No Flanges on the wheels.
- No Jumping the Track.
- No Inaccessible Tracks in the Pockets.
- No Tearing Down of Lath and Plaster.
- No Dead Weight of heavy doors constantly hanging to the track.

No Tracks to be put in until ready to hang the doors.

No False Pockets in the Tracks for either



Single or Double Doors.

Doors equipped with this Hanger are suspended at the upper front corner and supported or rest upon a single roller secured to the lower inside corner, perfectly balanced, moving easily.

Common Sense Hangers can be applied to doors that have been hung with any other hanger without removing the plastering, woodwork, or any of the sheathing of the pockets, or creating any muss whatever.

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CANADIAN

METALS, TIN PLATES, ETC.

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HAVE COMPLETE STOCK OF FOLLOWING SEASONABLE GOODS :

Harvest and Garden Tools, Lawn Mowers, Rubber Hose,
Garden Shears, Hose Reels, Green Wire Cloth, Fly Traps,
Dish Covers, Ice Cream Freezers, Preserving Kettles.
(Enamelled and Granite).

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Builders' Hardware, House Furnishing Goods, Tinsmiths' Supplies, Plumbers' Supplies, Steamfitters' Supplies,
Brush and Broom Makers' Supplies.

OWING TO CHANGE IN TARIFF ALL TOOLS HAVE ADVANCED FIVE PER CENT. OVER FORMER PRICES.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL,



The above Brand of Lead

Requires no Association Guarantee.

It is the STANDARD of the Dominion for
Purity, Fineness and Whiteness.

WILLIAM JOHNSON COMPANY,
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CHURCH AND SCHOOL
FURNITURE.**

JOHN M. BLACKBURN & CO.,
41 COLBORNE ST., TORONTO.,
—AND—
162 ST. JAMES ST., MONTREAL.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	24 1/2, 26
Straits 100 lb ingots.....	24 1/2, 26
Strip	26, 27

Tin Plates—Charcoal Plates, Bright.

Bradley M.L.S.	Per box
I.C., usual sizes	\$6 25 \$6 50
I.X.,	7 50 7 75
I.X.X.,	8 75 9 00
Raven & P.D. Grades—	
I.C., usual sizes	4 75 5 25
I.X.,	5 75 6 25
I.X.X.,	6 75 7 25
L.X.X.,	7 75 8 25
D.C., 12 1/2 x 17	4 50
D.X., usual sizes	5 50
D.X.X.,	5 25 6 65

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 25 4 50
I.C., special sizes	4 25 4 50
B.V. Grade, I.C., usual sizes	4 25 4 50

Note.—Round lots of 14x20 could be purchased at 25c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 50 8 75

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	6 1/2, 7c
" 14x60, "	
" 14x65, "	

Iron and Steel.

Common Iron, per 100 lb	2 40 \$2 50
Refined "	2 75 2 90
Horse Shoe "	2 75 2 90
Band "	3 20
Hoop "	4 50
Swedish "	4 00 4 50
Nova Scotia Bar Iron	2 75
Sleigh Shoe Steel	2 75
Machinery, Tire Steel	3 25
Best Cast Steel, per lb	0 13 0 14
Russian Sheet	0 11 0 12
Tank Plates	2 25 2 50
Boiler Rivets	4 75 5 00

Boiler Tubes.

2-inch	13c
3-inch	18 1/2

Boiler Plate.

1/2 inch	\$3 50
5-16 "	3 35
3/8 "	3 25

Sheet Iron.

1 to 20 gauge	3 50
22 to 24 "	3 75
24 to 26 "	4 00

Canada Plates.

Blaina	3 00 3 10
Boars Head	3 15 3 25
Maple Leaf	3 00 3 10
All Bright	3 50

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5 1/2, 6c
26 gauge, "	5 1/2, 6 1/2
28 "	6, 6 1/2
Gordon Crown—	
16 to 24 gauge, per lb	5 1/2, 6
26 gauge, "	5 1/2, 6 1/2
28 "	6, 6 1/2

Note.—Cheaper grades about 1/2 cent per lb less.

Chain.

Proof Coil, 1/2 inch, per lb	4 1/2c
" 7-16 inch	5 1/2
Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—Ingot.

Lake Superior, per lb	0 00 0 00
Baltimore "	0 15 0 16 1/2
English B.S. "	0 15 0 16 1/2

Bolt or Bar.

Cut lengths, round, 1/2 to 1 in.	\$0 28 \$0 31
round & square	
1 to 2 in	0 26 0 28

Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,	
16 oz, 14x48 and 14x60	\$0 19 0 20
Untinned, 14 oz, and light,	
16 oz, irregular sizes	0 20 0 21

Note.—Extra for tinning, 2 1/2 cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x48 and 14x60

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb

" 35 to 45 " " 0 19 0 20

" 50 lb and above per lb 0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned, per ss.

Spun " " 0 26 0 30

Wire.

Pure, in coils—

From 1 to 20 gauge..... 0 25 0 27

From 20 gauge, up..... 0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge. 0 21 0 25

" 27 to 30 " " 0 23 0 29

" 30 and up..... 0 26 0 29

Sheets, hand-rolled 2x4 ft..... 0 23 0 25

Zinc Spelter.

Foreign, per lb..... 0 05 1/2 0 06

Domestic " " 0 05 1/2 0 05 1/2

Zinc Sheet.

5 cwt casks..... 0 06 1/2 0 06 1/2

Part casks..... 0 06 1/2 0 07

Lead.

Imported Pig, per lb..... 0 04 0 04 1/2

Domestic " " 0 04 0 04 1/2

Bar, 1 pound..... 0 05 0 05 1/2

Sheets, 2 1/2 lbs, per square ft, by roll..... 5 00 5 25

Sheets, 3 to 6 lbs, per sq ft, by roll..... 4 75 5 00

Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 27 1/2 p.c. discount.

Note.—Cut lengths, net price; ton lots 27 1/2 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7 1/2 c.

Solder.

Half-and-half (guar.) per lb 0 20 0 22

Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb.....	\$0 20 \$0 21
Other makes " ".....	0 19 0 20

Pure White Lead, ground in oil, Associat'n guarantee, per lb. 5 1/2 6

No. 1 Do..... " 0 5 1/2

No. 2 Do..... " 0 4 1/2

No. 3 Do..... " 0 4 1/2

Prepared Paints.

(In 1/2, 1 and 1 gallon tins.)

Pure, per gallon..... \$1 10

2nd qualities " "..... 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb..... 0 05

Chrome Yellow " "..... 0 09

Golden Ochre " "..... 0 06

French " "..... 0 05

Marine Black " "..... 0 09

" Green " "..... 0 09

Chrome " "..... 0 08

French Imperial Green " "..... 0 14

Colors, Dry

Yellow Ochre (J.C.) in bbls, per lb 0 01 1/2

" " (J.F.L.S.) " " 0 01 1/2

Venetian Red (K.C.2) " " 0 01 1/2

" (1343) " " 0 02

English Oxides " " 0 03 1/2

American " " 0 02 1/2

Paris Green, per lb..... 0 15 1/2 0 16

Burnt Sienna " "..... 0 08 1/2

Burnt Umber " "..... 0 06

Drop Black " "..... 0 09

Chrome Yellows " "..... 0 12

" Greens " "..... 0 12

Golden Ochre " "..... 0 03 1/2

Varnishes (in bbls).

No. 1 Furniture, per gal..... 0 70

Brown Japan " "..... 0 70

No. 1 Carriage " "..... 1 50

Gold Size Japan " "..... 1 40

Pure Orange Shellac " "..... 2 20

Hard Oil Finish " "..... 1 50

Linseed Oil (in bbls).

Raw, per gal..... 0 68

Boiled " "..... 0 71

Turpentine (in bbls).

Selected Packages, per gal..... 0 56 0 57

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	" 0 05½
" No. 2	" 0 04½
" No. 3	" 0 04½

A. G. Peuchen & Co.'s Prices.

Paint Oil, boiled	0 35
Peuchen's Pure English Paint in 1, ½ and ¼ gals.	per gal 1 12½
Peuchen's Prepared Paint	1 00
2nd Quality Mixed Paint	0 75
Carriage Colors, quarts	0 55
Pure Lead, a guarantee	0 06½
Best White Lead	0 05½
No. 1 Lead	0 04½
No. 2 Lead	0 04½
Yellow Ochre	0 01
Golden Ochre, French	0 02
Extra Golden	0 03
Paris Green, pure	0 18
One pound package, pure	0 20
Cookson's Venetian Red	1 50
Best Vermillion	0 15
2nd Quality Vermillion	0 10
3rd	0 07
No. 1 Furniture Varnish	0 65
Brown Japan	0 65
No. 1 Carriage	1 25
Elastic Oak	1 25
Orange Shellac	2 00
White Shellac	2 25

Acme Paints.

Neal's Carriage, discount 40 p. c.	0 02
English Oxide, by the barrel	0 01½
American Oxide	1 25
No. 1 Venetian Red	0 25
Acme Decorative, discount 40 p. c.	0 25
Granite Floor, in tins, 90c, 47½c,	0 15
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	0 90
" Wagon and Imperial, dis 40 p. c.	1 00
Prepared House	0 50
Pemb. Metallic, for barns, roofs, etc., in bbl lots.	5 50
Acme Empire White Lead, per 100 lbs	0 80
Acme Perfection Wood Filler, per 100 lbs	1 25
Liquid Fish Glue, per doz.	4 00
Acme Carriage Top Dressing, \$1 75	8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 per cent. Amer	
Rim Fire Cartridges, Dom. 50 and 10.	
Rim Fire Military, net list. Amer.	
Central Fire Pistol & Rifle, discount 15 p. c., Amer.	
Central Fire Cartridges, Dom. 30 & 10	
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p. c. Amer.	

Wads.

Eley's, per 1,000	\$0 25 \$1 60
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Anvils.

Per lb.	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz.	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each.	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	5 65 1 59
Pegging, "	0 65 1 25
Brad, "	0 85 1 60
" handled	3 60 7 30
Saddlers', "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz.	2 80 8 30
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Axes.

Per box	6 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Brass, N.P., 60 to 65½, 50 and 10 to 60 p. c., dis.	
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Door.	
Gougs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50
Cow.	
American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 p. c.	

Farm.

American, each	2 00 5 00
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House.

American, per lb.	0 35 0 40
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Bel lows.

Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount 35, 40 per cent.	

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 per cent.	

Bench Stops.

Per doz.	5 00 6 00
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Bits—Auger.

Gilmour's dis 55 to 60 p. c.	
Excelsior—Jennings, discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jenning's Gen, net list.	

Car.

Gilmour's, 47½ to 50 per cent.	
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Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb.	0 11 0 15
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Bolts.

Carriage, dis. 60 and 5 per cent. to 60 per cent.	
Tire, dis. 50 to 50 and 10 per cent.	

Stove, dis. 40 to 45 p. c.	
Elevator, dis. 35 to 40 p. c.	
Machine, dis. 60 to 60 and 5 p. c.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanese Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 35 to 40 per cent.	
Riverside, dis. 65 to 70 per cent.	
Vegetable, per doz.	1 12 2 35
Henis, No. 8 "	6 00
" No. 9 "	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	5 00 40 25
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Butts—Brass.

Wrought Brass dis. 60, 60 and 10 per cent.	
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Cast Iron.

Loose Pin, dis. 60 to 60 and 5 per cent.	
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Wrought Steel.

Fast Joint, dis. 60, 60 & 5 p. c.	
Loose Pins, " 60, 60 & 5 p. c.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.

Horse, per doz	0 70 0 95
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Carpet Stretchers.

American, per doz	1 00 1 50
Bullards "	6 50

Carpet Sweepers.

Bissell, per doz.	22 50
World	21 75
Daisy, "	24 00
Star, "	18 00

Crown Jewel, per doz	29 00
Grand Rapids, "	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50 p. c.	
Plate " dis. 50 p. c.	

Cattle Leaders.

No 31 and 32, per gross	8 50 11 25
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Cement.

Portland, car load lots	3 2
Thorold	1 10
Queenston "	1 10
Napanee "	1 10

Chalk.

Carpenters' Colored, per gross	0 50 0 85
White, lump, per lb.	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.	
American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz.	0 85 4 00

Churns.

Amer., dis. 50 p. c. to 60 p. c.	
Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clamps.

Amer., dis. 50 p. c. to 60 p. c.	
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Clips.

Axle, dis. 65 p. c.	
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Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
No. 2	2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p. c.	
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Cradles, Grain.

Canadian, discount 25 p. c.	
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Door Springs.

Torrey's Rod, per doz.	2 00
Coil, per doz.	0 88 1 60
English, "	2 00 4 00

Draw Knives.

American, dis. 70.	
Canadian, dis 25 to 35 p. c.	

Drills and Drill Stock—Brest.

Millar Falls, per doz.	16 00 51 50
P. S. & W., dis. 40 per cent	

Twist.

Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.

Dis. 17½ to 22½ p. c.	
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Fawcetts.

Cork Lined, per doz.	0 30 0 60
Wine, per doz.	1 30 2 25
Star, "	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10	
Barton Smith, dis. 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis., Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25 p. c.	
Horse Raps, Kearney & Foote's dis Am list, 50 p. c.	
Horse Raps, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Raps, Spencer's, dis. Can. list, 33½ p. c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc, dis. 40 p. c. to 42½ p. c.	
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Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis. 50, 50 & 10 p. c.	

Fruit Presses.

Henis' per doz	4 00
Enterprise, discount 10 p. c.	

Fry Pans.

Acme, discount 50, p. c.	
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Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p. c.	
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Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 40
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Glass.

4th quality Star, 1st break	1 65
" 2nd "	1 75
" 3rd "	3 90
" 4th "	4 20
" 5th "	4 50

Window Glass.

Pilkington's ordinary.	
1st break	\$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	6 50

Picture Glass.

Pilkington's ordinary.	
1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Glue.

American, per lb.	0 09½ 0 10½
Canadian "	0 09 0 10
French Medal "	0 13½ 0 15
White "	0 16 0 20

Glue Pots.

Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list.	
Can. discount 25 to 27½ p. c.	

Tack.

Magnetic, per doz	1 10 1 50
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Sledge.

Canadian, per lb.	0 12½ 0 15
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Ball Pean.

English and Can., per lb.	0 25 0 37½
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Handles.

Chest, per doz pairs	0 40	2 50
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Hooks—Cast Iron		Pencils.		Scale Beams.		Cigar Box Nails, dis. 35 p.c.	
Bird Cage, per doz	0 50 1 10	Dixon's, per gross	1 00 4 25	Canadian, B. S. & M. dis. 40 per cent.		Shoe Finders' Tacks & Nails, dis. 25 p.c.	
Clothes Line, " "	0 27 0 63	" Carpenter, " "	2 25 3 60	Scraper.		Tape Lines.	
Harness, " "	0 72 0 88	Picks.		Box, per doz	2 10 4 50	English, ass skin per doz	\$2 75 \$5 50
Hat and Coat, per gross	1 00 3 00	Picture Nails.	6 00 9 00	Foot, " "	40 3 50	English Pat. Leather	5 50 9 75
Chandelier, per doz	0 50 1 13	Porcelain Head, p. gross	1 65 3 00	Screens.		Chesterman's, each	0 90 2 85
Wrought Iron.		Brass Head, " "	40 1 00	Window, patent, per doz	6 00 7 50	steel, each.	0 80 8 00
Wrought Hooks and Staples, Can.		Planes.		Screw Drivers.		Thermometers.	
dis. 17½, 20 p.c.		Wood, bench, Canadian, or American		Sargent's, per doz	65 4 00	Tin case & dairy, dis. 75 p.c.	
Wrought Hooks and Staples, Amer		dis. 50.		Screws.		Ties.	
dis. 75 to 75 and 10 per cent.		Wood, fancy Canadian, or American		Wood, flat head iron, dis. 47½ per cent.		Cow, per doz	1 25 2 50
Wire.		dis. 35, 37½ per cent.		Wood, round head iron, dis. 42½ per cent.		Tinner's Shears and Snips	
Hat and Coat, dis. 35, 40 p.c.		Bailey's (Stan R. & L. Co.) 33½ to 35		Wood, flat and round head, brass,		P. S. & W., 10 p.c. advance on American	
Belt, per 1,000	0 60 2 70	per cent.		dis. 25 p.c.		list.	
Screw, bright, Eng., dis. 40, 5, 45 per		Miscellaneous, dis. 10 to 12½ per cent.		Bench, wood, per doz	3 25 4 00	Tinware.	
cent.		Bailey's Victor, dis. 10 to 12½ per cent.		Bench iron per doz	4 25 5 75	Stamped, dis. Assn list, 70, and 12½ per	
Horse Nails.		Plane Irons.		Discount 40 per cent. to 42½ per cent.		cent.	
Canadian, dis. 50.		English, per doz	2 00 5 00	Scythes.		Japanned, dis. Prices on application	
Ice Picks.		Pliers and Nippers.		Canadian, dis. 33½ to 35 p.c.		Pieced, dis. " " " "	
Star, per doz	3 00 3 25	Button's Genuine, per doz. prs. dis		Shears.		Transom Lifters.	
Kettles.		37½, 40 p.c.		B. & W., japanned, dis. 75 per cent.		Payson's, dis. 25 per cent.	
Brass spun per lb	0 28 0 30	Button's Imitation, per		B. & W. N. P., dis. 65 p.c.		Traps.	
Copper, " "	0 40 0 45	doz.	7 40 10 25	Seymour's dis. 60 p.c.		Game, Newhouse, dis. 17½, 30 per cent.	
Enamelled Can. 50 p.c.		German, per doz	60 2 60	Ætna, dis. 75 @ to 75 and 10 per cent.		Game, H. & N., or P. S. & W., discount 57½	
American, 50 and 10, 60 and 5 per cent		Plumbs and Levels		Sheaves.		to 62½ p.c.	
Keys.		S. R. & L. Co., dis. 65 p.c.		Sliding Door, per set	77 1 40	Mouse, per doz	0 35 1 50
Lock, Can, dis. 50 p.c.		Poppers.		Shot.		Rat " "	2 00 4 50
Cabinet, Trunk, and Pad-		Corn, square, per doz	1 35 2 00	Canadian, dis. 7½ per c.		Trowels.	
lock, Am. per gross	1 60 4 75	Pruning Shears.	4 00 5 50	Shovels and Spades		Disston's, discount 10 p.c.	
Knobs.		Pulleys.		Canadian, dis. 37½ to 40 per cent.		German, per doz	4 75 9 00
Door, japanned, and N.P., Can. list		Hothouse, per doz	55 1 00	Sieves.		Brade's " "	7 00 10 50
dis. 50 p.c.		Axle	22 33	Wood Rim, black, p. doz	1 15 1 35	S. & D., discount 35 p.c.	
Bronze, Berlin, per doz	2 75 3 25	Screw	27 1 00	" tinned, " "	1 35 1 60	Triers.	
Bronze, Gem, " "	6 00 9 00	Awning	35 2 50	Tin Rim, " "	2 30 2 45	Butter, per doz	6 25 9 00
Lava " "	8 75 10 00	Pumps.		" black, " "	1 80 2 25	Trucks	
Shutter, porcelain, F. &		Rumsey, Cistern & Pitcher Spout,		Snaps.		Warehouse, each	2 25 6 50
L. screw, per gross	\$1 30 4 00	55, 60 per c.		Harness, German, p. gro.	2 00 5 50	Twines.	
Ladles.		Punches.		Acme, " "	3 00 5 00	Bag, per lb	0 12½ 0 20
Melting, per doz	1 70 4 50	Saddler's, per doz	1 00 1 85	Lock, Andrew's " "	4 50 11 50	Wrappg, mott'd, pr. pack.	0 50 0 60
Lemon Squeezers.		Conductors, " "	9 00 15 00	Soldering Irons.		cotton, per lb	0 18 0 20
Porcelain lined, per doz	2 20 5 60	Tinner's solid, per set	72	Per lb.	0 30 0 32	Mattress, per lb	0 33 0 45
Galvanized, " "	1 87 3 85	" hollow, per inch	1 00	Wrought Spikes.		Staging " "	0 27 0 35
King, wood, " "	2 75 2 90	Putty.		Discount, net list.		Broom " "	0 30 0 55
" glass " "	4 00 4 50	Bladder, per 100 lbs	2 00 2 25	Spoke Shaves.		Binding, flax, per lb	
All glass, " "	1 20 1 30	Tins, lbs	2 50 2 75	Wood, English	1 80 5 00	" jute " "	
Lines.		Rail.		Iron, American	1 35 2 35	Vises.	
Fish, per gross	1 05 2 50	Barn Door, per foot	3 3½	Spoons and Forks.		Hand, per doz	4 00 6 00
Chalk, " "	1 90 7 40	Sliding Door, " "	3½ 3½	Sheffield Sterling.		Bench, parallel, each	2 00 4 50
Locks—Door.		Rakes.		Tea Spoons, per gross	7 50 12 00	Coach, each	6 00 7 00
Canadian, dis. per cent.	50	Cast Steel and Malleable, Canadian		Dessert " "	21 00	Peter Wright's, per lb	0 12 0 13½
Russell & Erwin, per doz	2 90 7 50	list dis. 40 to 42½ per cent.		Table " "	30 00 30 00	Pipe, each	5 50 9 00
Cabinet.		Razors.		Dessert Forks, " "	24 00	Saw, per doz	6 50 13 00
Eagle, dis. per cent.	33½	Boker's, per doz	7 50 11 00	Medium " "	27 00	Washer Cutters.	
Padlock.		Wade & Butcher's " "	3 60 10 00	Table " "	36 00	Per doz	4 00 8 50
English and Am. per doz	50 6 00	Currier's, per doz	1 25 3 60	Squares.		Well Wheels.	
Scandinavian, " "	1 00 2 40	Rivets and Burrs.		Iron, per doz	1 65 2 90	Amer., per doz. 8, 10 & 12 in.	3 38 6 00
Eagle, dis. per cent	15 1 17½	Copper Rivets, dis. 45 to 47½ p.c.		Steel, dis. 75 p.c.		Wire.	
Mallets.		Iron " 40 per cent.		Try and bevel, dis. 50 to 52½ per cent.		Market, bright and annealed, Nos. 1	
Tinsmiths', per doz	1 25 1 50	Burrs, Iron, 30, 33½ per c.		Fence, galvanized, per lb	5 5½	to 16, 10 per cent. advance on list	
Carp'trs', hickory " "	1 25 3 75	Rivet Sets.		Wrought Iron, dis. 75, 75 and 10 per		from stock. From factory 5 per	
Lignum Vita, " "	3 85 5 00	Canadian, dis. 30, 35 per c.		cent.		cent. advance.	
Caulking, each	1 60 2 00	Sisal, per lb	12 12½	Stocks and Dies, Amer. dis. 25 per		Market, oiled, coppered, 10 p.c. ad-	
Mattocks.		Manilla, " No. 1	14½ 15	cent.		vance. From factory 5 per cent.	
Canadian, per doz	8 50 10 00	" No. 2	13½	Staples.		advance.	
Meat Cutter.		Cotton, " "	22 25	Galvanized Fence, 10 per cent. ad-		Market, tinned, per lb	0 04½ 0 08
Enterprise, dis. per cent	20 25	Deep Sea, " "	15 16	vance on list.		Galvanized Fence, 10 per cent. ad-	
Dixon's, each	1 60 2 00	Rules.		Tinned Broom, from 19 to		vance on list.	
Woodruff's " "	1 10 1 70	Boxwood, dis. 75 & 10 & 5 80 per cent.		22 gauge, per lb	0 06 0 06½	Malin's Wire on spools, dis. 30 to 45	
Hale's, " "	1 05 1 50	Ivory, dis. 40, 40 & 5 per cent.		per cent		per cent	
Hume, " "	13 00 16 00	Sad Irons.		Stone.		Clothes Line, galv., p. 100ft	0 25 0 55
Mining Knives.		Mrs. Potts, per set	0 95	Washita, per lb	0 15 50	Barbed Wire.	
Molasses Gates.		N. P.	1 25	Hindostan, per lb	0 06 9	Galv. steel barb fencing	
Stebbin's Patent, dis. per cent, 65 to		Sand and Emery Paper.		Slips, per lb	0 13	"Lock Barb," 4 point	0 51 0 05½
70 per cent.		B. & A. sand, dis. 25, 30 p.c.		" Axe, " "	0 15	Ditto Glidden 2 point	0 05½ 0 06
Nails.		Emery, per quire	55 90	Turkey " "	0 50	Galv. Steel, plain twist	0 05
Cut, 3 inch and upwards		Sash Cord.		Arkansas " "	0 10	Galvanized Barb, "Ly-	
per keg	2 75	Per lb.	22 50	Water-of-Ayr " "	3 50 5 00	man," 2 to 4 points	0 05½ 0 06
Brads & Moulding Nails, discount 55		Sash Locks.		Scythes, per gross	8 50 18 00	Terms, 60 days or 2 per cent off for	
per cent.		Triumph and Morris, dis. 37½, 40 per		Grind, per ton	15 00 18 00	cash—10 days.	
Wire Nails, 60 per cent.		cent.		Stove Polish.		Wire Cloth.	
German & American	1 85 3 50	Kempshall's dis. 40, 62½ per cent.		Per gross	1 75 1 50	Ordinary, discount 25 p.c.	
Nail Sets.		Canadian, tis. 45, 50 p.c.		M. L. S., per gross	2 50	Painted Screen, p. 100 sq ft	2 25 2 35
Square, round and octa-		Wash Weights.		Jacoby " "	5 00	Wrenches.	
gon	3 38 4 00	Sectional, per lb	24 3 00	Mirror Black Lead, per gr.	2 00	Agricultural, dis. 70, 70 & 10 per cent	
Diamond	12 00 15 00	Sausage Stuffers.		Jos. Dixon's, bulk, per lb.	0 07	Standard, dis. 60, 60 & 10 p.c.	
Oil.		Each	1 00 3 00	Dixon's Plumb, " "	0 15	Coe's Gen'l, dis. 40, 45 p.c.	
Canada Refined Oil (Toronto)	0 14½	Saws.		M. L. S. Paste, per gross	9 00	Diamond, dis. 33½, 35 p.c.	
Carbon Safety " "	0 17½	Hand, Disston's, dis. 10 to 12½ p.c.		Nicholson's, per doz	1 00 1 25	Tower's Engineer, each	2 00 3 00
Canada W.W. " "	0 20	S. & D., dis. 35 to 40 per cent.		Tacks, Brads, etc.		" S., per doz	5 80 7 50
American W.W. " "	0 25	Cross-Cut, Disston's, per ft. 35, 47.		Cut, Carpet, glued, dis. 35 p.c.		G. & K.'s Pipe " "	6 00
Castor " "	0 11½ 0 12	S. & D., dis. 25 to 35 per cent.		" tinned, dis. 45 p.c.		Burrell's " each	3 40
S. R. Seal " "	0 63 0 65	Hack, complete, each	1 75 2 75	Upholsterers' dis. 42½ p.c.		Pocket, per doz	1 25 2 00
Oilers.		" frames only	75	Copper Tacks and Nails, dis. 35 p.c.		Wringers.	
McClary's Galvan. Iron		Saw Sets.		Trunk and Clout Nails, " "		Each	3 50 5 00
Oil Can, with Pump,		Per doz	1 65 9 00	atent Brads, dis. 40 p.c.			
per doz	19 50	Scales.		Finishing Nails, dis. 35 p.c.			
Zinc and Tin, dis. 50, 50 and 10.		Canadian List, dis. 40 p.c.					
Copper, per doz	1 25 3 50						
Brass, " "	1 50 3 50						
Malleable, dis. 25 per ct.							
Pails.							
Galvanized, per doz	2 00 3 50						

HARDWARE.



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Color Works,
Ingersoll,
Ontario.
Manufacturers of

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Granite Floor
Acme Implement

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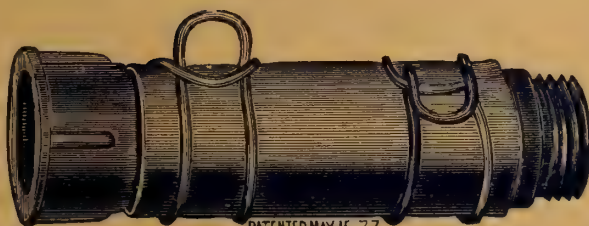
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No. 2.



No. 1



PATENTED MAY 15, 77.

Size			$\frac{1}{2}$	$\frac{3}{4}$	1	$1\frac{1}{2}$	$2\frac{1}{2}$	2	
Hose Ties, best wire	per gross.		\$3 00	\$3 00	\$4 00	\$6 00	\$8 00	\$12 00	
No. 1. Fountain with spike, nickel plated	doz.							7 00	
No. 2. Magic Branch, spray or straight	"							12 00	
No. 3. New	"							10 00	
Branches, nickel plated, extra	"							50	

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Star	per lb. 12c.
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Star and Crescent	per lb. 16c.
(Heavy Machinery.)	
Diamond	per lb. 25c.
(Extra High Speed.)	

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MANUFACTURERS OF
Stoves, Hardware, Iron Railing, etc.

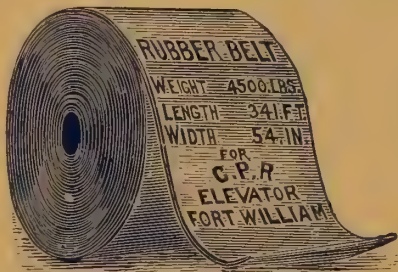
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JUNE 7, 1890

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Galvanized Steel Plain Twist, 2 & 3 Strand.
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Write for Quotations.

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If cheap work means
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Illustrations For Newspapers
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CIRCULAR AND PAMPHLET ADVERTISING.

A CANADIAN correspondent, in debating the question of pamphlet advertising in *PRINTERS' INK* a few weeks ago, made the assertion that pamphlets, even though properly addressed, frequently did not reach their destination, but remained piled up in the corners of the country post-offices until they were old enough to sell to the paper mills. This letter came under the notice of the Postmaster General, who considered it a slur upon the postal system and directed the District Inspector to call upon the writer and either clear the Department of the odium or remedy the evil if it was actually found to exist. *PRINTERS' INK* correspondent now writes: "I proved to the gentleman's satisfaction that the evil was genuine, but not confined to Canadian post-offices, as the same thing was going on just as regularly in Uncle Sam's domain, and I showed him also that it could not be remedied. The emoluments of country postmasters are not sufficient to enable them to have suitably arranged offices, extra clerks, full complement of letter and newspaper boxes, etc., which would be needed for the proper distribution of the flood of books, pamphlets, calendars, almanacs and sample papers which continually pours into every post-office."—*Printers' Ink*.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 6 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street

Vol. 2.

TORONTO AND MONTREAL, JUNE 7, 1890

No. 23

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. Hugh C. McLean, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

Changes in advertisements and new advertisements must reach this office not later than Thursday morning of each week.

CONTRIBUTIONS WANTED.

For the purpose of inducing members of the trade who are possessed of special information, which would be of benefit to the trade generally, the publishers of "Hardware" will pay a fair price for such articles. Address "Hardware," Toronto.

IMITATING AMERICAN STOVE MANUFACTURERS.

Under this heading the Stoves and Hardware Reporter has the following remarks upon our introduction of the Victor Favorite:

"It is announced, with some manifestation of pride, by HARDWARE, of Toronto, that Canadian stove manufacturers 'have found it advantageous to follow the example of American firms in the adoption of a specific name by which all of their products are known.' Our contemporary pronounces the idea a 'capital one,' and adds that 'when the name is engrossed within a trade-mark,' it serves to 'make the identification complete,' inasmuch as in Canada 'the registration of such a name with the Secretary of the Iron Founders' Association is a pledge of good faith that it will not be copied.'

The statement that identification of the stove is thus assured may be fairly questioned, if the Toronto paper really means to leave the inference—which its words imply—that the Canadian manufacturers have or would imitate such popular names in the stove trade as 'Charter Oak' or 'Early Breakfast.' These American trade-marks it quotes, as also the recently christened 'McGinty' cook stoves, a Memphis product. The language of our contemporary is not quite clear upon this point; but in respect to another well-

known name, originated and long in use by an American manufacturing company, its appropriation by Canadian manufacturers is fully admitted and advertised in the same connection. Since 'imitation is the sincerest flattery,' the course of the Canadian firms in imitating American manufacturers is a tribute to the latter, like that of the German founders who make stoves from our patterns and brand them 'American,' to add to their salable qualities; but it does not appear to be enterprise of a character entitling the imitators to boast of their work."

Whatever the Stoves and Hardware Reporter has done, it certainly has not caught the spirit of our general references to names and trade marks of stoves, else it would be less cynical in its comments thereupon. We did not intend to "flatter" American manufacturers as though they were the originators of specific names or trade marks, nothing of the kind. We know better than that. We cordially commend what originality our American cousins possess, and any HAPPY THOUGHT they can suggest for our benefit we shall be pleased to adopt. SURE-LUCK attends those who diligently work along lines which others have found to be successful, and if SUPERIOR stoves are to be produced the most BRILLIANT ideas which have been employed in the construction of FAMOUS lines must be adopted. To attain to the STANDARD of perfection is of course impossible, but PROGRESS can be made in that direction. EXCELSIOR is the FAVORITE motto with some, as may be observed in the development of the ACORN to the CHARTER OAK. But when the CLIMAX is reached, both GARLAND and JEWEL will be ready to crown the VICTOR.

The time was when Canadian manufacturers purchased—at exorbitant figures be it said—stove patterns almost exclusively from Americans, but things have changed and Canadians are now producing their own patterns and supplying them to Americans.

It is unfair to liken Canadian manufacturers to the Germans who as alleged "make stoves from our patterns and brand them American to add to their salable quantities." No such bolster is required in this country as our productions are put upon the market as Canadian goods equal in all, and superior in many points to the American.

A REFORMED CREDIT SYSTEM

The indications are accumulating that the days of unreserved credit-giving are about over. Tendencies are at work whose effects are pronounced in amendments already made, and are traceable in attempts that have not yet resulted in success. These tendencies do not seem to be fitful in their action. They have operated steadily for some years, and have wrought beneficial modifications in the terms by which credit is regulated in several branches of commerce. An increasing number of large dealers are yearly extending the list of those who do business upon the basis of a strictly select class of customers. The principle of selection is the financial test. That may be sound enough, but the would-be debtor's honesty may not be demonstrable. This is provided against by making the date of maturity early and by giving discount inducements. These both tend to lessen the advantage that may be contemplated in a dishonest manipulation of the goods; for the limiting of the amount of the credit to a strict proportion to the applicant's means and to a range of time too short for much shifting are persuasive with the customer to lead him to choose the discounts, as there is less risk in the venture to make money by thus availing himself of lower prices. The Wholesale Grocers' Guild has adopted this mode of assuring the credit of its customers, and the effect of it is seen in a more satisfactory showing in the retail trade. The retailers, themselves conditional customers, become less prodigal of credit to consumers. They thus do a safer business, which is noted in the decreasing number of failures. Failures there have been, and too many of them, but the cause lies in another fault which needs removing, that is lowness of prices.

A mode of reforming the credit system is here suggested, the regulation and maintenance of prices. This would be as productive of thrift as the method by limitation of time or amount, or the discount inducement. To a very slight degree the Guild has adopted this principle. The degree is too slight, as it relates to but one article, and secures only the most meagre profit. Other lines of trade have committed themselves to the system of limited prices, and with excellent results.

The prices are such as realize to the trader a fair profit. They also operate to check the tendency of competition to destroy the very basis of credit. Such fixed prices are usually made by manufacturers, who will not permit their salesmen or their retail customers to sell at lower figures. This tends in another way to make business sounder. It will result in smaller sales to men who can be induced to buy only by the offer of a cut, and who therefore often buy beyond the local need, and so get overstocked and fail.

The measures taken by retailers are in part correlative to those taken by wholesalers and manufacturers, and are in part the outcome of independent movement among themselves for the amelioration of the hardships entailed by too liberal credit. One method is by association, of which an incidental is a delinquent list. This is a good way of focusing the worthless credit in the community, and of improving it. It improves many debtors to give them to understand that exposure will be brought to bear against them in quarters where they may again seek credit. Individual precautions are coming to be more numerous and rigid in the practice of retailers. They look into the connection to which the applicant for credit owes his income. If he is employed by a great corporation, as the municipal council, a great railway, etc., it is very likely the rule of his employers to insist on their employees paying their debts. Or, it may be the employer can be got to guarantee the applicant for so much credit. In this way it is sought to make the basis of credit substantial.

The retail merchants of the North-west and Manitoba proposed at their convention another way of controlling the excesses of the credit system. It was to withhold credit at certain seasons, and give it sparingly at others. This would make the consumer a less improvident man, and illustrates how far-reaching in an ethical effect would be the adoption of some salutary checks on credit-giving. If credit is given freely in the unproductive part of the year in an industrial community, it will produce dishonesty, as the earning season will be too heavily taxed to provide for both current wants and past engagements. The engagements will have to suffer. Exceptions in the commodities on which credit is given might also work well. On luxuries there should be more reserve than on necessities.

The important position the credit system was given among the questions discussed both at the Ontario and Manitoba Business Men's Conventions, shows that it is one of the matters that the trading sense of the time is in earnest about. The abolition of the system is hardly practicable. Often consumers have to ask credit, not because they have not means to pay at the time, but because the market for their products is not opened or is temporarily depressed. All the expedients that are now tried for the ensuring of credit are obvious enough, and were

long suggested before they were even thus partially adopted, but the brisk competition of the time made selling seem the first consideration, even at the risk of total loss of the value of the sale. We are returning slowly, however, to sounder, broader views.

ASSOCIATION AND HONEST EMPLOYEES'.

Not all the benefits of association can be foreseen in a theoretic view. Practical trial will unfold many advantages of such a connection that were not thought of among the considerations that led to union. The development of the association principle is something from which much that is not yet even in prospect may grow into reality. Association should be cultivated. The mere banding together will not of itself produce the best fruits of organization. The corporate intelligence of tradesmen working upon problems that come before the general body is capable of doing great service to the cause of commerce and finance. Association appears to be the chosen vessel in which the spirit of reform does its regenerating work most thoroughly, and soon this leaguering together in the bonds of community or identity of trade-interest, will come to be looked upon as not less necessary than insurance against loss by fire. The principle will soon have become engrafted in our social system. Then its best effects will be seen.

As a protection against the dishonesty of employees, association has not been made much of in this country yet. This is a mistake. There is no form of loss more subtly emaciating than that which filters through dishonest fingers that are unreservedly trusted. Such loss there may be mechanical checks upon, but the automatic action of these may sometimes err, and they sometimes merely stimulate the ingenuity of the man whose dishonesty has the upperhand of his moral sentiment. But when dishonesty has been detected by an individual dealer, it is not always recognized by him to be a duty to warn other dealers who may have engaged the same dangerous service. Here is where the usefulness of association manifests itself. If the pilfered employer belongs to an association, information should be conscientiously rendered by him to any fellow-member who wants it. If the association made the office of its secretary a sort of employment bureau, through which application for situations could be made, and required the applicant to furnish references, the association would have the best means of sifting the past career of candidates, and of selecting the trustworthy from the pilferers. Suppose a salesman out of employment calls at the office of the secretary, who has a list of situations vacant among the stores of members of the association. Before making any effort to get the applicant a position he first obtains his references, which may include members of the association. Enquiries of these will result in the resolution of the sec-

retary either to gazette the man or decline to do so. This would be a safeguard to merchants, and would be the means of raising the status of the employed. The office of the secretary is not more useful for the facilities it offers for the compilation of a delinquent list, than for those it possesses for the establishment of a good employment bureau.

The proceedings of the last meeting of the Brooklyn Retail Merchants' Association show the value of an employment branch to that body. The following, from the report of that meeting, furnishes a good concrete example:

Julius Schliemann complained of the frequent occurrence of depredations by grocery clerks on their bosses' tills. A clerk whom he found it necessary to dismiss applied to the agent of the Grocers' Association for a place, but when he (Mr. Schliemann) was referred to, the clerk was refused a place. A grocer not belonging to either association advertised for a clerk, and out of fifteen who responded, selected this very young man, and the result was that one Saturday night he cleaned out the till, taking forty dollars, and departed suddenly. Mr. Schliemann said he had never recommended that young man, because he could not. He knew another case where the present agent, Mr. Ricklefs, was asking a grocer to join the association when his first clerk came in. "Do you know," asked the agent, "that that young man has emptied out two tills in Brooklyn?" On hearing this the clerk decamped promptly. Mr. Schliemann told of another clerk, who, after he had been dismissed, was found to have been buying 1,900 lbs. of coal whenever he was sent for a ton. He did not mean that there were no honest clerks, but grocers needed to be on the lookout for bad ones.

CATALOGUES RECEIVED.

The B. Greening Wire Co. (Limited) Hamilton, is this year doing business on the basis laid down in its sixth annual catalogue, a volume now in the hands of most traders. Each yearly edition of the firm's catalogue has differed from the one before it in correspondence with the difference in the business done in the two successive twelve-months. This last one shows a great advance on that of '89, both in its contents and its get up. It is very suggestive of progress. It contains 172 pages, very methodically packed with contents, pictured, tabulated, tersely written. The output of the firm's manufactory is described under an enormous number of forms. General heads which each comprehend very many special varieties are: Brown's Chain, Wire, Perforated Metals, Wire Cloth, Iron and Steel, Galvanized Netting, Staples, Sundries, Wire Rope, Floral Designs, Flower Baskets and Stands, Fencing, Bank and Office Railing, Patent Wire, Fabric, Guards, Metallic Lathing, Telegraph Code, etc. The illustrations are numerous and good, the price lists are detailed, and the letter press abounds with useful information. This manual should be a very useful medium of trade between the dealer and the firm. It is handsomely bound and printed, and the pages are of liberal size.


CAVERHILL, LEARMONT & CO'Y,

"Gem" Ice-Cream Freezers

TWO TO FOURTEEN QUARTS.

"Crown" Ice-Cream Freezers

EIGHTEEN TO THIRTY-TWO QUARTS.

 Write for Prices, as we
are Headquarters.

MONTREAL.

ALL KINDS OF MEN.

In the course of an excellent sermon on character which the Rev. Dr. Phelps, of Delaware Avenue Methodist Church, preached last Sunday, he said that he once visited a certain farming community to solicit funds for a needy educational institution. He was accompanied in his calls by a shrewd old farmer, who knew all the people in the settlement and was a keen student of human nature. As they approached the first house, the farmer said: "If you want to get any money out of this man you must appeal to him on the highest motives, that's the only way to reach him." Coming to the next house he said: "Here's a man whose pride must be touched. If you hope to get a subscription from him tell him what his neighbors are giving." As they neared the next farm he said: "If you want to get any money out of this man you must talk to him in his barn." "In his barn?" cried the amazed dominie, "why in his barn?" "You must get him out of the way of his wife," answered the farmer. "She has such dominion over him that he does not dare say his soul is his own. So go for him in the barn, dear brother, go for him in the barn."—*Buffalo Courier*.

The grocer who must come in contact with all kinds of people needs especially to exercise this same tact that the shrewd farmer possessed. It shortens the road to many a sale, and very often its effect is marvellous. We recall just now a saleswoman in a New England city who possessed this power of reading people to a remarkable degree. Standing in the store which she served one day our attention was attracted to a lady who had evidently spent some time in endeavoring to decide as to the relative merits of two pieces of dress goods. Finally she concluded that a certain kind was what she wanted, only the figures were too large; and so she stood and gazed at it until the patience of one observer was well nigh exhausted. Then she smiled faintly and repeated her objection, that the figures were too large. "Well, they won't grow any smaller however long you stand and look at them," said the sales-

woman. In less time, almost, than it takes to tell it, ten yards were paid for and the owner went away happy. In answer to our look of surprise, came the reply, "I haven't stood here five years without studying human nature, and I knew just what was needed in this case to effect the sale."

There is in this city a clergyman who, while preaching in a southern city, became very much interested in a man who had the reputation of being one of the most wicked persons in the State. Mr. B. discovered that the man, Mr. S., was fond of the game of backgammon, and meeting him one day on the street, he introduced himself and invited him to spend the evening at his house. Mr. S. went, curious enough, we may be sure. They played until 2 o'clock in the morning. Many evenings of backgammon followed, until one night Mr. S. exclaimed: "Well, you are the queerest minister I ever saw; you've never mentioned the Bible to me!" That was the clergyman's opportunity for which he had been waiting patiently; and Mr. S. is now one of the honored citizens of that city. Many grocers could tell of experiences of their own where tact has rallied to their aid and been of great assistance in completing some transaction. It is a power not to be despised.—*American Grocer*.

THE UNTRUTHFUL BUYER.

A great subject for doubt and discouragement with a salesman is how to treat a buyer who lies, and how to disprove his statement without offending him and without losing his trade. The traveling man has trials that would prove too great for any human being not possessed of a superabundance of patience. These come not alone from competition which appears in every transaction, but from the firm, the members of which are frequently not well posted on the extent and facilities of competition, and therefore not familiar with the difficulties which are to be overcome in securing orders. The buyer who will not tell the truth is an even greater thorn in the flesh. Happily he is the exception and not the rule, but exceptions are met with at times. There are few buyers who

would not scorn to resort to falsehood to secure favorable terms. These buyers who do not object to breaking one of the commandments are ready to resort to any and every trick or device in order to obtain concessions to which they are not entitled. The question naturally arises as to what course shall be pursued in dealing with such persons. They are frequently in positions where they control a large amount of trade. In the first place the salesman should be frank, courteous and truthful, and should study to gain such a reputation above all else. When once gained this is the best capital a traveling salesman can possess. The salesman should be well posted in the line he handles. Whatever he undertakes to sell he should familiarize himself with. He should not only learn the cost to his house, but as nearly as possible he should know the cost of the various goods in the markets he is competing with, together with the various points regarding freight rates, time, etc., which are favorable or otherwise to the market which he represents. The salesman should have a price which he should ask for his goods based on their value and not on prices asked by competitors. Misrepresentations can do no good in the long run, while showing ones knowledge of goods in a dignified and manly way will win lasting friends and customers. Nothing costs so little and brings so good a return on the investment as politeness.—*Frank Ness in Inter-State Grocer*.

Here is a novel scheme for attracting business: Securely fasten a ten dollar gold piece to a prominent place in your store with the date of coinage hidden. Near by place an attractive placard announcing that on each purchase of a given amount of goods—to be determined as seems best—an opportunity will be given the customer of naming the date on the coin, the successful guesser to receive it. Have also a closely sealed box into which small slips with the name and guess written thereon may be dropped. A merchant in an Eastern town who recently tried this idea found 2,900 slips in his box after two months' waiting.—*Grocer and Country Merchant*.

PARIS

Our first two instalments have been delivered in splendid condition. We have fortnightly supplies coming forward, and hope

to be entrusted with many orders that have not yet been received. BEWARE OF OFF SHADE Paris Green, so called. We tested a sample of such last season, it was American, and found it to

GREEN

contain 32 p.c. Barytes. BEWARE OF WET Paris Green, which though but slightly damp, savest he maker 2 cents per pound. When you buy Paris Green see that you get it. Permit us to recommend our 1 pound round cardboard packets. This very poisonous article should not be exposed for sale in open drums. To induce the introduction of packets, we offer 1 or 2 lbs. at 1 cent per lb. extra, instead of 2 cents as heretofore. IN PRICE, we are competitors as well as in quality.

Manufactured by our Glasgow House.

FERGUSON, ALEXANDER & CO., - MONTREAL.



The Sanitary Plumbing Co. suffered a loss of \$1,200 in the Ottawa fire on Tuesday.

C. W. Dunbar, of Toronto, intends opening a hardware and tin business at Macleod.

Mr. James Clarke, hardware merchant, Sarnia, has sold his business to F. C. Cubitt and will reside in Flint, Michigan.

The Ontario rolling mills has purchased the Hamilton forging works, and under the new management the works will be run to their fullest capacity before long.

Tenders are asked for the pumping plant in connection with dry dock now in course of construction in Kingston. They will be received up to June 27.

In a fire which did serious disaster in Ottawa on Tuesday, the carriage factory of Mr. R. Shore on Queen st. was burnt. The total loss was \$20,000, of which only \$1,200 is recoverable from insurance.

M. Secretan, and others connected with the recent French copper syndicate, have been found guilty of fraudulent practices. Secretan was sentenced to six months imprisonment and was fined 10,000 francs. Laveissiere was sentenced to three months' imprisonment and fined 600 francs, and Hentch was fined 600 francs.

The Hammer and Edge Tool Works, Brockville, Mr. W. R. Gardner, proprietor, are now in full running order, and the large shop, 160 x 60 feet, is filled with all of the most improved machinery. The front part of the building is three stories, while the forging rooms, extending back to the river, are but one story. Fifty hands are at present employed, and more will be put on as soon as Mr. Gardner has bought the patents, and has

the sole right to manufacture the celebrated Whitehouse bit or auger, which they will shortly have on the market. We shall describe this bit and give an illustrated cut in a future number.

The appointment of a plumbing inspector in Hamilton is a matter that the Health Committee of the city council seems unable to make up its mind about. The pecuniary considerations appear to overbalance slightly the sanitary ones. It is better for the trade that there should be such an officer, as his decisions will be useful to prevent one outcome of competition, that is bad work.

In New York City the hardware dealers still keep up the custom of exhibiting hardware goods outside of stores with prices marked on them, and claim that the practice originated with them comparatively recently. In the Western cities the practice was long since discarded by leading dealers, and now is largely confined to thorough-fares, corresponding in character to the Bowery, New York.

The last sheet of the new postal map of Ontario, which has been in course of preparation in the chief inspector's office for the last eighteen months, has been sent to the engraver, and the map will be ready to be issued in a few weeks. It shows all the postal routes in the province, money order offices, Government savings banks, telegraph stations, railway distances between offices, etc. It is seven years since the Ontario map was last issued, and the new map will be of great utility to this important branch of the public service.

The merchants of St. Catharines are up in arms over the latest depredations of a plate glass vandal, who has eluded the vigilance of the police for the past three years, and succeeded during that time in disfiguring more than half the plate glass windows in the city. Evidently from the nature of

the cuts and scratches, a glazier's diamond was used. A plate glass window in Oak hall shows a cut fourteen inches long, clean through the heavy plate. The plate glass window of Juke's drug store is completely ruined by a similar cut, fully twenty inches in length. Several merchants have clubbed together, and offered one hundred dollars reward for the arrest and conviction of this scoundrel.

REPLY PROMPTLY.

"I always make it a point," said a manufacturer, the other day, "to reply to every communication of a business nature addressed to me, if couched in civil language. Courtesy requires that I should. Time and time again I have been reminded by new customers that I was remembered through correspondence opened years before. Silence is the meanest and most contemptuous way of treating any one.—Book-Keeper.

F. C. Cubitt, a son of Col. Cubitt, of Bowmanville, has purchased the hardware business of James Clark of Sarnia. Mr. Cubitt has had extensive experience in some of the leading hardware firms of Ontario.

The special water committee of the St. Thomas city council, met the other evening to discuss the tenders for the new water-works, boilers, etc. The tender of Cowan & Co., Galt, was recommended, and for the buildings the tenders of Ponsford Bros., J. Finney, W. P. O'Donnell, W. Davis and J. Riddle were recommended.

Harry Braddon, tinsmith, a young man about 24 years of age, and a boy named Wilkinsen, went to a farm near Mt. Brydges Ont., to take the measure for an eave trough on a barn. The ladder was not quite long enough, and standing on the side pieces at the top the tinsmith went to shift his position and fell about 32 feet. He lies in a serious condition, and it is not known whether he will survive or not.

H. S. HOWLAND, Sons & Co.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

WINDOW GLASS--In Stock in the Following Sizes :

FT. BOXES.

7 x 9, 12 x 26,	8 x 10, 12 x 28.	10 x 12,	10 x 14,	10 x 16,	12 x 16,	12 x 18,	12 x 20,	12 x 22,	12 x 24,
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100 FT. CASES.

12 x 30,	12 x 32,	12 x 34,	12 x 36,	14 x 18,	14 x 20,	14 x 22,	14 x 24,	14 x 26,	14 x 28,
14 x 30,	14 x 32,	14 x 34,	14 x 36,	15 x 28,	15 x 30,	15 x 32,	15 x 34,	16 x 20,	16 x 22,
16 x 24,	16 x 26,	16 x 28,	16 x 30,	16 x 32,	16 x 34,	16 x 36,	18 x 20,	18 x 22,	18 x 24,
18 x 26,	18 x 28,	18 x 30,	18 x 32,	18 x 34,	18 x 36,	20 x 24,	20 x 26,	20 x 28,	20 x 30,
20 x 32,	20 x 34,	20 x 36,	20 x 40,	22 x 24,	22 x 26,	22 x 28,	22 x 30,	22 x 34,	24 x 30,
24 x 32,	24 x 34,	24 x 36,	26 x 28,	26 x 30,	26 x 32,	26 x 34,	26 x 36,	26 x 40,	28 x 30,
28 x 32,	28 x 34,	28 x 36,	28 x 40,	30 x 30,	30 x 32,	30 x 34,	30 x 36,	30 x 38,	30 x 40,
30 x 50,	32 x 34,	34 x 36,	34 x 40,	34 x 48,	40 x 50,	40 x 60.			

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, etc.

A. J. WHIMBEY, Manager.

"Sheffield Sterling" Spoons and Forks.

Best Known Substitute
for Sterling Silver.

Harder, and resists acids better than any so-called
Nickel goods. See quotations on last page.

A. C. Anderson & Co., 16 Wellington St., Toronto, Sole Wholesale Agents for Canada.

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FETHERSTONHAUGH & CO.,

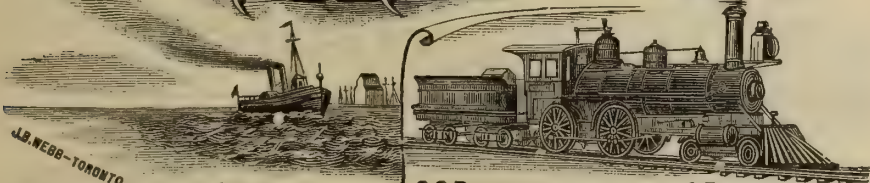
Solicitors of Patents and Experts.
Canadian Bank of Commerce Building (2nd floor), - - - TORONTO.

SUBSCRIBED CAPITAL, \$100,100. FULL GOVERNMENT DEPOSIT.

**THE BOILER INSPECTION
and Insurance Company of Canada.**

SIR ALEX. CAMPBELL, K.C.M.G. PRES.
(Lieut. Govr. of Ontario)

JOHN L. BLAIKIE Esq. VICE PRES.



CONSULTING ENGINEERS.

G.C. ROBB, Chief Engineer. A. FRASER, Secy. Treas.

HEAD OFFICE, 2 TORONTO ST.

TORONTO.

The prevention of Accident and attainment of Economy in use of
Steam, our chief aims.

PORTLAND CEMENT

ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS.

FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS.

DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING

SANDSTONES,

CALCINED PLASTER.

BUILDERS' & CONTRACTORS'

SUPPLIES

Of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:

McGill, Wellington, Grey Nun and Youville sts.,

MONTREAL.

NAILS! NAILS!!

Are very saleable articles, but the margin is
small. Sell our

**ADAMANT
WALL**

PLASTER.

COMES DRY IN BAGS!

IS EASILY HANDLED

DON'T SPOIL WITH AGE! HARD AS STONE

Circulars and Particulars on Application.

Adamant Mfg Co.,

100 Esplanade East,

Telephone 2180.

TORONTO.

JOHN J. CARTSHORE,

Telephone 616. 49 Front St. W., Toronto.

Railway & Tramway Equipment.

STEEL RAILS NEW OR SECOND HAND All Sections
IRON Cast and Wrought SCRAP IRON in Car lots
Charcoal Pig Iron.

Zebra Spiral Steel Fencing Wire.

Australian Fence Wire Strainers.

Send for Prices.

J. W. PATERSON & BRO.,

TORONTO AND MONTREAL.

MANUFACTURERS AND IMPORTERS.



Roofing Material, Building Paper, Plaster, Cement, etc.

IMPORTANT NOTICE.

We are now using strong thin cord in the manufacture of our O. K. Building Paper, whereby we not only add greatly to the strength of the paper but also prevent any chance of its tearing at the edges.



ONTARIO.

Chatham—Bartlam, J. L., hardware, selling out and going to Toronto.

Chesterville—Franklin, A. A., general store, assigned in trust.

Katrine—Sutherland, J. W., general store, assigned to Matthew C. Drew, Burk's Falls.

Kincardine—Warren, J., hardware, sold out to E. Kilmer.

Kintore—Eldon, Robert, general store, stock, etc., advertised to be sold by auction on 6th inst.

Lucknow—Lowry & Brooks, blacksmiths, dissolved, R. M. Lowry continues.

Orillia—Kinnon, Sarah (Mrs. Jno.), dry goods, groceries and crockery, stock, etc., advertised to be sold by auction on 3rd inst.

Port Hope—Chalk, Robert, wagon maker, deceased.

MANITOBA AND NORTH-WEST TERRITORIES.

Broadview—Wright & Armstrong, general store, Wm. B. Wright, assigned.

Portage La Prairie—Young & Urquhart, blacksmiths, dissolved partnership, A. Urquhart continues.

Regina—Sibbald, Jno. D. & Co., general com. sold Lethbridge branch to A. Macdonald & Co., Winnipeg.

QUEBEC.

Hemmingford—Figsby, Thos., general store and shoemaker, offering to compromise.

Lac St. Jean—Paradis, G. L., general store, demand of assignment.

Louiseville—Lamy, Thos., general store, demand of assignment.

Quebec—Demers & Riverin, foundry, compromised.

St. Remi—Hebert, Laurent, carriage maker, demand of assignment.

NOVA SCOTIA.

Canard—Griffin, Enoch, trader, assigned in trust.

Sheffield Mills—Wood, Fenwick W., store, assigned in trust.

NEW BRUNSWICK.

Doaktown—Swim, Robert & Son, general store and lumber, burnt out.

Moncton—Babang, A. J. & Co., general store, etc., partially burnt out.

Gilbert Martin, general merchant, Casselman, is seeking a compromise.

Mr. E. Davis of S. Davis & Sons, Montreal, has been in the city this week.

Hides which brought to the owners over \$10,000 were sold at Kingston the other day to Mr. Revel, Carthage, N. Y. Some of the hides had been stored over three years.

P. DOTY & SON,



Successors to

W. B. CHISHOLM

Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

P. DOTY & SON

Oakville, Ontario.

Important to the Paint Trade.

TORONTO, May 16, '90,

To W. H. COTTINGHAM,
Montreal.

Kindly send us one box MANDER'S CARMINETTE, per express at once for Toronto Street Railway Co. WE LIKE YOUR COLOR AND WILL USE NONE OTHER.

Sgd.)

J. J. FRANKLIN,
Supt. T. S. Ry' Co.

E. R. C. CLARKSON

TRUSTEE AND RECEIVER

TORONTO,

In affiliation with

JNO. B. CLARKSON

Temple Buildings, - - - MONTREAL.

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention

Blackley & Anderson,

TORONTO & HAMILTON

Accountants, Assignees, Receivers.

Toronto Office

37 YONGE STREET,
Telephone No. 1716.

Hamilton Office

24 JAMES ST. South,
Telephone No. 73.

Cable Address "JUNIOR."

60W

ST. CATHARINES, ONT

McKINNON DASHES

CHEAPER

BETTER

STRONGER

THAN HAND MADE

If you get the S. F. Quality.

TORONTO LEAD AND COLOR COMPANY, LIMITED,

— MANUFACTURERS OF —

Pure Prepared Paints, Pure White Lead,
Colors in paste form, Dry Colors.

— IMPORTERS OF —

Linseed Oils, Glues and General Painters' Supplies.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

THE NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
— APPLY TO —

THE MILLS, Campbellford, Ont.

B. GREENING WIRE CO., LTD.

MANUFACTURERS OF

Painted Screen Cloth,
Clothes Line Wires,
Perforated Sheet Metals,
Wire Cloth, all kinds,
Wire Rope, all kinds,
Metallic Lathing.

Wholesale agents for Ontario Wire Fencing Co. Send for Catalogue mentioning your requirements.

Hamilton, Canada.

CAUTION.

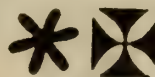
Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public against imitations of their manufactures.

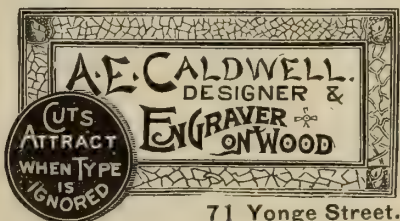
None are genuine unless bearing the MARK.

TRADE



GRANTED

1764.



71 Yonge Street.

I.C. Fell & Co
STEEL STAMPS SEALS & STEEL DIES

STENCILS, NAME, PLATES,
RUBBER STAMPS, TRADE MARKS.

13 VICTORIA ST., TORONTO.



Garden Force Pumps,
Best and Cheapest Known.
Corn Planters,
Hay Fork Rope,
Window Screens,
Wire Fencing.

HOBBS HARDWARE CO.,
LONDON - ONT.

THE DOMINION WIRE ROPE COMPANY,
MANUFACTURERS OF



(Works at Lachine).

FOR HOISTING, MINING, TRANSMISSION
OF POWER, TOWING, SHIPS' RIGGING,
GUYS, ETC., ALSO LANG'S PATENT WIRE
ROPE FOR TRANSMISSION AND
COLLIERY PURPOSES.

Signal Strand Clothes Lines & Seizing Wire.
JAMES COOPER, Agent,
MONTREAL.

Spooner's Copperine.





SUGGESTION FROM A PRACTICAL MAN.

I have often been sent by our house to look after stoves reported by the dealer as not giving satisfaction, or, as they sometimes write have proved an utter failure, only to find in most every case that the trouble was ignorance as to how a stove should be run, or bad flues, or faulty setting of the stove.

Often the dealer has never been to see the stove, having sold it to a farmer, loaded the stove into his wagon, and knows nothing about the flue, or how the setting up has been done. He hears the complaint, then writes the house, at times in such away as to lead them to believe that he is reporting facts as seen by himself.

Any manufacturer is always willing to look after a stove of his make, and while this is no more than right, it is the dealer's duty to try the stoves himself and see that the complaint is just, before writing for help. It will not always do to take the party's word for it.

At one time I traveled over 100 miles to see a stove complained of, only to find the six and seven-inch pipe was being used seven-inch at the stove collar and flue hole and six inch between; the six inch pipe being held in place by pieces of stone driven in as wedges. I could name any number of cases about as foolish.

When a complaint is made, the dealer should go himself, or send a good man (not the kid in the shop, as is too often case), and try the stove; then if it fails to bake and he cannot locate the trouble, let him write the maker, giving full particulars as to how the stove is set up, size of pipe used (in weak flues all the pipe should be full size of the stove collar, not tapered, as is generally the case), his opinion of the chimney and in what way the stove fails to do the work, as seen by himself, or his man, upon trial.

When going to see a stove, I start a fire, provided I do not find one burning when I arrive. In this way I can tell at once the condition of the draft. When poor, that must be attended to by locating the cause and applying the remedy. To locate the cause of poor draft, pull out the pipe from the flue hole, and see that it has not been pushed beyond the inside face of flue, thus checking the draft, and while the pipe is out, test the flue, by burning paper in the flue hole. If the chimney has a poor draft, that must be increased before anything else is done. The man sent to look after the stove should know how this can be done, or he is not the proper party to send.

When the chimney draft is all right, I look after the stove, and one of the first things to

be done is to clean the ashes off the top oven plate, especially when the complaint is that the stove will burn on the bottom before it bakes on the top, and often this is the only cause of trouble. I have found as much as two inches of ashes on the top of oven plate in many cases, and parties were astonished to learn that it made any difference in baking. Then clean the stove flues, also the fire-box, removing all ashes from the fire-back and bottom of the fire, giving the hot gases (which do the work) a chance to come in

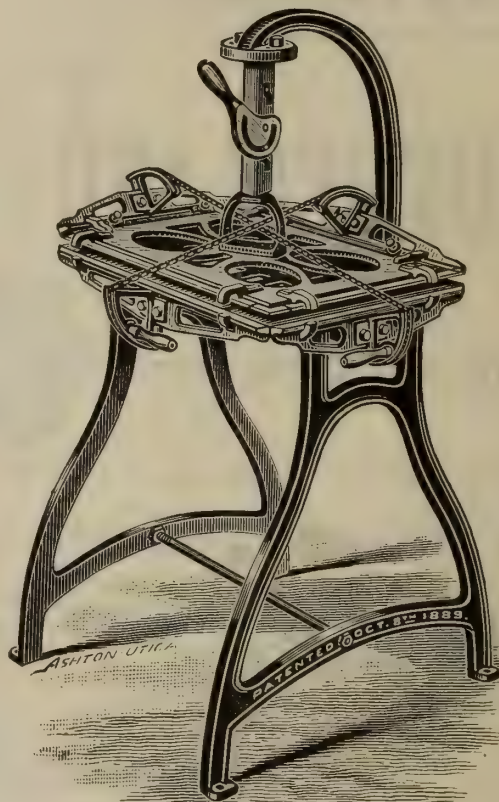
contact with the fire-back and oven-plates. After which I start my fire, following the rules as I stated in my article on Combustion.

If the dealer will do likewise, he will find, as I have, that fully one-half of the complaints arise from ignorance, and the balance from bad flues or faulty setting up of stove, and also that it will seldom be necessary to call on the maker for help in making the stove work as it should, and give satisfaction.—F. P. Haus, in Stoves and Hardware Reporter.

QUADRUPLE ROOFING FOLDER.

The Niagara Stamping and Tool Company bring to the notice of roofers, tanners and metal workers generally M. E. Hasting's patent called the Niagara Quadruple Roofing Folder, the exclusive manufacture and sale of which they now control. By its use a boy or unskilled laborer can fold the four sides of roofing plate at one time, whereby about 40 boxes of tin plate per day can be folded as easily as 10 boxes are now gotten ready.

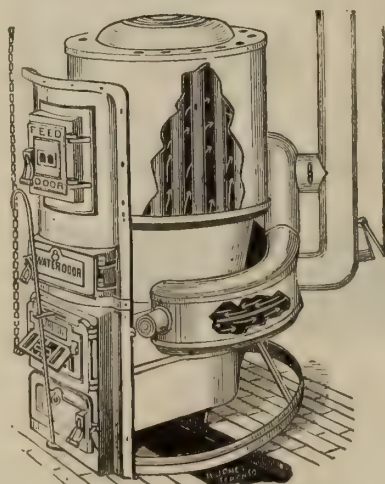
The machine is usually supplied for 20x28 inch tin, but a table can be supplied at an extra figure to fold 14x20 to work on the same machine. The sheets of tin require no squaring for use on this machine and make a more perfect roof than by any other method known. To explain this it may be necessary to



state that the sheets of tin as they come from the maker are not at all times as true to the square as could be wished. This difficulty is overcome by the construction of the machine, admitting of a perfectly true fold being made, the inequality of size in the sheet being disposed of in the lock.

Another advantage of this machine is that a Tinner can lay one-third more sheets per day when folded by this machine than of those folded by any other process, as each sheet is folded square exactly without buckling and without straining the edges. The machine will

handle 4X tin and lighter. Weight ready for shipment is about 300 pounds. Price \$85 list. Extra for additional table for other size, \$35.00.



CLARE BROS. & CO.,

Preston, - Ontario,

MANUFACTURERS OF

COAL AND WOOD

Hot Air Furnaces and Registers.

12 STYLES, 40 SIZES,

BEST VALUE IN THE MARKET.

Estimates and Illustrated Catalogue sent upon Application.

**IMPROVED PATENT ASBESTOS FLOOR
& PARTITION CROCKS.**

These CROCKS are light.
Easy to fit and Thoroughly
Fireproof, and wherever
known have taken the First
Place in the Market

PATENTEE AND SOLE
MANUFACTURER,

A. Fairgrieve

Office and Factory,

128 Richmond St., W.
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**JAMES MORRISON,**

MANUFACTURER AND WHOLESALE DEALER IN

ENGINEERS AND PLUMBERS' BRASS WORK.

Iron and Brass Valves, Inspirators, Injectors, Ejectors, Revolution Counters,
Engineers' Clocks, Steam and Hydraulic Gauges, Wrought Iron Pipe and
Fittings, Soil Pipe and Fittings, Lead Pipe, Sheet Lead, etc.

Also keep always in stock full lines of

Sanitary Earthenware, Water Closets, Wash Basins, Etc.

MORRISON BRASS WORKS, ADELAIDE ST. WEST, TORONTO.

REFRIGERATORS.

Hardwood, Lined Galvanized Iron, Patent Locks,
Economical, Reliable, Cheap.

MILK

DELIVERY

CREAMERY

CAN

TRIMMINGS
AND

CANS MADE UP.

OIL, GAS, VAPOR,

STOVES.

Ice Cream Freezers,
Heavy Dairy Pails.

Galvanized Iron Eave Trough 8 feet lengths.

We make and supply everything used by Stove and Tinware Dealers.

BRASS BIRD CAGES.

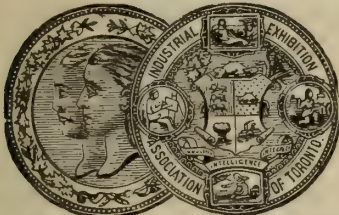
WRITE OUR NEAREST HOUSE.

The McClary Manufacturing Co'y

LONDON, TORONTO,
MONTREAL, WINNIPEG.

Toronto Plate Glass Importing Co.

Highest Award, Toronto, '87



For Mirrors and other Glasses

TELEPHONE 1599.

CABLE ADDRESS, "PLATE."

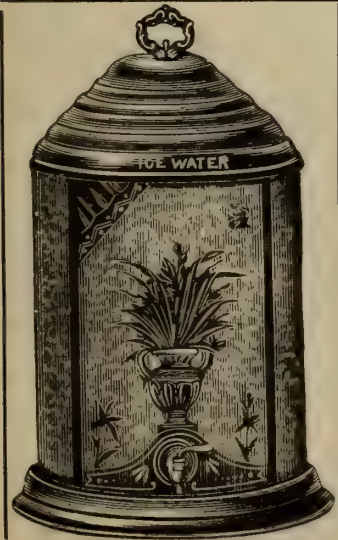
GLASS IMPORTERS,

Bevellers and Mirror Manufacturers.

Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

55 Victoria Street, - - - Toronto, Ont.



SCREEN WIRE CLOTH, FLY TRAPS,

Lightning Ice Cream Freezers,

Pressed & Japan Ware, House Furnishing Hardware.

WATER-COOLERS

Milk Can Trimmings, Creamery Pail Trimmings.

SEND FOR CATALOGUE.

Thos. Davidson & Co., - - - - - Montreal.

MARKETS

TORONTO, June 6, 1890.

There have been absolutely no new features to trade this week. A fair movement of goods is reported in some lines, and prices perhaps show a greater degree of steadiness, but no changes are to be noted in prices. In the country the elections are having a somewhat quieting effect, and the uncertainty regarding the coming crops also compel a degree of caution among retailers. Travellers are soliciting fall import orders, but it cannot be said that they have met with any very marked success, and some report a decided disinclination on the part of dealers to order so far ahead. Wholesale merchants appear to have got stocks into pretty good condition, and state that they are not carrying any very large supplies.

Remittances this week have been fairly good, and are reported as comparing very favorably with last year. The banks report paper maturing being taken up promptly. The cry of scarcity of money seems to come almost entirely from those parts of the country where the crops were a failure last season. Money in the banks appears to be ample for all requirements, and where the security is good there is no difficulty in obtaining it.

IRON.

The market remains unchanged. Dealers quote ordinary bars at \$2.40, but there is still said to be shading under these figures in some cases. Fine steel sells at \$3.00 and machinery at \$3.25. The mills report that merchants are very anxious in placing fresh orders, but that they are busily engaged on old contracts. London cables indicate weakness in the speculative branch of the British iron trade. Scotch warrants have dropped to 43s. 10d., and Cleveland to 39s. 10½d., the latter subsequently reacting a little. English mail advices from Glasgow, dated May 24, say:—"There is no change in the number of furnaces in blast. Stocks in Connal's stores, from which alone returns are available, continue to decrease rapidly, close on 11,000 tons having been withdrawn last week, reducing the quantity held there to 759,000 tons, comparing with 1,029,000 tons at the same date last year. It would be extremely interesting to know what quantity of iron is held in makers' yards, but under the present system this information is obtainable only at the end of the year. Owing to the price of warrants having fallen much more rapidly than that of makers' iron, there can be no doubt that stocks in the hands of producers have accumulated, though probably to nothing like the extent of the reduction in public stores, which since the end of 1889 amounts to upwards of 185,000 tons. Shipments continue good, and are 16,000 tons in excess of the same date last year. The decline in the prices of manufactured iron and steel, which still continues, is having the effect of drawing out a few additional orders; but both shippers and consumers are very chary of committing themselves, except at what appear very low prices, as they fear values may shrink still further. At Middlesbrough warrants were quoted at 40s. 9d. It will be seen that Cleveland warrants (which at the end of March were selling at 1s. 6d. over the price of Scotch) have now fallen 4s. below Glasgow warrants, which bring the two very near to their normal relative values. This points to the fact the bot-

tom has been knocked out of the speculative movement, and that the markets generally are in a sounder condition than for some time past. The immediate effect of values righting themselves thus will probably be an expansion in the shipments from Middlesbrough, which, last week, for the first time this year, showed an increase on the corresponding week of 1889. They are, however, still the lowest of any year since 1886. Stocks in public stores are still decreasing at a rapid rate, and are now only 115,000 tons, or close upon one-half of the quantity so held at the same date last year.

GLASS.

Spring stocks continue to arrive, and are being distributed on orders placed some time ago. The market had become rather bare of stocks, so that these supplies have come just in time. There has been no decline in values, although lower figures are prophesied. Dealers, however, claim that there is no reason to reduce quotations, and express their determination to hold to the present price.

INGOT TIN.

In the London market £93 10s. was quoted for prompt and £94 for future deliveries. It is being taken there for consumption in fair quantities, but speculation is moderate at present. Prices weakened somewhat, owing to lack of outside interest, but have since recovered. The local market is dull, but steady.

TIN PLATE.

Tin plates are moving out slowly, and the market is easy at the late decline. It is probable that large lots could be purchased under quoted figures. The English market has had a rather better demand, and prices are stiffer. Buyers seem more inclined to take hold at sellers late figures and inquiries have been made for large lots. On actual sales there is 3s. advance over last week's prices all along the line.

COPPER.

The demand continues inactive, but prices are steadily held. London cables show a slight decline on merchant bars until a reaction Tuesday to £54 5s. for spot and £54 15s. for futures.

CANADA PLATES.

There is a moderate, but not a specially active movement in these. Dealers appear to have supplies on hand ample to meet all requirements, and it is likely would be willing in most cases to shade under present figures, to the end that their stocks might be reduced.

STEEL RAILS.

The English steel rail market continues steady at unchanged prices, viz. £5 5s. per ton c. f. and i. steam, Montreal, for ordinary sections, 56 lbs. per yard and heavier.

SCRAP METALS.

There is no particular change in the scrap metal market this week. Supplies are still large of all material. Wrought scrap remains depressed, but has gone no lower. The mills and foundries write that they are well supplied and are very little disposed to make fresh purchases. Cast scrap is steadier than wrought, but is also somewhat weak in sympathy. Copper and brass are featureless and depressed. Dealers' prices are as follows:—No. 1 heavy scrap, 65 to 70c. per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap, 75c.; No. 2, including sheet iron, hoop iron and mixed steel, 35 to 40c.; new scrap copper, 10c.; heavy scrap copper 10½c.; old copper bottoms, 8½c.; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 9c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap

rubber, 2½ to 2¾c.; country mixed rags, \$1 to \$1.20 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

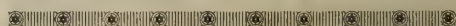
PAINTS AND COLORS.

The market is yet practically bare of linseed oil, and it is much enquired for. One or two firms have small supplies on hand, which they are holding firmly, but it is said that there are not 100 bbls. at present in the city, and no fresh stocks have been received this week. Canadian crushers are unable to promise definite delivery. Their stock of seed would seem to be exhausted, and fresh stocks will hardly arrive till the middle of August. Turpentine is coming in more freely, but under a good demand maintains its price. It is steady in the south. A greater movement is reported in paris green, but at previous prices. Stocks in market are comparatively small, and there are those who predict a scarcity. There is no more to come in unless it is re-ordered by cable. Prepared paints are moving freely for the time of year, this being a season when not a very active business is done.

HIDES, ETC.

HIDES—The export demand, always good in spring, was given a special impulse this year by the uncertainty of a duty being imposed, by the new American tariff. The strong outside demand has now subsided, but no effect is yet apparent in prices. Cured indeed have gained a quarter, quoting now at 5¾c. Green run as last week, viz., 5¾, 4¾ and 3¾ for the three grades of steers, and one cent less for each grade of cows.

TALLOW—Rough is 2c., and rendered is 5¼.



MONTREAL



MONTREAL MARKETS.

JUNE 5, 1890.

Considerable transactions have occurred in Pig Iron during the past week. Consumers having apparently concluded that prices are low enough to be safe, and may be higher in the near future, rather than lower. In fact, cables to-day, quoting a leading brand c. i. f., would indicate an advance of 1-6d. or 2s. per ton; but whether this advance is in cost or freight cannot be determined here. Altogether nearly 2,000 tons have been placed for delivery over the next three months, and prices are for No. 1, Summerlee, 21.50; Gartsherrie, 21.00; Eglington and Carnbroe, 18.50; Shotts, 21.50. Lots have been placed in yards here at 50 to \$1.00 advance on these figures.

Coke and Timplates show great firmness, and round lots are fully 10c. dearer than a week ago; while jobbing lots are held at \$3.85 to \$4.00, as to brand. Charcoal Timplates are quiet, with a steady demand, at \$4.25 to \$5.00 as to brand, with "Bradley" at \$6.75. Canada Plates are steady at \$2.80 "Garth," "Blaina" and similar quality; while "Pen" cannot be bought under \$3.00.

Black Sheet Iron, price has been reduced, for all gauges to \$3.00 per 100 lbs.

Bar Iron unchanged at \$2.40 for domestic and \$2.65 to \$2.75 for imported.

Copper has attracted most interest, and price has steadily advanced. B. S. Ingots cannot now be bought under 15c. per lb in 5 tons lots; and as they would cost fully

NORTHEY & CO., - TORONTO, ONT.

MANUFACTURERS OF
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Steam and Water-Power Pumps

FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP

CONDENSERS

FOR ATTACHING TO

High Pressure Steam Engines,

MARINE AND STATIONERY.

GREAT ECONOMY

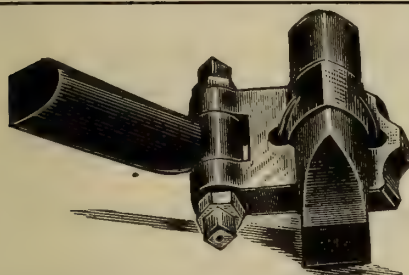
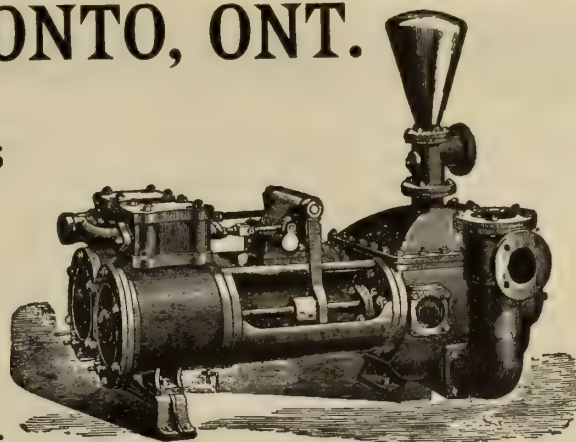
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GUARANTEED.

Prices and particulars on application.

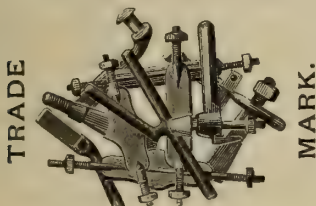
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Sole Owners and Manufacturers,
14 Bay Street, TORONTO
Prices Furnished on Application.

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Manufacturers of
CARRIAGE HARDWARE AND
WROUGHT IRON FENCES, ETC.
Drop Forging of every Description.
Prices furnished on application. All work
guaranteed.

R. DENNIS,

LONDON, - ONTARIO.

Manufacturer of every description of

WIRE AND IRON WORK

COMPRISING

Office and Counter Railings,
Window Guards,
Fences, Iron Gates,
Cresting, Finials, Vanes,
Stable Fittings,
Wire Signs,
Wire Goods of every variety.

We can supply anything you require
in Wire or Iron.

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Bones, Scrap Iron, Copper, Brass, Lead, Zinc,
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WHOLESALE DEALERS IN

SCRAP IRON, RAILS, METALS.

SPECIAL AGENTS FOR CANADA

FOR

Railway Supply and Manufacturing Co.,

CINCINNATI, OHIO.

MANUFACTURERS OF

Cotton Waste.

BOECKH'S STANDARD BRUSHES
FOR SALE
BY ALL LEADING HOUSES.

We manufacture the greatest variety of Stave, Market and Satchel
Baskets and Fruit Packages, of any establishment in the Dominion.

Write for Illustrated Catalogue and Price List.

The Ontario Basket Co., Limited,
WALKERVILLE, ONT.

Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont.

MONTREAL Markets continued.

that net cash to import now, a further advance may be expected. Copper Sheets have been advanced 1 to 2c. per lb.

Pig Lead firm at \$3.75 per 100 lbs. and Lead Pipe 4¼ to 4½c. per lb., the lower price showing an actual loss to manufacturers, the result of undue competition.

In Igot Tin, Antimony and Zinc Spelter we note no change. Sheet Zinc is very firm at 6¼ to 6½c. ex store.

NAILS.

IRON CUT NAILS.

10 dy at 60 dy, hot cut, per keg	....	2 75
8 dy to 9 dy, " " "	....	3 00
6 dy to 7 dy, " " "	....	3 25
4 dy to 5 dy, Am. pat	....	3 50
3 dy fine hot cut, " "	....	5 75
4 dy to 5 dy, cold cut, can pat.	....	3 25
3 dy, cold cut, " "	....	3 75
2 dy, hot cut, nails " "	....	5 95

Steel Wire
Cut Nails Nails

10 dy @ 60 dy, per keg	.....	\$2 85	\$3 75
9 dy " " "	.....	3 10	4 10
8 dy " " "	.....	3 10	4 45
7 dy " " "	.....	3 35	4 80
6 dy " " "	.....	3 35	5 15
5 dy " " "	.....	3 60	5 15
4 dy " " "	.....	3 60	5 45
3 dy " " "	.....	4 35	6 50
3 dy fine " " "	.....	5 85	8 20

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 75
4 dy @ 5 dy, per keg	.....	4 00
6 dy @ 7 dy, " "	.....	3 75
8 dy @ 9 dy, " "	.....	3 50
10 dy @ 30 dy, " "	.....	3 25
Cut spikes, " "	.....	3 00

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	.....	\$5 15
1 " " "	.....	4 75
1 ½ " " "	.....	4 45

Finishing nails 75c. per keg over same size hot cut, viz., from \$6.60 for inch to \$2.65 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.60 for 1-inch to \$3.40 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$7.10 for 1-inch to \$3.90 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand 50 per cent. discount, for small lots. P. B. & Co. brand 50 per cent. of list for small lots. Large lots 50 and 10 four months, with 5 per cent off for cash in 30 days.

PAINTS AND OILS.

The principal feature of the past week has been the rush for Linseed oil. There have been some large arrivals, but it is reported to have been all taken up while orders still come in from all parts. The quotations as we go to press is raw 70c.; boiled 73c.

Turpentine is in moderate request at 58c. Castor oil still firmly held; immediate arrival is quoted at 10½c.

Whitelead—demand not heavy, but prices are firmly maintained. Association pure \$6.25 per 100 lbs.; first grade \$5.30; lower grade \$4 to \$5.

The mixed paint season holds out well, and all the makers are actively employed on best grades. Second grades do not appear to be popular in this market. Prices are without alteration, about \$1 in bulk, and \$1.15 to \$1.25 in cans. Colors and varnishes without special feature.

CHEMICALS.

Nominal quotations are :—Bleaching powder, soda ash, and caustic soda weaker. Sal soda well maintained. Alum, \$1.60 to \$1.75; caustic soda, \$2.25 to \$2.75;

copperas, 80 to 90c; cocoa nut oil, 6¼c to 6½c; carbolic acid, 55c to 60c; bleaching powder, \$2 to \$2.50; borax, 7½c to 8½c; soda ash, \$2.20; cream tartar, 26c to 27c; tannic acid, 45c to 55c, and sal soda, 90 to \$1.10.

GLASS.

There is now a good supply of glass with a firm market. Prices are :—First break \$1.60; second break \$1.70; third break \$2.05.

CEMENT AND FIRE BRICK.

Portland cement is still in good supply, more, in fact, than the trade could conveniently handle, having come out with a rush too early in the season; resulting in some lots being placed at a loss, but stocks being now nearly all stored, holders are firmer and want a profit. We quote: \$2.35 to \$2.65 ex wharf or store according to lot and brand. Fire bricks are unchanged, with no special offering.

NEW YORK MARKETS.

NEW YORK, June 5, 1890.

Since the modification of prices for foundry pig iron by the Thomas Iron Company there has been no movement of special interest in the market at this point. Deliveries are going along very smoothly, involving a large amount of the productions of Northern and Southern furnaces. There is a very fair new business also, made up chiefly of small orders, and the market preserves a remarkably steady tone. Standard Pennsylvania brands are selling chiefly at \$18 for No. 1 X and \$17 for No. 2 X. Occasionally something that is a shade "off" in quality goes at about 50c. less. Popular Southern makes sell at within the range of \$17 to \$18 for No. 1 and \$16 to \$17 for No. 2, according to brand and size of lot. Northern furnace companies have their output well sold up, and the Southern companies have little high grade foundry for prompt or immediate future delivery, although a very fair stock of No. 2 foundry and lower grades. Bessemer pig is up to \$18.50 at Pittsburgh, and is said to have been sold at as high as \$19 there and at corresponding prices at other points. Steel making material in fact is relatively stronger than foundry material, and moving in larger blocks at the present time.

STEEL.

Steel in the form of billets and slabs is rather stronger, with sales reported at as high as \$29 50 to \$30 at Pittsburgh, and corresponding prices in the east. Rails are no better as to price, but there are more orders on the market, and a number have been closed, including one for 7,000 tons, one for 5,000 tons, one for 4,500 tons and a number of smaller contracts. Small orders realized \$31 50 to \$32 at Eastern mill. The larger transactions were at rates leaving the mill price \$31 and a shade under. Wire rods have improved to \$40 and \$41 in the West, although the market for wire and wire nails remains in a rather demoralized condition.

COPPER.

Lake Superior ingot copper may be secured in small lots from second hands at 5¼c. but the mining companies and the chief holders of outside stock stand out firmly for 15½c. Wire bars are held at 16c. and the mining companies are very discriminating even at that rate, owing to the extent to which their production is sold ahead. Montana is still quoted at 14c. and the range of 13½ to 13¾c. is named for common casting brands, but the demand for those varieties is moderate at the present time.

TIN.

Pig tin is a fraction lower in sympathy with a decline cabled from London. There has

been very little if any speculative business on the decline, and the trade demand has run along in a routine sort of way. The spot supply is estimated at 700 tons, against 1,000 tons a month ago. Spot prices Tuesday were 20 80c. bid and 21.00c. asked net cash for 10-ton lots, 21.10c. for 5-ton lots from store and up to 21¼c. for smaller quantities.

LEAD.

Business in pig lead has been very moderate. Speculation halts for want of incentive to operations, and the demand from consumers is light. Prices are well sustained in the West, and 4¼ to 4.30c. seemed to be inside figures in the market.

SPELTER.

About four carloads of prime Western spelter have been sold on 'Change at \$5.47½, but the outside market quotations are not below 5½ to 5.55c. The demand is still very fair, but not as brisk as it was a week ago.

TIN PLATES.

In the tin plate business has been of unimportant character, and the market is rather slow at the moment, but showing no signs of weakness.

ADULTERATED WHITE LEAD.

If any one has a suspicion that white lead is adulterated, buy a pound or two of the substance and place it in a ladle and set on fire. After it is completely burned there will be a quantity of metallic lead in the bottom of the ladle. After the ladle is washed and dried, it may be weighed; should it weigh exactly as much as the white lead before being burned, then the white lead is pure. Should a less weight of lead be found there is an adulteration, the per cent. of which may be obtained by dividing the loss of weight by the weight of the white lead before being burned.—N. W. Mechanic.

STARTS THE HEATER WHILE IN BED.

There is in this city a young man who, although quiet and modest, is possessed of considerable genius. He and his charmingly agreeable wife, keep house in a manner which might well be envied by anyone. In order to make their house more comfortable for them on arising in the mornings he has contrived an attachment to his heater which opens the lower door and closes the draft in the furnace door at any time in the morning which he may desire. This novel and useful apparatus is operated by means of an alarm clock, which is set at any hour he wishes to turn on the heat, and at the time the alarm strikes it releases a well balanced lever, which drops a heavy weight controlling the entire arrangement. The alarm is generally set at about an hour before they wish to arise, and thus the entire house is comfortably warm by the time they get about,—Woodbury, N. J., Press.

Mr. Thomas A. Anderson, of Merrick, Anderson & Co., manufacturers' agents, Winnipeg, was in Montreal last week.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

Eastlake Metallic Shingles

SHEET STEEL

Pressed Brick

AND

Elevator Fire-Proof Siding Plates.

Our Shingles and Siding Plates are the heaviest and cheapest manufactured. Price List and Catalogue on application.

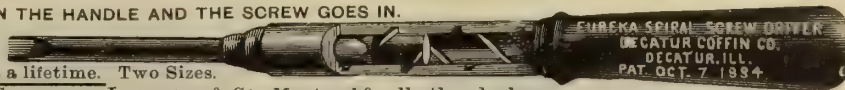
The Metallic Roofing Co. of Canada
(Limited.)

Rear 84, 86, 88 and 90 Yonge Street,
TORONTO.

PUSH ON THE HANDLE AND THE SCREW GOES IN.

Will last a lifetime. Two Sizes.

Sold by CAVERHILL, LEARMONT & Co., Montreal, & all other dealers



Electric Supplies for Electric Lighting, Electric Bells, Wire Annunciators. Contractors for Electric Work.

HENRY S. THORNBERRY & CO.,

Clarke's Common Sense Sliding-Door Hanger

Slides back and forth with a more Graceful and Easy Motion and with less noise than any other Hanger.

With this hanger there is:

No Side-draft.
No Kicking.
No Flanges on the wheels.

No Jumping the Track.

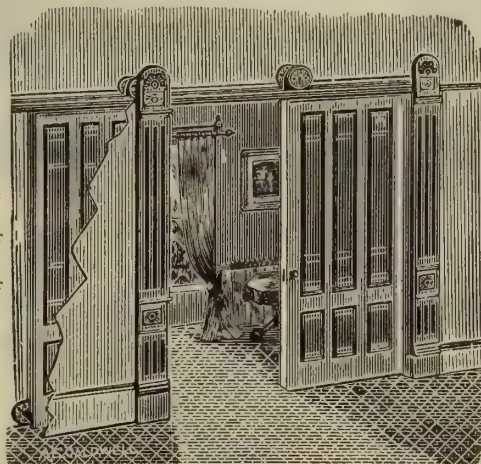
No Inaccessible Tracks in the Pockets.

No Tearing Down of Lath and Plaster.

No Dead Weight of heavy doors constantly hanging to the track.

No Tracks to be put in until ready to hang the doors.

No False Pockets in the Tracks for either



Single or Double Doors.

Doors equipped with this Hanger are suspended at the upper front corner and supported or rest upon a single roller secured to the lower inside corner, perfectly balanced, moving easily.

Common Sense Hangers can be applied to doors that have been hung with any other hanger without removing the plastering, woodwork, or any of the sheathing of the pockets, or creating any muss whatever.

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THE PETERBOROUGH LOCK MANUFACTURING COMPANY,
PETERBOROUGH, ONT.

M. & L. SAMUEL, BENJAMIN & COMPANY

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HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

HAVE COMPLETE STOCK OF FOLLOWING SEASONABLE GOODS:

Harvest and Garden Tools, Lawn Mowers, Rubber Hose,
Garden Shears, Hose Reels, Green Wire Cloth, Fly Traps,
Dish Covers, Ice Cream Freezers, Preserving Kettles.
(Enamelled and Granite).

PLEASE WRITE FOR QUOTATIONS.

Builders' Hardware, House Furnishing Goods, Tinsmiths' Supplies, Plumbers' Supplies, Steamfitters' Supplies,
Brush and Broom Makers' Supplies.

OWING TO CHANGE IN TARIFF ALL TOOLS HAVE ADVANCED FIVE PER CENT. OVER FORMER PRICES.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



The above Brand of Lead

Requires no Association Guarantee.

It is the STANDARD of the Dominion for

Purity, Fineness and Whiteness.

WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

Williamson & Lambe STORAGE.

54 & 56
Wellington St. E.,
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DESKS

OFFICE, LIBRARY,
CHURCH AND SCHOOL
FURNITURE.

JOHN M. BLACKBURN & CO.,
41 COLBORNE ST., TORONTO.,
—AND—
162 ST. JAMES ST., MONTREAL.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.	
Lamb and Flag—	
56 and 28 lb ingots, per lb	24½, 26c
Straits 100 lb ingots.....	24½, 26
Strip	26, 27

Tin Plates—Charcoal Plates, Bright.

Bradley M.L.S.		Per box.
I.C., usual sizes	\$6 25	\$6 50
I.X., "	7 50	7 75
I.X.X., "	8 75	9 00
Raven & P.D. Grades—		
I.C., usual sizes	4 75	5 25
I.X., "	5 75	6 25
I.X.X., "	6 75	7 25
L.X.X., "	7 75	8 25
D.C., 12½ x 17	4 50	
D.X., usual sizes	5 50	
D.X.X., "	8 25	6 65

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 25 4 50
I.C., special sizes	4 25 4 50
B.V. Grade, I.C., usual sizes	4 25 4 50

Note.—Round lots of 14x20 could be purchased of 25c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 50 8 75

Charcoal Tin Boiler Plates.

Cookley Grade—		Per lb.
I.X.X., 14x56, 50 sheet bxs		6½c, 7c
" 14x60, "		
" 14x65, "		

Iron and Steel.

Common Iron, per 100 lb	2 40	\$2 50
Refined " "	2 75	2 90
Horse Shoe " "	2 75	2 90
Band " "	3 20	
Hoop " "	3 20	
Swedish " "	4 00	4 50
Nova Scotia Bar iron.....	2 75	
Sleigh Shoe Steel	2 75	
Machinery, Tire Steel	3 25	
Best Cast Steel, per lb.	0 13	0 14
Russian Sheet	0 11	0 12
Tank Plates	2 25	2 50
Boiler Rivets	4 75	5 00

Boiler Tubes.

2-inch	13c
3-inch	18½

Boiler Plate.

½ inch.	\$3 50
5-16 "	3 35
¾ "	3 25

Sheet Iron.

1 to 20 gauge	3 50
22 to 24 "	3 75
24 to 26 "	4 00

Canada Plates.

Blaina.....	3 00	3 10
Boars Head.....	3 15	3 25
Maple Leaf	3 00	3 10
All Bright.....	3 50	

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5½, 6c
26 gauge, "	5½, 6½
28 "	6, 6½

Gordon Crown—	
16 to 24 gauge, per lb	5½, 6
26 gauge, "	5½, 6½
28 "	6, 6½

Note.—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, ½ inch, per lb	4½c
" 7-16 inch	5½
Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70

Jack chain, iron, single, per doz yards	0 13 0 50
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Jack chain, double, per doz yards	0 15
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Jack chain, brass, single, per doz yards	0 20 1 10
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Copper—Ingot.

Lake Superior, per lb	0 00 0 00
Baltimore " "	0 15½ 0 16½
English B.S. " "	0 15½ 0 16½

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	\$0 28 \$0 31
" round & square	
1 to 2 in	0 26 0 28

Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz. and light,	
16 oz, 14x48 and 14x60	\$0 19 0 20
Untinned, 14 oz. and light,	
16 oz, irregular sizes	0 20 0 21

Note.—Extra for tinning, 2½ cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x48 and 14x60

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb.	0 20 0 24
" 35 to 45 " "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned, per ss.	0 26
Spun " "	0 30

Wire.

Pure, in coils—	
From 1 to 20 gauge.....	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21 0 25
" " 27 to 30 "	0 23 0 29
" " 30 and up.....	0 26 0 29

Sheets, hand-rolled 2x4 ft.	0 23 0 25
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Zinc Spelter.

Foreign, per lb.	0 05½ 0 06
Domestic " "	0 05 0 05½

Zinc Sheet.

5 cwt casks.....	0 06½ 0 06½
Part casks	0 06½ 0 07

Lead.

Imported Pig, per lb.	0 04 0 04½
Domestic " "	0 04 0 04½
Bar, 1 pound	0 05 0 05½

Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
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Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00
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Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 27½ p.c. discount.

Note.—Cut lengths, net price; ton lots 27½ and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 20 0 22
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Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb.	\$0 20 \$0 21
Other makes " "	0 19 0 20

Pure White Lead, ground in oil, Associat'n guarantee, per lb.

No. 1 Do.	0 5½
No. 2 Do.	0 4½
No. 3 Do.	0 4½

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	\$1 10
2nd qualities " "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow " "	0 09
Golden Ochre	0 06

French " "	0 05
Marine Black	0 09
Green " "	0 09

Chrome " "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) in bbls, per lb	0 01½
" (J.F.L.S.) " "	0 01½

Venetian Red (R.C.2) " "	0 01½
" (1343) " "	0 02

English Oxides " "	0 03½
American " "	0 02½

Paris Green, per lb	0 15½ 0 16
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Burnt Sienna " "	0 08½
Burnt Umber " "	0 06

Drop Black " "	0 09
Chrome Yellows " "	0 12
" Greens " "	0 12

Golden Ochre	0 03½
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Varnishes (in bbls).

No. 1 Furniture, per gal	0 70
Brown Japan " "	0 70

No. 1 Carriage " "	1 50
Gold Size Japan " "	1 40

Pure Orange Shellac " "	2 20
Hard Oil Finish " "	1 50

Linseed Oil (in bbls).

Raw, per gal	0 68
Boiled " "	0 71

Turpentine (in bbls).

Selected Packages, per gal	0 56 0 57
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Lead, pure, 25-lb irons, per lb	0 06½	Door.		Carpet Sweepers.		Fruit Presses.	
" No. 1	0 05½	Gongs, Sargent's	5 50 8 00	Bissell, per doz.	22 50	Henis' per doz	4 00
" No. 2	0 04½	" Peterboro	4 60 13 50	World	21 75	Enterprise, discount 10p.c.	
" No. 3	0 04	Cow.		Daisy,	24 00	Fry Pans.	
A. G. Peuchen & Co.'s Prices.				Star,	18 00	Acme, discount 50, p.c.	
Paint Oil, boiled	0 35	American make, discount 60, 60 and 10 per cent.		Crown Jewel, per doz	29 00	Gauges—Marking, Mortise, etc.	
Peuchen's Pure English Paint in 1, ½ and ¼ gals.	1 12½	Canadian, dis 45 and 50 pc.		Grand Rapids,	32 40	Stanley's dis. 50, 55 p.c.	
Peuchen's Prepared Paint	1 00	Farm.		Cartridges—See Ammunition.		Wire Gauges.	
2nd Quality Mixed Paint	0 75	American, each	2 00 5 00	Castors.		Winn's, Nos. 26 to 33, each	1 65 2 40
Carriage Colors, quarts	0 55	House.		Bed, new list, dis. 50pc.		Glass.	
Pure Lead, a guarantee	0 06½	American, per lb.	0 35 0 40	Plate	dis. 50pc.	4th quality Star, 1st break	1 65
Best White Lead	0 05½	Bellows.		No 31 and 32, per gross	8 50 11 25	" 2nd "	1 75
No. 1 Lead	0 04½	Hand, per doz	3 35 4 75	Cattle Leaders.		" 3rd "	3 90
No. 2 Lead	0 04½	Moulders' "	7 50 10 00	Cement.		" 4th "	4 20
Yellow Ochre	0 01	Blacksmiths' discount 35, 40 per cent.		Portland, car load lots	3 2	" 5th "	4 50
Golden Ochre, French	0 02	Belting.		Thorold	1 10	Window Glass.	
Extra Golden	0 03	No. 1, leather, discount 40 to 40 and 5 per cent.		Queenston	1 10	Pilkington's ordinary.	
Paris Green, pure	0 18	Best, ditto, 37½, 40 per cent.		Napanee	1 10	1st break	\$3 65
One pound package, pure	0 20	Bench Stops.		Chalk.		2nd "	3 90
Cookson's Venetian Red	1 50	Per doz.	5 00 6 00	Carpenters' Colored, per gross	0 50 0 85	3rd "	4 60
Best Vermillion	0 15	Bits—Auger.		White, lump, per lb.	0 01½ 0 01½	4th "	4 95
2nd Quality Vermillion	0 10	Gilmour's dis 55 to 60 p.c.		Red	0 05 0 06	5th "	5 40
3rd	0 07	Excelsior—Jennings, discount 60 per cent.		Crayon, per gross.	0 10 0 15	6th "	5 90
No. 1 Furniture Varnish	0 65	Jennings' Imitation, list 45, 47½ per cent.		Chisels—Socket, Framing and Firmer.		7th "	6 50
Brown Japan	0 65	Jennings' Gen, net list.		American, dis 70 per cent.		Pilkington's ordinary.	
No. 1 Carriage	1 25	Car.		Canadian, dis. 35 per cent.		1st break	4 30
Elastic Oak	1 25	Gilmour's, 47½ to 50 per cent.		Tanged Firmer per doz.	0 85 4 00	2nd "	4 70
Orange Shellac	2 00	Expansive.		Churns.		3rd "	5 40
White Shellac	2 25	Clark's, 15 per cent.		Amer., dis. 50 p.c. to 60 p.c.		4th "	5 90
Acme Points.		Excelsior, 10 per cent.		Judd's, dis. 20 p.c.		5th "	6 50
Neal's Carriage, discount 40 p.c.	0 02	Ginnet.		Stearns, per doz.	3 00 10 00	6th "	6 90
English Oxide, by the barrel	0 01½	Clark's, per doz	0 65 0 90	Axle, dis. 65 p.c.		7th "	7 70
American Oxide	0 01½	Diamond, Shell "	1 00 1 50	Clips.		Glue.	
No. 1 Venetian Red	1 25	Nail and Spike, per gross	2 25 5 20	Coffee Mills.		American, per lb	0 09½ 0 10½
Acme Decorative, discount 40 p.c.	0 25	Blind Rollers.		Box	3 60 13 00	Canadian "	0 09 0 10
Granite Floor, in tins, 90c, 47½c, 0 25		Mascot	1 25 1 75	Side	3 60 4 00	French Medal "	0 13½ 0 15
Acme Interior Fresco, tins	1 25	Annex	1 35 1 85	Enterprise, No. 0.	1 35	White "	0 16 0 20
Acme Sash, discount, 40 p.c.		Mascot	1 35 1 85	No. 2.	2 70	Glue Pots.	
" Wagon and Imperial, dis 40 p.c.		Blind and Bed Staples.		Compasses, Dividers, etc.		Tinned, each	0 30 0 90
Prepared House	\$0 90 \$1 00	All sizes, per lb.	0 11 0 15	American, dis., 60 to 62 and ½ p.c.		Enamelled "	0 55 1 20
Pemb. Metallic, for barns, roofs, etc., in bbl lots	0 50	Bolts.		Cradles, Grain.		Grindstone Fixtures.	
Acme Empire White Lead, per 100 lbs	5 50	Carriage, dis, 60 and 5 per cent. to 60 per cent.		Canadian, discount 25 p.c.		P. S. & W., per doz	4 25 4 65
Acme Perfection Wood Filler, per 100 lbs	0 80	Tire, dis. 50 to 50 and 10 per cent.		Door Springs.		Hammers—Nail.	
Liquid Fish Glue, per doz.	1 25	Stove, dis., 40 to 45 p.c.		Torrey's Rod, per doz	2 00	Maydole's net list.	
Acme Carriage Top Dressing, \$1 75	per doz 4 00 8 00	Elevator, dis., 35 to 40 p.c.		Coil, per doz.	0 88 1 60	Can. discount 25 to 27½ p.c.	
HARDWARE.		Machine, dis., 60 to 60 and 5 p.c.		English,	2 00 4 00	Tack.	
Ammunition—Cartridges.		Boring Machines.		Draw Knives.		Magnetic, per doz	1 10 1 50
Rim Fire Pistol, dis. 40 per cent. Amer		Complete, with Augers, ea.	5 25 7 00	American, dis. 70.		Canadian, per lb.	0 12½ 0 15
Rim Fire Cartridges, Dom. 50 and 10.		Braces.		Canadian, dis 25 to 35 p.c.		Ball Pean.	
Rim Fire Military, net list. Amer.		Barber's.	6 00 7 75	Drills and Drill Stock—Breast.		English and Can., per lb.	0 25 0 37½
Central Fire Pistol & Rifle, discount 15 p.c., Amer.		Barber's Ratchet	10 00 11 00	Miller Falls, per doz.	16 00 51 50	Handles.	
Central Fire Cartridges, Dom. 30 & 10		Farmers'	2 00 2 75	P. S. & W., dis.		Axe per doz	1 00 3 50
Central Fire Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.		Millar's Falls	15 50 29 00	Morse, dis. 30 to 33½ per cent.		Store door	1 00 1 80
Wads.		Brackets—Shelf.		Standard, dis. 40 to 45 p.c.		Chest, per doz pairs	0 40 2 50
Eley's, per 1,000	\$0 25 \$1 60	Japanned Canadian, per doz. pairs	0 50 3 40	Twist.		Chisel,	
Anvils.		Berlin Bronze Cana'n	0 85 3 20	Elbows—Stove Pipe.		per gross	3 00 4 50
Per lb.	0 10 0 12½	Broilers.		Fawcets.		Socket Firmer "	3 25 8 00
Anvil and Vice combined		Light, dis. 35 to 40 per cent.		Cork Lined, per doz.	0 30 0 60	Socket Framing per gross	3 75 5 00
each.	4 50	Riverside, dis., 65 to 70 per cent.		Wine, per doz.	1 30 2 25	Fork.	
Augers.		Vegetable, per doz.	1 12 2 35	Star,	2 80 3 90	C. & B., discount 30 p.c.	
Gilmour's, discount 50, 50 and 10		Henis, No. 8	6 00	Fenns Corkstops, No 2 p.doz	1 70	Hoe.	
Hollow Stearn's per doz.	13 00 20 00	No. 9	7 00	Petroleum, per doz	4 50 6 50	C. & B., discount 30 p.c.	
Adjustable	5 50 6 50	Butchers' Cleavers.		Files.		Saw.	
Past Hole, Vaughan's, each.	1 35 1 60	From 8 to 12 inch, per doz.	500 40 23	Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10		American, per doz	1 00 1 25
Excelsior, Jennings', discount 50 per cent.		Wrought Brass dis. 60, 60 and 10 per cent.		Barton Smith, dis. 50 & 10 per cent.		Plane.	
Awls.		Cast Iron.		Nicholson's dis., Amer. list, 50, 50 and 5 per cent.		Hammer and Hatchet.	
Sewing, per gross	5 65 1 59	Wrought Steel.		Canadian, dis., Can. list 50 per cent.		Cross Cut Saw.	
Pegging,	0 65 1 25	Fast Joint, dis. 60, 60 & 5pc.		Jowitt's dis., Can. list, 25pc.		Hangers.	
Brad,	0 85 1 60	Loose Pins, " 60, 60 & 5pc.		Horse Rasps, Kearney & Foote's dis Am list, 50 pc.		Door 4 and 5 inch, per pair	0 40 0 80
" handled	3 60 7 30	Berlin Bronzed, dis. 70, 70 and 5 per cent.		Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.		Hatchets.	
Saddlers',	0 45 1 60	Gen Bronzed, per pair.	0 40 0 65	Horse Rasps, Spencer's, dis. Can. list, 33½ p.c.		Can., dis. 37½, 40 p.c.	
Awl Hafts.		Can Openers.		Fluting Machines.		Hinges.	
Patent Peg, per gross	7 50 9 00	Acme, per gross	9 00 10 00	Each	0 60 2 00	Blind, Parker's, dis. 60, 60 and 5 per cent.	
" Sewing,	7 50 9 00	Sardine Scissors, per doz.	3 75 4 50	Hay, Manure, etc, dis. 40 p.c. to 42½ p.c.		Light T and strap, dis 60, 62½ per cent.	
Awl and Tool Sets.		Card.		Freezers, Ice Cream.		Heavy, per lb.	0 51 0 05½
Millar's Falls, per doz	2 80 8 30	Carpet Stretchers.		Perless, discount 45 p.c.		Screw and Strap, per lb.	0 03½ 0 04½
Axes.		American, per doz	1 00 1 50	Gem, dis, 50, 50 & 10 p.c.		Per doz. sets	
Per box	6 00 12 00	Bullards	6 50			" Gate, Clark's	1 13 1 80
Axle Grease.						" Shepherd's	1 50 2 20
Per gross	8 00 15 00					Spring	1 00 1 50
Bath Tubs.						Per doz. pairs	1 50 3 50
Zinc (Revised list) discount 25 per cent.						Hoes.	
Copper, discount, 25 p.c.						Garden, Mortar, etc., discount 40 per cent. to 42½ per cent.	
Bells—Hand.						Planter's per doz	4 00 5 00
Brass, N.P., 60 to 66½, 50 and 10 to 60 p.c., dis.							

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS, - LONDON, ONT.

HEAD QUARTERS FOR

Standard Binder Twine. Best value in the market.
 Pure Paris Green. Tested and found absolutely pure.
 Diamond Harvest Tools. No better goods in the market
 Single, Double Thick and Fancy Glass, Paints, Oils, Varnishes, etc. CLOSEST MARKET PRICES GUARANTEED.

Hooks—Cast Iron		Pencils.		Scale Beams.		Cigar Box Nails, dis. 35 p.c.	
Bird Cage, per doz	0 50 1 10	Dixon's, per gross	1 00 4 25	Canadian, B. S. & M. dis. 40 per cent.		Shoe Finders' Tacks & Nails, dis. 25 p.c.	
Clothes Line, "	0 27 0 63	" Carpenter	2 25 3 60	Scrapers.		Tape Lines.	
Harness, "	0 72 0 88	Picks.		Box, per doz	2 10 4 50	English, ass skin per doz	\$2 75 \$5 50
Hat and Coat, per gross	1 00 3 00	Picture Nails.	6 00 9 00	Foot, "	40 3 50	English Pat. Leather	5 50 9 75
Chandelier, per doz	0 50 1 13	Porcelain Head, p. gross	1 65 3 00	Screens.		Chesterman's, each	0 90 2 85
Wrought Iron.		Brass Head, "	40 1 00	Screw Drivers.		" steel, each.	0 80 8 00
Wrought Hooks and Staples, Can.		Planes.		Window, patent, per doz	6 00 7 50	Thermometers.	
dis. 17, 20 p.c.		Wood, bench, Canadian, or American		Sargent's, per doz	65 4 00	Tin case & dairy, dis. 75 p.c.	
Wrought Hooks and Staples, Amer		dis. 50.		Screws.		Ties.	
dis. 75 to 75 and 10 per cent.		Wood, fancy Canadian, or American		Wood, flat head iron, dis. 47 1/2 per cent.		Cow, per doz	1 25 2 50
Wire.		dis. 35, 37 1/2 per cent.		Wood, round head iron, dis. 42 1/2 per cent.		Tinner's Shears and Snips	
Hat and Coat, dis. 35, 40 p.c.		Bailey's (Stan R. & L. Co.) 33 1/2 to 35		Wood, flat and r. and head, brass,		P. S. & W., 10 p.c. advance on American	
Belt, per 1,000	0 60 2 70	per cent.		dis. 25 p.c.		list.	
Screw, bright, Eng., dis. 40, 5, 45 per		Miscellaneous, dis. 10 to 12 1/2 per cent.		Bench, wood, per doz	3 25 4 00	Tinware.	
cent.		Bailey's Victor, dis. 10 to 12 1/2 per cent.		Bench iron per doz	4 25 5 75	Stamped, dis. Assn list, 70, and 12 1/2 per	
Horse Nails.		Plane Irons.		Scythes.		cent.	
Canadian, dis. 50.		English, per doz	2 00 5 00	Scythe Snaths.		Japanned, dis. Prices on application	
Ice Picks.		Pliers and Nippers.		Canadian, dis. 33 1/2 to 35 p.c.		Pieced, dis.	
Star, per doz	3 00 3 25	Button's Genuine, per doz. prs. dis		Shears.		Transom Lifters.	
Kettles.		37 1/2, 40 p.c.		B. & W., japanned, dis. 75 per cent.		Payson's, dis. 25 per cent.	
Brass spun per lb	0 25 0 30	Button's Imitation, per		B. & W. N. P., dis. 65 p.c.		Traps.	
Copper, "	0 40 0 45	doz.	7 40 10 25	Seymour's dis. 60 p. cent.		Game, Newhouse, dis. 17 1/2, 20 per cent.	
Enamelled Can. 50 p.c.		German, per doz	60 2 60	Ætna, dis. 75 @ to 75 and 10 per cent.		Game, H. & N., or P. S. & W., discount 57 1/2	
American, 50 and 10, 60 and 5 per cent		Plumbs and Levels		Sheaves.		to 62 1/2 p.c.	
Keys.		S. R. & L. Co., dis. 65 p.c.		Sliding Door, per set	77 1 40	Mouse, per doz	0 35 1 50
Lock, Can, dis. 50 p.c.		Poppers.		Shot.		Rat	2 00 4 50
Cabinet, Trunk, and Pad-		Corn, square, per doz	1 35 2 00	Canadian, dis. 7 1/2 per c.		Trowels.	
lock, Am. per gross	1 60 4 75	Pruning Shears.	4 00 5 50	Shovels and Spades		Disston's, discount 10 p.c.	
Knobs.		Pulleys.		Canadian, dis. 37 1/2 to 40 per cent.		German, per doz	4 75 9 00
Door, japanned, and N.P., Can. list		Hothouse, per doz	55 1 00	Sieves.		Brade's	7 00 10 50
dis. 50 p.c.		Axle	22 33	Wood Rim, black, p. doz	1 15 1 35	S. & D., discount 35 p.c.	
Bronze, Berlin, per doz	2 75 3 25	Screw	27 1 00	" tinned, "	1 35 1 60	Triers.	
Bronze, Gem, "	6 00 9 00	Awning	35 2 50	Tin Rim, "	2 30 2 45	Butter, per doz	6 25 9 00
Lava, "	8 75 10 00	Pumps.		" black, "	1 80 2 25	Trucks.	
Shutter, porcelain, F. &		Rumsey, Cistern & Pitcher Spout,		Snap.		Twines.	
L. screw, per gross	\$1 30 4 00	55, 60 per c.		Harness, German, p. gro.	2 00 5 50	Bag, per lb	0 12 1/2 0 20
Ladles.		Saddler's, per doz	1 00 1 85	Acme, "	3 00 5 00	Wrapp'g, mott'd, pr. pack.	0 50 0 60
Melting, per doz	1 70 4 50	Conductors' "	9 00 15 00	Lock, Andrew's	4 50 11 50	" cotton, per lb	0 18 0 20
Lemon Squeezers.		Tinner's solid, per set	72	Soldering Irons.		Matress, per lb	0 33 0 45
Porcelain lined, per doz	2 20 5 60	hollow, per inch	1 00	Per lb	0 30 0 32	Staging	0 27 0 35
Galvanized, "	1 87 3 85	Putty.		Wrought Spikes.		Broom	0 30 0 55
King, wood, "	2 75 2 90	Bladder, per 100 lbs	2 00 2 25	Discount, net list.		Binding, flax, per lb	0 27 0 35
" glass	4 00 4 50	Tins, lbs	2 50 2 75	Spoke Shaves.		" jute	0 30 0 55
All glass, "	1 20 1 30	Rail.		Wood, English	1 80 5 00	Vises.	
Lines.		Barn Door, per foot	3 3 1/2	Iron, American	1 35 2 35	Hand, per doz	4 00 6 00
Fish, per gross	1 05 2 50	Sliding Door, "	3 1/2 3 1/2	Spoons and Forks.		Bench, parallel, each	2 00 4 50
Chalk, "	1 90 7 40	Rakes.		Sheffield Sterling.		Coach, each	6 00 7 00
Locks—Door.		Cast Steel and Malleable, Canadian		Tea Spoons, per gross	7 50 12 00	Peter Wright's, per lb	0 12 0 13 1/2
Canadian, dis. per cent	50	list dis. 40 to 42 1/2 per cent.		Dessert " "	21 00	Pipe, each	5 50 9 00
Russell & Erwin, per doz	2 90 7 50	Razors.		Table " "	30 00 30 00	Saw, per doz	6 50 13 00
Cabinet.		Boker's, per doz	7 50 11 00	Dessert Forks, "	24 00	Washer Cutters.	
Eagle, dis. per cent	33 1/2	Wade & Butcher's	3 60 10 00	Medium " "	27 00	Per doz	4 00 8 50
Padlock.		Currier's, per doz	1 25 3 60	Table " "	36 00	Well Wheels.	
English and Am. per doz	50 6 00	Rivets and Burrs.		Squares.		Amer. per doz, 8, 10 & 12 in.	3 38 6 00
Scandinavian, "	1 00 2 40	Copper Rivets, dis. 45 to 47 1/2 p.c.		Iron, per doz	1 65 2 90	Wire.	
Eagle, dis. per cent	15 1 17 1/2	Iron " 40 per cent.		Steel, dis. 75 p.c.		Market, bright and annealed, Nos. 1	
Mallets.		Burrs, Iron, 30, 33 1/2 per c.		Try and bevel, dis. 50 to 52 1/2 per cent.		to 16, 10 per cent. advance on list	
Tinsmiths', per doz	1 25 1 50	Rivet Sets.		Staples.		from stock. From factory 5 per	
Carp'trs', hickory	1 25 3 75	Canadian, dis. 30, 35 per c.		Fence, galvanized, per lb	5 5 1/2	cent advance.	
Lignum Vitæ, "	3 85 5 00	Sisal, per lb	12 12 1/2	Wrought Iron, dis. 75, 75 and 10 per		Market, oiled, coppered, 10 p.c. ad-	
Caulking, each	1 60 2 00	Manilla, " No. 1	14 15	cent.		vance. From factory 5 per cent.	
Mattocks.		" No. 2	13 1/2	Stocks and Dies, Amer. dis. 25 per		advance.	
Canadian, per doz	8 50 10 00	Cotton, "	22 25	cent.		Market, tinned, per lb	0 04 1/2 0 08
Meat Cutter.		Deep Sea, "	15 16	Stone.		Galvanized Fence, 10 per cent. ad-	
Enterprise, dis. per cent	20 25	Rules.		Washita, per lb	0 15 50	vance on list.	
Dixon's, each	1 60 2 00	Boxwood, dis. 75 & 10 & 5 80 per cent.		Hindostan, per lb	0 06	Tinned Broom, from 19 to	
Woodruff's, "	1 10 1 70	Ivory, dis. 40, 40 & 5 per cent.		Slips, per lb	9	22 gauge, per lb	0 06 0 06 1/2
Hale's, "	1 05 1 50	Sad Irons.		Labrador, per lb	0 13	Malin's Wire on spools, dis. 30 to 45	
Hume, "	13 00 16 00	Mrs. Potts, per set	0 95	" Axe, "	0 15	per cent	
Mincing Knives.		N. P.	1 25	Turkey " "	0 50	Clothes Line, galv., p. 100ft	0 25 0 55
American, per doz	42 2 35	Sand and Emery Paper.		Arkansas " "	1 50	Barbed Wire.	
Molasses Gates.		Emery, per quire	55 90	Water of-Ayr " "	0 10	Galv. steel barb fencing	
Stebbin's Patent, dis. per cent, 65 to		Sash Cord.		Scythe, per gross	3 50 5 00	"Lock Barb," 4 point	0 5 1/2 0 05 1/2
70 per cent.		Triumph and Morris, dis. 37 1/2, 40 per		Grind, per ton	15 00 18 00	Ditto Glidden 2 point	0 05 1/2 0 06
Nails.		cent.		Stove Polish.		Galv. Ste'l, plain twist	0 05
Cut, 3 inch and upwards		Kempshall's dis. 40, 62 1/2 per cent.		Per gross	1 1 1/2 7 50	Galvanized Barb, "Ly-	
per keg	2 75	Canadian, dis. 45, 50 p.c.		M. L. S., per gross	2 50	man," 2 to 4 points	0 05 1/2 0 06
Brads & Moulding Nails, discount 55		Wash Weights.		Nicholson's, per doz	1 00 1 25	Terms, 60 days or 2 per cent off for	
per cent.		Sectional, per lb	2 1/2 3 00	Tacks, Brads, etc.		cash—10 days.	
Wire Nails, 60 per cent.		Sausage Stuffers.	1 00 3 00	Cut, Carpet, gimble, dis. 35 p.c.		Wire Cloth.	
German & American	1 85 3 50	Saws.		" tinned, dis. 45 p.c.		Ordinary, discount 25 p.c.	
Nail Sets.		Hand, Disston's, dis. 10 to 12 1/2 p.c.		Swedes' iron, blue or tinned, dis. 42 1/2 p.c.		Painted Screen, p. 100 sq ft	2 25 2 35
Square, round and octa-		S. & D., dis. 35 to 40 per cent.		Upholsterers' dis. 42 1/2 p.c.		Wrenches.	
gon	3 38 4 00	Cross-Cut, Disston's, per ft. 35, 47.		Copper Tacks and Nails, dis. 35 p.c.		Agricultural, dis. 70, 70 & 10 per cent	
Diamond	12 00 15 00	S. & D., dis. 25 to 35 per cent.		Trunk and Clout Nails, " 40 p.c.		Standard, dis. 60, 60 & 10 p.c.	
Oil.		Hack, complete, each	1 75 2 75	atent Brads, dis. 40 p.c.		Coe's Gen'l, dis. 40, 45 p.c.	
Canada Refined Oil (Toronto)	0 14 1/2	" frames only	75	Finishing Nails, dis. 35 p.c.		Diamond, dis. 33 1/2, 35 p.c.	
Carbon Safety "	0 17 1/2	Saw Sets.				Tower's Engineer, each	2 00 3 00
Canada W.W. "	0 20	Per doz	1 65 9 00			" S., per doz	5 80 7 50
American W.W. "	0 25	Scales.				G. & K.'s Pipe	6 00
Castor " per lb	0 11 1/2 0 12	Canadian List, dis. 40 p.c.				Burrell's " each	3 40
S. R. Seal " per gal	0 63 0 65					Pocket, per doz	1 25 2 00
Oilers.						Wringers.	
McClary's Galvan. Iron						Each	3 50 5 00
Oil Can, with Pump,							
per doz	19 50						
Zinc and Tin, dis. 50, 50 and 10.							
Copper, per doz	1 25 3 50						
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Galvanized, per doz	2 00 3 50						

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Color Works,

Ingersoll,

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Neal's Carriage

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In addition to the above we have other popular specialties, and also manufacture a **FULL GENERAL LINE OF PAINTS**, including Dry Colors, also **VARNISHES**.

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PALE IN COLOR.

Sold at about Half the Price of Linseed Oil and answers the same purpose.

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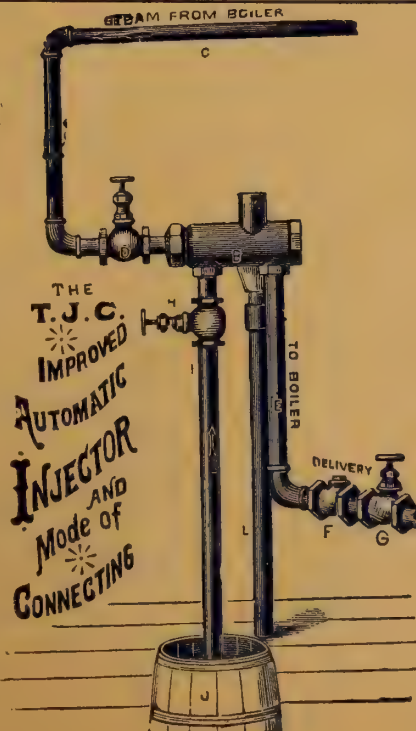
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Range, 25 to 150 lbs., and is the only Automatic Injector in the world that can be operated by opening one valve, and that the overflow. Can have a pipe connected to conduct the overflow to tank or sewer. The only Injector having a Signal Valve to show when the Injector is working; all other boiler feeders not having this cannot be connected to return the overflow to tank or sewer.

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7½	\$ 4 50	4 to 8
8¾	6 00	8 to 12
10	7 00	12 to 16
12½	9 00	16 to 28
15	10 50	28 to 40
17½	14 00	40 to 57
20	15 00	57 to 72
22½	21 00	72 to 93
25	22 50	93 to 120
30	27 00	120 to 160
35	30 00	160 to 220
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45	38 00	290 to 308

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MANUFACTURERS OF
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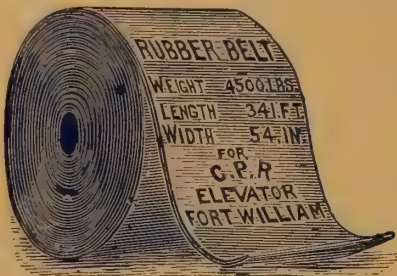


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Our Rubber Belting is Unequalled in America

All kinds of Rubber Packings. Rubber Engine, Hydrant, Suction, Steam, Brewers' and Fire Hose.
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Our Garden Hose is the Best in the Market.

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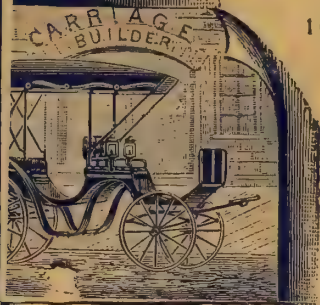
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27 Front Street East, TORONTO.

JUNE 14, 1890

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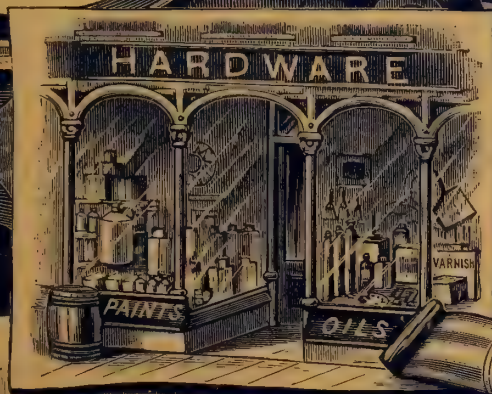
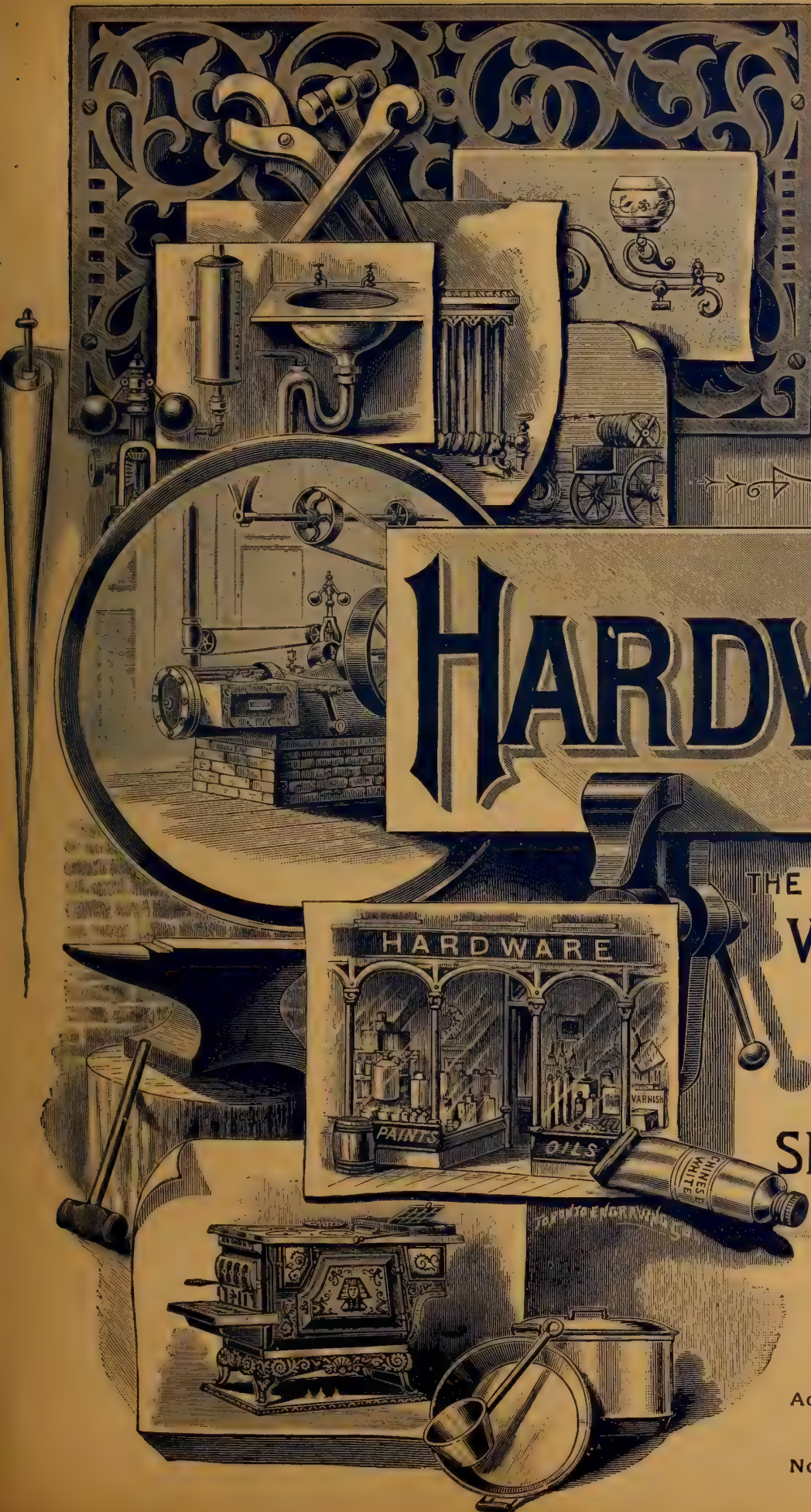
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MANUFACTURERS OF

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2 and 4-point.

Galvanized Steel Plain Twist, 2 & 3 Strand.
Galvanized Steel Staples

Write for Quotations.
Letter Orders Promptly Executed.

TELEPHONE 763.

A. J. SOMERVILLE
PRESIDENT AND MANAGER.

CIRCULAR AND PAMPHLET ADVERTISING.

A CANADIAN correspondent, in debating the question of pamphlet advertising in *PRINTERS' INK* a few weeks ago, made the assertion that pamphlets, even though properly addressed, frequently did not reach their destination, but remained piled up in the corners of the country post-offices until they were old enough to sell to the paper mills. This letter came under the notice of the Postmaster General, who considered it a slur upon the postal system and directed the District Inspector to call upon the writer and either clear the Department of the odium or remedy the evil if it was actually found to exist. *PRINTERS' INK* correspondent now writes: "I proved to the gentleman's satisfaction that the evil was genuine, but not confined to Canadian post-offices, as the same thing was going on just as regularly in Uncle Sam's domain, and I showed him also that it could not be remedied. The emoluments of country postmasters are not sufficient to enable them to have suitably arranged offices, extra clerks, full complement of letter and newspaper boxes, etc., which would be needed for the proper distribution of the flood of books, pamphlets, calendars, almanacs and sample papers which continually pours into every post-office."—*Printers' Ink*.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 6 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street.

Vol. 2.

TORONTO AND MONTREAL, JUNE 14, 1890

No. 24

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. Hugh C. McLean, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

Changes in advertisements and new advertisements must reach this office not later than Thursday morning of each week.

CONTRIBUTIONS WANTED.

For the purpose of inducing members of the trade who are possessed of special information, which would be of benefit to the trade generally, the publishers of "Hardware" will pay a fair price for such articles. Address "Hardware," Toronto.

THE ELIMINATION OF THE RETAILER.

RAPID CITY, Man., June 4th, 1890.

To the Publishers of HARDWARE, Toronto,

GENTLEMEN,—I would say that the subject of manufacturers and wholesale houses, if you might call them wholesale, selling to consumers, or in other words retailing to persons wherever they can get a chance after they have sold all the goods they can to the trade, is a matter that has been in my mind for some time to write to you about. I am very glad to see that you have taken the subject up, and that the trade are also expressing their opinions so freely upon it. Now the remedy that I have been following for those houses that I find will sell to consumers, is, not to buy a cent's worth from their travellers when they come around or ket from the house they represent. I think that if the trade generally will only adopt the same plan it will very soon effect a cure, and as soon as the wholesale houses find that the retailers will not buy from them, and that they have only the retailing sales to make, they will soon learn that the retailing sales are not enough to keep their men on the road. The idea that Mr. Irwin Rusk suggests may have a very good effect, the retailers forming an association, and any wholesale houses selling to consumers, should have their names published in a black book, so that the trade might know them. I could give you a few cases similar to the one Mr. Rusk referred to in your number of May 17th, last. I am sorry to be able to say that such an illegitimate manner of doing business is not confined to the paint trade, but has been

commonly practised by the so called wholesale hardware houses in Winnipeg.

I am yours truly,

JAMES WHITE.

The letter of Mr. White shows that an occasional predatory descent upon the trade of retailers, is not an uncommon diversion of the paint manufacturers and wholesale hardware men of the West. There as here, the retailer may sow, but the wholesaler will at least help to reap. The uprooting of local trade, having got established in eastern practice, might be looked for soon to make its way into the methods of the newer parts of the country. The example of our older province, and the desire to lay hold of a consumers' demand which had less retail cultivation than Ontario's has had, are likely the causes. The practice of selling directly to consumers might have been defended on the specious plea that there were not retailers enough to provide the consumers at the outset in Manitoba, and that, therefore, a direct trade with the latter was forced on wholesalers. This might answer to palliate the beginning of such a trade, but it would not serve to justify the present continuance of it. Such a plea would serve no purpose in this province.

The practice, therefore, exists in Ontario and continues in Manitoba, solely because there is in these provinces, a body of manufacturers and wholesalers whose reliance upon the energy of their untutored greed makes them lose sight of the value of business discipline and business diplomacy. An able manager of a dignified concern would not countenance such courting of consumers' trade as is countenanced to-day. He would see that the evil must recoil upon his own business. He becomes a competitor of retail dealers, and must expect at least as little quarter at their hands as their legitimate competitors receive. They will not aid his business any more than they will that of a resident rival. They will not buy from him, and will drive him to cultivate a consumers' trade, not from choice, but necessity. He will be driven to discover that there is a material as well as a moral advantage in the admonition, "Hasten not to be rich."

Instead of working to evict the retailer from his trade holding, wholesalers would

do well to co-operate to support him. He is locally known. He has made it a business principle to become respected. He can, therefore, make more trade than a stranger can. He is there all the time, selling from one year's end to the other, and has a better opportunity to foster business. It is plain to any reasoning man that the aggregate of sales made by a body of such men all over the country must be far larger than the aggregate made by a body of itinerants. A condition against the exclusively itinerant trade is the lower prices that a resident dealer can sell at. And, how much greater is the security which a body of retailers affords, who are the mediators on whom the stress of credit-giving falls, and who protest the wholesaler from the wreck which a direct consumers' trade would bring upon him!

Retailers will survive. Economy is on their side. But they must be true to their business. They are disloyal to its best interests, they are recreant to their own duty, if they do not vigorously set themselves against the peripatetic trade with consumers.

HARVEST SPECIALTIES.

The time of laying in stock in anticipation of the harvest demand, suggests the idea that more of the money spent on farm implements might as well go through the hands of hardwaremen. Hardware dealers already handle all the harvest staples, as scythes, rakes, forks, snaths, cradles, binding gloves, barley forks, in fact all the hand tools that are used in the taking off of a crop. But a line of harvest implements that retailers seem to leave alone with one consent, is that which involves horse-power. There are good reasons no doubt for this. Horse implements are cumbrous and require large store room. They are costly, and there is strong competition among makers. Further, the introduction of them requires special knowledge, and involves the frequent leaving of one's place of business. There are doubtless other causes which are persuasive with the retailer to leave heavy implements alone, and to content himself with trade in attachments and accessories, as reaper teeth and binding twine.

But there is a line of trade which the dealer might select from the horse-implements,

and make some money out of. They are not the heavy staples, but the specialties of the harvest trade. Hay-forks, for example, are portable and simple. They take up but little room, and, moreover, room for one is all that is wanted. The dealer can obtain from manufacturers a specimen fork to sell from, and by means of it, he can work up an order trade. The profit on such articles is liberal, and the hardware man is more likely to make sales of them than is an agent, who is received with very general coldness, and makes sales rather in spite of than on account of his persistence. In the ordinary way of trade there would be quite as much buying, since there are many occasions of errand to the hardware store that will bring trader and consumer into contact. We speak of the hay-fork in a typical sense. There are other specialties that are equally adaptable to the hardware trade. They should be looked out for and secured in time to take orders for the coming demand.

It would injure rather than improve business to undertake to introduce any thing but the best of its class. Where an article has been placed it should always be productive of further trade with the seller of it. It should be serviceable and in all respects satisfactory. Then it will increase the confidence of the buyer, and will promote the business of the seller. But poor articles have an opposite effect. The selling of one of them is not an advance but a retreat. When the worthlessness or inferiority is discovered, there is ill-feeling, and the buyer will go elsewhere for the supply of his wants. Therefore, only reputable specialties should be kept.

COUNTERMANDING ORDERS.

During a number of years past there has been the gradual development of a pernicious practice which introduces a troublesome uncertainty in the business of many manufacturers. Under the animated competition which has probably become a permanent feature of the trade manufacturers have permitted their customers to enter orders for future delivery with an understanding, expressed or implied, that the purchaser may countermand such orders if the condition of his business or the state of the market makes it undesirable for him to take the goods. It has also become almost a matter of course with many manufacturers to give an intimation to their customers, and especially those whose good will and business they are particularly desirous of retaining, whenever an advance in prices is anticipated, permitting them to enter at the old prices orders which are often unspecified and decidedly elastic. To such an extent has this practice been carried that many buyers assume that such an opportunity will thus be given them to place their orders in anticipation of advances, and are disposed to count it a grievance if the manufacturers are thoughtless enough to permit the ad-

vances to go into effect without having given such intimation. It is also a well-known fact that some manufacturers' agents have done much to develop and extend this mischievous practice, as when they ascertain that an advance is likely to be made advices of such an advance are immediately telegraphed to prominent buyers, to the effect that their orders have been entered for the line of goods on which the advance is to take place. Under these circumstances it is, of course, optional with the person whose order is entered whether or not he will be bound by the order, and this is a question which he will determine according to the exigencies of his business and the state of the market. If the goods advance and the advance is maintained he is very glad to have the order filled; but if the advance does not materialize, or turns out to be fictitious or temporary, it is quite natural for him to cancel the order.

This practice is obviously to the detriment of the manufacturers' interests, and an effort should be made to do away with it. It is one-sided, unbusinesslike and mischievous. Buyers should not be advised in regard to intended advances with any such freedom or to any such extent as is the rule at present, and if orders are placed the buyers should be held to their contracts, and should take the goods whatever may be the course of the market. When this becomes the practice of the trade the position of the manufacturers will be greatly improved, and one of the most disturbing features of the market will be removed. The matter is in the manufacturers' hands. If they have sufficient resolution to insist that the order duly placed and accepted shall be held binding on both parties the difficulty under discussion will be obviated. The importance of the subject deserves immediate and careful attention.—Iron Age.

WHY SOME RETAIL MERCHANTS FAIL.

The failing of many retail merchants is that they are not the students that they ought to be. They fail to grasp the details of their business. They open their doors, hang out their signs, and think that all they have to do is to wait for people to come in, listen to their wants and supply them over the counters. Every time a merchant allows himself to hold that opinion he commits an error. He should study his business. The doctor keeps up with the times. He subscribes for the medical journals, and he makes it his business to read them carefully. The details of every operation is studied with a scrutinizing care. He is on the alert for any new suggestion that may present itself in the statements before him. The builder peruses his architectural journal with the closest interest. It is the merchant who alone of all business men neglects this important matter. Many country merchants, and city merchants, too, take a trade paper, but they glance at the contents in a perfunctory manner; they do not read it in the full sense of the word, they are not keeping posted on the changes in the markets, the styles or brands.

tory manner; they do not read it in the full sense of the word, they are not keeping posted on the changes in the markets, the styles or brands.

It is unfortunate that this is so. The merchant should endeavor to mend his way in this respect. There is much that will be instructive to him in his trade paper, and that will save him money if the counsel is heeded. There is no more important part of the paper than the advertisements. They contain the latest information to the trade. By a failure to read them the merchant may have lost a suggestion that would have brought him profit. Every merchant should make it his business to subscribe for a trade paper and read it carefully.—Minneapolis Commercial Bulletin.

THE INCOMPETENT TRADER.

The recent repetition, by Gen. B. F. Butler in a letter recently written to the press, of the old story as to the vicissitudes of trade as compared with other occupations, accompanied by the statement that only about 10 per cent. of business men are successful, has been widely discussed in trade journals. Statistics of the leading mercantile agencies, however, which are now kept with considerable care, show that the above long standing opinion is without foundation, and that although success in trade is perhaps as uncertain as in any other vocation in life, the ratio of mercantile firms that fail is only about one per cent. annually. The partnership changes however, show a greater percentage, the average duration of a mercantile house, it is estimated, covering a period of only four or five years. The various changes incident to business experience greatly exceed in number the cases of bankruptcy. It is the opinion of some experienced observers that as many men retire from trade with a competency as fail in their commercial undertakings. There is much doubt on this point, but that, as above stated, the returns from business pursuits are more certain than is generally supposed seems well established.

In connection with the subject previously discussed, reference to the list on first page of the causes to which are attributed the seventy-three failures which occurred on the Pacific coast last month is of much interest. Of the total number reported only nine, three from excessive competition and six from unfavorable circumstances can properly be ascribed to legitimate causes. To incompetence and inadequate capital over 40 per cent. of the total is due, the first named cause being credited with twenty two failures. The incompetent storekeeper is without doubt the cause of more pecuniary loss to the wholesale merchant, and a greater source of unfair competition to the experienced, well established retail merchant, than even rivals of less honest intentions but of better judgment. The mechanic who botches his work soon finds himself without employment, but the incompetent trader seems never to realize his incompetency; but so long as, by hook or crook, he can secure goods on credit, goes on from year to year with disaster always following close upon his heels.—S. F. Grocer and Country Merchant.


CAVERHILL, LEARMONT & CO'Y,

"Gem" Ice-Cream Freezers

TWO TO FOURTEEN QUARTS.

"Crown" Ice-Cream Freezers

EIGHTEEN TO THIRTY-TWO QUARTS.

 Write for Prices, as we
are Headquarters.

MONTREAL.

WARRANTED GOODS.

Our attention has recently been called to the question of warranted goods. We are asked whether there is now any strong reason for manufacturers continuing the custom of replacing a defective article. This is a practice handed down from a former generation, and is probably one of those peculiar time-honored institutions which it will be hard to overthrow. It is a relic of those ancient days when every workman took such pride in his task that to engrave his name on his work was to erect an enduring monument of his skill and honesty. One can imagine with what confidence a workman of that class would hand a tool to a customer and tell him that if it ever failed to give satisfaction in any respect to bring it back and get a new one. The warranty was as much a feature of such a sale as the sale itself. It was not a bad custom either in the infancy of our manufactures, and when it was necessary for domestic makers to compete with famous houses across the Atlantic, to have domestic edge tools warranted, so that the purchaser would risk nothing in his hazardous experiment of buying an unknown make of saw or chisel or hatchet, or what not. The volume of business was lighter in those days, with our sparse population and our limited development, and when warranted goods were returned the time of the merchant who was called on to make the exchange was not severely taxed. The custom of warranty in those days probably accomplished a very useful purpose and was a most capital feature in pushing trade in new articles. But such reasons as then existed for warranting goods have wholly passed away. We are living and transacting business in a new era. Our manufacturers now have a reputation which needs no such bolstering. In the case of the old established makers the custom is probably continued because it is hard to drop an old habit, while new fledged manufactures are forced to adopt it because it is the custom of the trade. Price and quality are the two factors which now govern commercial transactions. Those who want cheap goods merely care nothing for a

warranty and do not look for it. When quality is sought for there are other considerations that will govern a choice apart from a warranty. It has grown to be an annoying feature of modern trade, especially in the case of the large wholesale houses. The shipment of a single tool, the correspondence, the receipt of the exchanged tool, the transmission to the retail merchant and the correspondence in his case are all consumers of time and interferences with the harmonious dispatch of heavy trade. Our population is now too great, the volume of business transacted is too large, our manufacturers are too well known to continue this ancient custom of warranty. Quality should be made a sufficient test, and the manufacturer who pays strict attention to keeping up quality should have no need of attaching a warranty to every tool.—Iron Age.

HOBBIES.

A statement made by a wise man is that "Every honest man has a hobby." The man in question did not use these precise words, but they amount to the same in substance.

A man who is always tinkering around, making something or other in the mechanical line, is never found spending his leisure hours in a gin mill or saloon. The young man whose hobby is study will be found at his books as soon as his days work is done and supper is swallowed.

The chap who has "music on the brain" will be puffing or scraping his instrument early and late, until his friends almost wish he would quit his hobby and relegate himself to the rum shop.

Many young men ride a mechanical hobby, and are often building experimental machines, and making "young" steam engines. To such men, electricity possesses a most enticing field. There is no end to the directions in which thought may be profitably turned in connection with electricity. Well developed as it is, electricity is as yet an almost unknown thing, which will require lifetimes of study to reduce to the full understanding of all. Electricity is the future power of the world, as it has always been its

life, although unknown and uncomprehended for ages.

That a young man will waste hours and days of his life in doing worse than nothing, when he has such a field before him, is scarcely to be comprehended, but it is a disgraceful fact. Let the young men awake to the idea that the advance of the world depends upon them personally; that the years to come may be better or worse as they choose to study or to be idle, and it seems as though they would quit beer drinking, dice shaking and card shuffling instantly to avail themselves of the privileges before them.

A man may be about what he makes himself nowadays, and if he chooses to become a sot, the way is open; if he chooses to become a power in the land, he can do so by going to work in that direction and keeping at it.—American Cultivator.

CANADIAN MINES.

Dr. Lehner, St. Paul mining expert, visited Port Arthur last week. It is said that he was there in connection with the Queen property, which was floated in London as the Lake Superior Queen Mining Company, capital £175,000, of which £155,000 go to the vendors and promoters and £20,000 for working capital. Very little work has been done on this location and opinions vary as to the value.

S. J. Dawson, M. P. for Algoma, is at the same town with two mining experts to report on the silver property near Whitefish lake. The Palisades prospect has been sold for \$10,000 to some Milwaukee capitalists, who propose proceeding with the development of work forthwith. It is rumored that the Porcupine mine, which has a remarkable showing of silver, has either been sold or will be shortly. These and others prospective deals show what an interest is being taken by foreign capitalists in mining in the Thunder Bay district.

Rivalry, open, fair, good natured and enterprising, is the life of business.

Master the whole business and the way to fortune has been mapped out.

Every line of goods embodies a history and a science worth years of study to understand.

PARIS

Our first two instalments have been delivered in splendid condition. We have fortnightly supplies coming forward, and hope

to be entrusted with many orders that have not yet been received.

BEWARE OF OFF SHADE Paris Green, so called. We tested a sample of such last season, it was American, and found it to

contain 32 p.c. Barytes. BEWARE OF WET Paris Green, which though but slightly damp, saves the maker 2 cents per pound. When you buy Paris Green see that you get it. Permit us to recommend our 1 pound round cardboard packets. This very poisonous article should not be exposed for sale in open drums. To induce the introduction of packets, we offer 1 or 2 lbs. at 1 cent per lb. extra, instead of 2 cents as heretofore. IN PRICE, we are competitors as well as in quality.

GREEN

Manufactured by our Glasgow House.

FERGUSON, ALEXANDER & CO., - MONTREAL.



Mills' tin shop, Brooklin, was overturned by Thursday's storm.

A seizure of 30 tons of wrought iron is reported from Fort Erie. Undervaluation is alleged.

The Spokesman says buckboards are all the rage just now. Most of them are varnished in the white.

Mr. James White of Rapid City, Man., has added a lumber yard to his general hardware, stoves and tinware business.

The Bank of Spain building, in Madrid, is to be heated with hot water, and the work will require 12 miles of pipe, 119 coil cases and 21 large boilers.

The tenders are now in for the contract of heating and plumbing the Sick Children's Hospital on College St., Toronto. The award has not yet been made.

A joint stock company for the manufacture of water works pipe will be formed in St. Thomas. The promoters are : Messrs. Joseph Lea, Joseph Mickleborough and J. J. Blackmoore.

Messrs. Chase & Boulais, St. Albert, Alberta, N. W. S., are about starting in the hardware business, and are corresponding with the wholesale trade. They propose laying in a \$3000 stock.

The Sanitary Plumber says :—Two employes of a Philadelphia gas company went to look for leaks in an office building. Of course they knew it all and took a naked light. One of them is in the hospital and the building was damaged \$1,000 worth.

On Monday, Mr. D. J. McCurdy, foreman of the Metallic Roofing Co., of Canada, was presented, on the occasion of his approach-

ing marriage, with a valuable silver water service by the firm and employes, as a token of esteem. The presentation was accompanied by a suitably worded address.

The gas stove trade is growing through a thriving infancy in this country. The McClary M'fg Co., London, are putting in a great number of them this season. They have received recent orders from Quebec, Kingston and Brockville gas companies. They make a full sized range and stoves of one, two, and three burners, as well as a portable stand.

The Toronto City Council has at last done what has been earnestly and frequently urged by HARDWARE to do, it has appointed an extra plumbing inspector. There are now three inspectors, and they will be overworked men if they conscientiously examine all the work that will be done. The appointee is Mr. O'Neil, a former master plumber of this city. He takes the part of the city lying west of Crawford St.

The voting on the foundry by-law, under which Mr. William Brown, of Christie, Brown & Co., Toronto, would have taken over the agricultural foundry in Whitby for a part of the \$10,000 loan granted Robert Patterson, took place on Monday. There were 188 votes polled for and 100 against the proposition, or not quite the requisite two-fifths of the number on the voters' list, unless there are enough names of dead men to balance the account.

The ladies' parlor of the McClary Club room, London, was the scene of an interesting event on Thursday evening, of last week the occasion being the presentation of a handsome tea service to Mrs. H. Donald, who has been assisting Mrs. Howard in the management of the ladies' department. The presentation was made by Major Gartshore, president of the club. Mrs. Donald made a neat reply, hoping the club would continue to flourish and thanking them for this mark

of their appreciation. The rest of the evening was spent in singing, recitations, etc., everybody enjoying the programme heartily.

A silver and lead mine on Lake Temiscamingue has come into the possession of Mr. Thomas Wallace of New York, of Wallace telephone fame, and friends of the new proprietor are going to work to develop the property. They have a large staff of men at work under the directions of skilled mineralogists, are putting up new buildings and preparing for extensive operations. A large amount of new machinery has been purchased and shipped to the mine.

Messrs. Booth & Son, wholesale dealers in plumbers' supplies, copper goods, etc., report business active, notwithstanding the long dulness in the plumbing trade occasioned by the strike of the building mechanics and laborers. Their local business is but a small part of their trade. They are filling orders from all parts of the Dominion. They are now engaged putting in the copper work of the Walkerville Brewing Co's new building; of the building put up by the Canadian Brewing Co., at Montreal; and of a large addition that has recently been made to the Winnipeg Brewery.

The mysterious plate-glass vandal of St. Catharines, has been at his old trick again. He visited the unscratched area in the west end of St. Paul street and disfigured the show windows of the following stores :—Seacords, Douglas' old stand, Harris' old stand, Lindsay's old stand, two windows of the Mammoth, Wolverton and Brick's barber shop, Greenwood's drug store and Bixby's book store. The Star newspaper office windows on Ontario street, a short distance from the scene of the scoundrel's depredations, are scratched and cut in a dozen places, and the names of the proprietors of that institution are cut on the plate glass window of a vacant store on St. Paul street. Messrs. McLaren & Co., verbally offer a reward of \$100 in addition to the merchants' reward for the capture of the scoundrel.

H. S. HOWLAND, Sons & Co.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

BINDER CORD.

RED CAP.

PURE MANILLA AND MIXED.

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, etc.

A. J. WHIMBEY, Manager.

"Sheffield Sterling" Spoons and Forks.

Best Known Substitute
for Sterling Silver.

Harder, and resists acids better than any so-called
Nickel goods. See quotations on last page.

A. C. Anderson & Co., 16 Wellington St., Toronto, Sole Wholesale Agents for Canada.

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Solicitors of Patents and Experts.

Canadian Bank of Commerce Building (2nd floor),

TORONTO

THE

MANUFACTURERS' LIFE INSURANCE COMPANY

AND THE

Manufacturers' Accident Insurance Company.

HEAD OFFICE : Yonge Street, Trader's Bank Chambers, Toronto.

Authorized Capital, \$2,000,000 and \$1,000,000 respectively.

Most Liberal and Varied Forms of Life or Accident Policies Issued. Life Policies
incontestible on any grounds whatever after three years.

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WM. BELL, Esq., Organ Manufacturer, Guelph.
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PORTLAND CEMENT

ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS.

FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS.

DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING

SANDSTONES,

CALCINED PLASTER.

BUILDERS' & CONTRACTORS'
SUPPLIES

Of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:

McGill, Wellington, Grey Nun and Youville sts.,

MONTREAL.

NAILS! NAILS!!

Are very saleable articles, but the margin is
small. Sell our

ADAMANT WALL

PLASTER.

COMES DRY IN BAGS!

IS EASILY HANDLED

DON'T SPOIL WITH AGE! HARD AS STONE

Circulars and Particulars on Application.

Adamant Mfg Co.,

100 Esplanade East,

Telephone 2180.

TORONTO.

JOHN J. CARTSHORE,

Telephone 616. 49 Front St. W., Toronto.

Railway & Tramway Equipment.

STEEL RAILS NEW OR
IRON SECOND HAND All Sections

Cast and Wrought SCRAP IRON in Car lots
Charcoal Pig Iron.

Zebra Spiral Steel Fencing Wire.

Australian Fence Wire Strainers.

Send for Prices.

J. W. PATERSON & BRO.,

TORONTO AND MONTREAL.

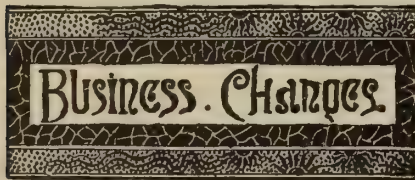
MANUFACTURERS AND IMPORTERS.



Roofing Material, Building Paper, Plaster, Cement, etc.

IMPORTANT NOTICE.

We are now using strong thin cord in the manufacture of our O. K. Building Paper, whereby we not only add greatly to the strength of the paper but also prevent any chance of its tearing at the edges.



ONTARIO.

Alexandria—Chisholm, Jno., general store, deceased.

Aylmer—Glemence, T., blacksmith and carriage maker, sold out to J. W. Or on; Dawson & Hawkins, carriage makers, dissolved, Robert Dawson continues.

Barnhart's Island (Mille Roches P. O.)—Barnhart, F. A., general store, assigned to W. J. R. Davis.

Buxton—Coutts, Geo., (estate of) general store, advertised business for sale.

Dunnville—Benson & Durham, carriage makers and blacksmiths, dissolved. E. F. Benson continues.

Ottawa—Sanitary Plumbing Co., (not incor) burnt out, no insurance; Thackray, R., sash and door factory, burnt out, no insurance.

Ponty Pool—Stanton, Thos., general store, sold out and offering to compromise.

Stoney Point—Marion, A., (Mrs. R.) general store, stock, etc., advertised to be sold by auction on 11th inst.

Wellington—Flager & Clarke, general store, assigned to Jas. T. Tennant.

MANITOBA AND NORTH-WEST TERRITORIES.

Moosomin—Lewin, F. G., general store, burnt out; Narovlansky & Ripstein, general store, burnt out; Tees, Richard, general store, burnt out.

Neepawa—Hartford, Samuel, general store, stock sold to Mrs. Hartford.

Rapid City—Campbell & Leflar, general store, dissolved, Leflar continues.

QUEBEC.

Chicoutimi—Bouchard, Wm., general store, stock, etc., advertised for sale by tender on 6th inst.

Coaticooke—Porcheron, A. D., grocery, etc., stock, etc., advertised to be sold by auction on 6th inst.

Cookshire—Planche, H. A. & Co., general

store, E. J. Planche admitted, style unchanged.

Loiseville—Lamy, Thos., general store, assigned in trust.

Montreal—Fabre, G. R., W., saddlery hardware, stock, etc., sold to L. J. A. Surveyor. Business will be carried on by G. R. Fabre & Son.

St. Dominique—Vachon, Victor, general store, assigned in trust.

St. Felcier—Pronovost & Roy, general store, assigned in trust.

St. Remi—Hebert, Laurent, general store, assigned in trust.

Valleyfield—Despocas, Louis, hardware, etc., assigned in trust.

NOVA SCOTIA.

Sydney—Farrell, McNeil & Co., carriages, dissolved, Jeremiah McNeil retires.

DEGREES IN ADVERTISING.

Advertising is like the Irishman's whiskey—"It is all good, but some is better."

An advertisement tacked on a fence post out on the prairie is good; some lonely traveler may accidentally see it. The same advertisement posted at a street corner is better—thousands will see it every day.

An advertisement inserted in an official or unofficial programme of something or nothing is good; the chances are a few people will see it and perhaps read it. The same advertisement placed in a newspaper is better; thousands will read it.—Wisconsin Times.

The question of shop-assistants' hours, which has for some time been the object of proposed philanthropic legislation in England, in the bills of Sir John Lubbock and Mr. J. Blundell Maple, has now got into the domain of practical business discussion. According to the Northern Counties Grocers' Review, the Manchester and Salford Grocers' Association has deliberated the question, has approved the idea of a weekly half-holiday to employers and employes, and has formally signified its preference for the measure prepared by Sir John Lubbock, with the recommendation that all the shops in the same district close on the same day. Both bills aim at securing a weekly half-holiday to employes, but that of Mr. Maple was looked upon as less beneficial to the employer.

E. R. C. CLARKSON

TRUSTEE AND RECEIVER

In affiliation with **TORONTO, JNO. B. CLARKSON**
Temple Buildings, - - - MONTREAL.

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention.

G. H. WEDGWOOD & CO.

MANUFACTURERS OF

Colored Japanned Sheet Metal Goods,
SPECIALTY, ADVERTISING SIGNS.

Inventors of the Only Indetectable Imitations of English Glass Enamel.

79 JARVIS STREET, TORONTO.

ENGRAVING
• FOR ALL •
ILLUSTRATIVE
• AND •
ADVERTISING
PURPOSES

J. L. JONES,
WOOD ENGRAVER,
8½, 10 & 12, KING ST EAST,
TORONTO, CANADA.

ST. CATHARINES, ONT

McKINNON

DASHES

CHEAPER

BETTER

STRONGER

THAN HAND MADE

If you get the S. F. Quality.

TORONTO LEAD AND COLOR COMPANY, LIMITED,

— MANUFACTURERS OF —

Pure Prepared Paints,

Pure White Lead,

Colors in paste form,

Dry Colors.

— IMPORTERS OF —

Linseed Oils, Glues and General Painters' Supplies.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

THE NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
— APPLY TO —

THE MILLS, Campbellford, Ont.

B. GREENING WIRE CO., LTD.

MANUFACTURERS OF

Painted Screen Cloth,
Clothes Line Wires,
Perforated Sheet Metals,
Wire Cloth, all kinds,
Wire Rope, all kinds,
Metallic Lathing.

Wholesale agents for Ontario Wire Fencing Co. Send for Catalogue mentioning your requirements.

Hamilton, Canada.

BINDER TWINE

Buyers will do well to purchase before another advance. Write us.

HOBBS HARDWARE CO.,
LONDON, - ONT.

CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public against imitations of their manufactures.

None are genuine unless bearing the

MARK.



GRANTED

TRADE

1764.

THE DOMINION WIRE ROPE COMPANY,
MANUFACTURERS OF

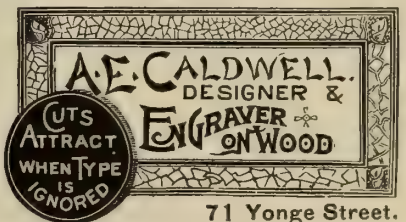


(Works at Lachine).

FOR HOISTING, MINING, TRANSMISSION OF POWER, TOWING, SHIPS' RIGGING, GUYS, ETC., ALSO LANG'S PATENT WIRE ROPE FOR TRANSMISSION AND COLLIERY PURPOSES.

Signal Strand Clothes Lines & Seizing Wire.

JAMES COOPER, Agent,
MONTREAL.



71 Yonge Street.

Important to the Paint Trade.

TORONTO, May 16, '90,

To W. H. COTTINGHAM,
Montreal.

Kindly send us one box MANDER'S CARMINETTE, per express at once for Toronto Street Railway Co. WE LIKE YOUR COLOR AND WILL USE NONE OTHER.

Sgd.) J. J. FRANKLIN,
Supt. T. S. Ra'y Co.

Spooner's Copperine.



WHY STEAM PIPES SHOULD BE PROTECTED.

From GURNEY FAIRFAX COLEMAN.—When an invention is of so great an importance to the general public as to become, in its practical results, the means of saving life as well as property, it should be hailed, no matter how economical or simple its construction, as a humane benefactor and as one of the more important inventions of modern times.

The numerous and oftentimes disastrous conflagrations, caused by our modern method of heating buildings by steam heat, have resulted in the enactment of stringent and severe laws bearing upon this important subject, not only emanating from those who are closely interested in insurance matters, but also from our building department and the Legislatures of many States of our Union, which laws make it compulsory on the part of the owner or builder, to construct or attach all heating apparatus introduced into buildings, so that all steam or other pipes which conduct or convey heat through walls, floors, ceilings, partitions, etc., composed wholly or in part of any inflammable material, must be provided with slate or soapstone collars as a safeguard, at the point of entrance and at their exit, to prevent the possibility of danger from fire by overheated pipes.

We know by long exposure to heat, not exceeding 212° , timber is brought into such a condition that it will fire without the application of light, consequently a fire might be hatching on a man's premises without making a sign. Among the many instances cited there is one to the effect that a fire in the Bank of England was traced to a stove which was resting on a cast-iron plate, one inch thick, which was supported by wooden joists, the joists under the stove igniting. If this is a cause of fire, then the majority of houses heated by means of steam, hot water or hot air, are in constant danger of fire from spontaneous combustion, since the general impression prevails that the pipes for heating can with impunity be placed in contact with the timber.

In examining the cause of fires, the first question is, whether wood will char at as low a temperature as 212° . As the result of experiments I have found that pieces of white pine, heated a few hours in a temperature of 300° , were partially converted into charcoal, and in tearing down houses the timber in contact with heating pipes has often been found charred. Considering these facts it must be admitted that the temperature of 212° is sufficient to cause fire if applied for a long time.

It is a false idea that heating-pipes have never been heated beyond 212° . Under ordinary pressure of the atmosphere when water is heated in the open air, it boils at 212° ; if heated under more than ordinary pressure the temperature increases accord-

ingly. When the steam-gauge registers 60 pounds, the temperature at which the water is boiling is as high as 307° . The higher the house the greater must be the pressure, hence the higher the temperature, and it follows that the pipes must heat accordingly. Some systems of heating have the water started through the pipes at a temperature of 350° . Where furnaces are used for heating, the temperature of the pipes has been found to be 300° at a distance of 50 feet from the fire. Couple these figures with those given in reference to the heat necessary to cause ignition, and it must be admitted that these pipes are responsible for many fires.

The application of these facts is as follows: After long exposure the wood in contact with the pipes is changed on the surface to charcoal. During the warm season this charred surface absorbs moisture from the air, then in the fall comes a cold spell, and heat is turned on when the moisture is driven from the pores of the charcoal, leaving it in a condition to readily absorb gases; the cold abates and the heat is lowered, and fresh air in abundance then passes into the confined space where the pipes are generally placed, rapid absorption of oxygen from the air by the charcoal, follows with heating, and spontaneous fire ensues, as already explained. One peculiar and important instance is on record of a fire from steam pipes in a woolen mill: A pine board was placed 3 or 4 inches above the steam-pipes to prevent wool falling upon them; a fire followed, and after being put out a careful examination showed that the pipes had distilled the pitch from knots in the board, and dropping on the pipes ignited and caused the fire. The illustration needs no comment as the lesson is to plain to need pointing out.—The Metal Worker.

The "reach" of the newspapers in these days is something phenomenal. Recently a Detroit business man advertised for a snow ball and was willing to pay \$10 for the genuine article. The express man in the course of a few days delivered a package from Tilsonburg, Canada, containing the article wanted, probably much to the surprise of the advertiser.—American Grocer.

HECK'S COLUMN.

Have you that knack of selling goods to a customer when your fellow clerk could not make a sale? Frequently sales are thus made, but what is most important—1st. Did you sell that man the best quality of goods? and, 2nd. Could you sell him again were he requiring the same? It is not hard to get a customer, but it is hard sometimes to keep him. Where does the fakir make his money? He has customers all the time, because he moves from place to place, but he never sells the same man twice. You who have trade supported by a town and surrounding vicinity, sell goods to day with the expectation of selling again. To do this you must please; not please while you are talking to the man, but when he looks at the goods after he gets home. The same applies to travellers. Many go through the country never expecting to return again. One of these, that I might mention, sold wire clothes pins to nearly every dealer east. They are dead stock. The pin rusts, leaving rust-stains on the clothes. The sales were made in a legitimate manner, still, I think the man knew that the goods would not sell. Here let me say, if you have not bought, consider before you buy.

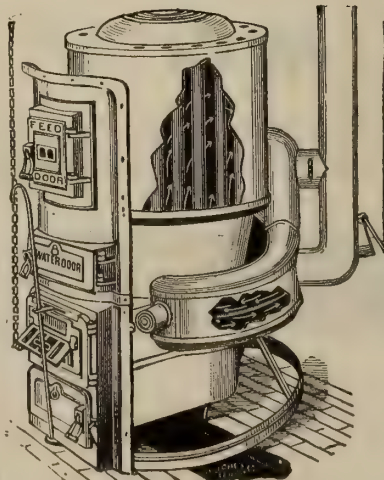
And now the fly season is at hand, is it not time you were making some preparation to cover up your goods? Linen gauze costs from 10 to 15 cents a yard double width. A few yards would cover your shelves. The best way to put this up, I think, is to make as a window-blind with a stick sewed in the bottom to keep straight and from blowing about. You say it is too expensive to fix up like this, but not so much as the loss without. Also buy watering can and sprinkle your floor these hot days, making things look nice and cool, inside and out of your store.

HECK.

Halifax, N. S., June 5th, '90.

Goods conveniently located save time, money and temper in showing.

A feather duster disperses but does not remove the dust from the store



CLARE BROS. & CO.,
Preston, - Ontario,

MANUFACTURERS OF
COAL AND WOOD

**Hot Air Furnaces
and Registers.**

12 STYLES, 40 SIZES,

BEST VALUE IN THE MARKET.

Estimates and Illustrated Catalogue sent upon Application.

**IMPROVED PATENT ASBESTOS FLOOR
& PARTITION CROCKS.**

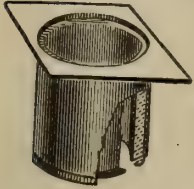
These CROCKS are light,
Easy to fit and Thoroughly
Fireproof, and wherever
known have taken the First
Place in the Market

PATENTEE AND SOLE
MANUFACTURER,

A. Fairgrieve

Office and Factory,

128 Richmond St., W.
TORONTO.

**JAMES MORRISON,**

MANUFACTURER AND WHOLESALE DEALER IN

ENGINEERS AND PLUMBERS' BRASS WORK.

Iron and Brass Valves, Inspirators, Injectors, Ejectors, Revolution Counters,
Engineers' Clocks, Steam and Hydraulic Gauges, Wrought Iron Pipe and
Fittings, Soil Pipe and Fittings, Lead Pipe, Sheet Lead, etc.

Also keep always in stock full lines of

Sanitary Earthenware, Water Closets, Wash Basins, Etc.

MORRISON BRASS WORKS, ADELAIDE ST. WEST, TORONTO.

REFRIGERATORS.

Hardwood, Lined Galvanized Iron, Patent Locks,
Economical, Reliable, Cheap.

MILK

DELIVERY

CREAMERY

CAN

TRIMMINGS
AND

CANS MADE UP.

OIL;

GAS,

VAPOR,

STOVES.

Ice Cream Freezers,

Heavy Dairy Pails.

Galvanized Iron Eave Trough 8 feet lengths.

We make and supply everything used by Stove and Tinware Dealers.

BRASS BIRD CAGES.

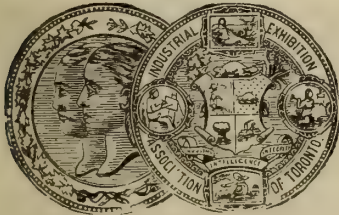
WRITE OUR NEAREST HOUSE.

The McClary Manufacturing Co'y

LONDON, TORONTO,
MONTREAL, WINNIPEG.

Toronto Plate Glass Importing Co.

Highest Award, Toronto, '87

**GLASS IMPORTERS,**

Bevellers and Mirror Manufacturers.

Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

For Mirrors and other Glasses

TELEPHONE 1599.

CABLE ADDRESS, "PLATE."

55 Victoria Street, - - - Toronto, Ont.



SCREEN WIRE CLOTH, FLY TRAPS,

Lightning Ice Cream Freezers,

Pressed & Japan Ware, House Furnishing Hardware.

WATER-COOLERS

Milk Can Trimmings, Creamery Pail Trimmings.

SEND FOR CATALOGUE.

Thos. Davidson & Co., - - - - - Montreal.

MARKETS

TORONTO, June 12, 1890.

Trade prospects all over the country appear to be looking up, and those merchants who are best informed are by no means taking a gloomy view of the situation, whatever the present condition of the wholesale trade may be. Railroad earnings throughout the Dominion have increased this year, which shows that the volume of traffic was greatly augmented for while the earnings have been larger, rates are, if anything, rather lower than they were a year ago. Crops in Ontario are looking well, but will hardly be larger than last year, although the late rains have done them a great deal of good. From the North-west the most cheering reports come. The unusually great fall of snow in that section of the country and abundance of rain have done much to help the yield, and a large harvest there is now confidently looked forward to.

The annual statements of most of the banks are now being published and are, as a whole, favorable to investors. The past year was an exceptionally trying one to the farming and commercial community, while the reports of our banking institutions show profits about the same as last year.

Business in hardware during the past week has been marked by more activity than has been experienced during the decline in prices. The market now in all metals is specially firm, and there is every indication that prices will be maintained. In several lines we advance prices this week. All the travelers are out, and are taking very fair orders in general lines. In fact the volume of business is said by some to exceed that of the same time last year, and merchants unite in predicting an increased trade for the future.

Payments are still to be reported very fair considering the season, and from the banks it is gathered that engagements are being quite well met.

IRON.

Late cable advices note a slight change for the better in the English market, but locally there is no noteworthy feature. Scotch warrants have been quoted this week up to 44s. 7d. and Middlesbrough at 41s. 1½d. English mail advices say: The price of makers' brands have been further reduced in some instances during the past week, though ironmasters state that with wages at the present high point, current selling rates are unremunerative. The alternative which naturally suggests itself is to decrease the production, and steps are being taken in this direction. Last week two furnaces were put out, reducing the number in operation to 85, against 82 at the same time last year; and this course, if proceeded with, should certainly serve as a check to the downward movement in prices. The rapid decrease in stocks in Connal's stores is still the prominent feature in the statistical position, a further 9,000 tons having been withdrawn last week. The quantity now held is about 753,000 tons, comparing with 1,028,000 tons at the same date in 1889. Shipments are well maintained, and are 16,000 tons in excess of the corresponding period last year, which was an exceptionally good one as far as exports were concerned. Manufactured iron makers complain very much of the low prices which they are obliged to take in order to keep their mills going, and steel manufacturers are feeling severely the effect of

low selling rates, coupled with high wages and dear fuel. The outlook in this department, however, is brighter, as the fall in the value of steel has revived orders for new ships, which have been in abeyance owing to the high cost of materials; and it is rumored that Clyde shipbuilders have recently made contracts for several new vessels of heavy tonnage, which should furnish a considerable amount of work to the steel makers in this district. At Middlesbrough eleven thousand tons of iron were last week taken out of public stores, reducing the stocks held there to 107,000 tons, against 231,000 tons at the same date last year. Shipments show a decided improvement, as might be expected, on the price of Cleveland iron resuming its normal relative position with regard to Scotch, and last week were close on 25,000 tons. The prices of manufactured iron and steel are still declining; the steel makers, however, have secured a reduction of 10 per cent. in wages, to come into operation on Monday next. In Staffordshire the position of trade is fairly satisfactory.

TIN AND TIN PLATE.

The tin plate market is in a much better position, which is attributed in some measure to the possibility of increased duties on the article going to the United States next year. Should this become an established fact the exports this year from England to American ports would be so heavy that an advance of fully 10 per cent could be looked for.

In addition to this the pig tin market is showing marked signs of improvement. Recent cables quote present figures at £100 per ton, and nothing better could be obtained today in New York in 10 ton lots, or on the floor of the Exchange at 22c. This means 25 to 26c. in jobbing lots in this market on the usual terms.

COPPER.

The copper market has been extremely active in England during the past week. Sheets have advanced to £70, and prices are very firm in the New York market, but with not much business, which is considered singular in view of the active movement abroad. Round lots of Lake Superior ingot are quoted in New York at 16½c. English is being sold here at 16c., which is the present price of import. The following despatches have been published in the daily press:

BIRMINGHAM, June 6.—The copper market became excited to-day on receipt of a telegram from Chili. The price of copper has risen nearly two pounds since yesterday. Chili is quoted at £56 cash, at port £56 7s. 6d.

LONDON, June 6.—On the metal exchange to-day, copper rose 17s. 6d. The failure of a large operator in Rio Tinto shares reported from Paris, together with the rise in the price of metal, forced up the prices of all coppermine shares.

ZINC.

Zinc is higher and there is not any block or sheets on the market under quotations.

ANTIMONY.

Antimony has advanced about £1 per ton. It was expected by a number that the higher price would not have been maintained, but the present tone of the market certainly exhibits very little, if any weakness.

GALVANIZED IRON.

Galvanized sheet iron is a shade easier in consequence of extreme competition in this market among English manufacturers agents, but for home consumption makers prices are unaltered.

CANADA PLATES.

The condition of the Canadian market has been more or less demoralized by the action

of one or two Montreal houses offering plates at such figures, which, if accepted in large quantities for future delivery, would mean a loss to the seller. The impression prevails now among consumers that they will likely purchase Canada plates for less than to-day's prices. To those who have information from reliable sources there is not the possibility of doubt but that higher prices will rule when plates are wanted in Canada. This is an article that is only manufactured for the Canadian market. Manufacturers do not care to make them except they can see a profit on transactions, and even then the business is only now confined to some three or four makers who will undertake to manufacture only when there is a light demand for coke tin. Any practical man, taking the weight and the gauge of a box of this article, it would seem to him almost incredible that in the present condition of the fuel and labor market, Canada plates can be turned out for money.

LEAD.

Lead is, if anything firmer, and from cable reports an advance of 2s. 6d. took place in soft Spanish in the London market on Monday, which brings it up to the price of soft English.

SCRAP METALS.

The feature in this market is the weakness in wrought scrap, which is quoted lower again this week. Dealers are not now paying over 70c. and another decline may take place at any time. The mills are pretty well stocked, and seem to have entire command of the situation. They are offering \$16 per ton, but it is unlikely that they will even hold to this figure long, and they are very indifferent as to whether they purchase or not. Cast scrap is slightly weaker but is hardly quotably lower. Other scrap metals are featureless. Dealers' prices are as follows:—No. 1 heavy scrap, 65 to 70c. per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap, 70c.; No. 2, including sheet iron, hoop iron and mixed steel, 35 to 40c.; new scrap copper, 10c.; heavy scrap copper 10½c.; old copper bottoms, 8½c.; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 9c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2½ to 2¾c.; country mixed rags, \$1 to \$1.20 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PAINTS AND COLORS.

There has been a marked decline in turpentine this week, prices dropping fully 3c. per gal. It is now quoted at 56 to 57c. and is offering freely at these figures. Stocks here are pretty large, and late arrivals have come upon the market in quantities. In the south turpentine has also declined. Red lead is rather quiet, moving but slowly at 5 to 5½c. Whitelead is quite featureless this week. Linseed oil is still very scarce and we advance our price 1c. In ten barrel lots raw is selling at 69 and boiled at 72c., and paint manufacturers are very glad to get it at the figures. The Montreal market is very bare, and there are those who think that the highest point has not yet been touched. For future delivery the oil is quoted lower, one order of 50 barrels raw having been placed for June shipment at 65¾c., while from the cable to-day it would cost 66c. to lay down in Montreal. Canadian crushers apparently have run out of seed, but are quoting for August delivery at 63 and 66c. There is a fair demand for castor oil, at from 10½ to 11c., but the market is not over well supplied. Good stocks are on the way, there being probably 500 cases to arrive here within the next month.

NORTHEY & CO., - TORONTO, ONT.

MANUFACTURERS OF
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Steam and Water-Power Pumps

FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP CONDENSERS

FOR ATTACHING TO

High Pressure Steam Engines,

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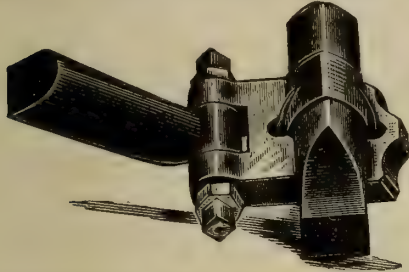
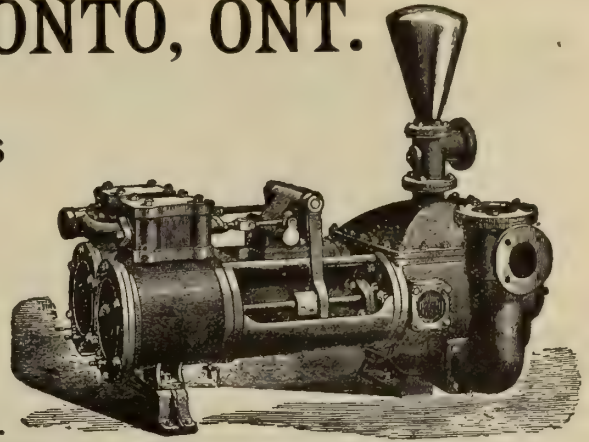
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GUARANTEED.

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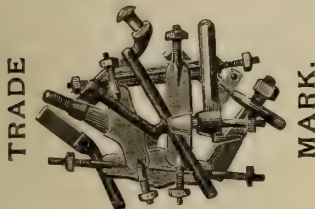
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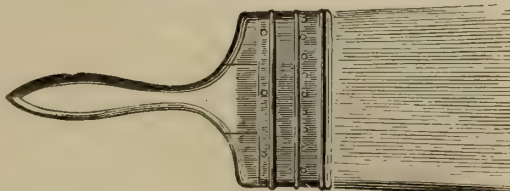
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68 ESPLANADE ST.



Manufacturers of
CARRIAGE HARDWARE AND
WROUGHT IRON FENCES, ETC.
Drop Forging of every Description.
Prices furnished on application. All work
guaranteed.

THE LONDON BRUSH FACTORY,
61 and 65 Dundas Street,
MANUFACTURERS OF

EVERY KIND
OF
BRUSHES
HANDLED BY
HARDWARE
TRADE.



FULL STOCK
OF
CARPET
SWEEPERS.

Awarded Gold and Silver Medals, 1887 and 1888, Bronze A.D. 1889.

THOS. BRYAN, London, Ont.

R. DENNIS,
LONDON, - ONTARIO.

Manufacturer of every description of

WIRE AND IRON WORK

COMPRISING

Office and Counter Railings,
Window Guards,
Fences, Iron Gates,
Cresting, Finials, Vanes,
Stable Fittings,
Wire Signs,
Wire Goods of every variety.

We can supply anything you require
in Wire or Iron.

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AND INFORMATION.



Galt Rag and Metal Co., Dealers in Rags, Bones, Scrap Iron, Copper, Brass, Lead, Zinc, Scrap Rubbers, Paper Stock, &c. Highest Cash Prices Paid. Orders by mail will receive prompt attention. Galt, Ont.

You can lose more than we do
by not subscribing for this paper.

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OFFICES AND YARD: } Toronto.
116--130 GEORGE ST.

WHOLESALE DEALERS IN

SCRAP IRON, RAILS, METALS.

SPECIAL AGENTS FOR CANADA

FOR

Railway Supply and Manufacturing Co.,

CINCINNATI, OHIO.

MANUFACTURERS OF

Cotton Waste.

BOECKH'S STANDARD BRUSHES
FOR SALE
BY ALL LEADING HOUSES.

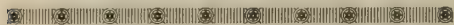
Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont.

MARKETS—Continued.

HIDES, ETC.

HIDES—Green hides have added another quarter. The addition, however, is not looked upon as a very stable one, being the outcome of local trading conditions, and not a result of any change in the legitimate course of the market. Steers' are now 7c. for No. 1, 6c. for No. 2, and 5c. for No. 3. Cows' are a cent lower in each grade. Cured are still 5¼c.

TALLOW—Rough is 2c. and rendered is 5¼c.



MONTREAL



MONTREAL MARKETS.

JUNE 12, 1890.

IRON AND HARDWARE.

In Shelf Hardware business has been very dull in general, though some of the smaller houses report a good consumptive demand, especially for harvesting tools. No change to note in prices.

In Heavy Hardware there has been a steady movement of moderate volume; the tendency of prices being towards further ease; except in copper and tin, which are upwards.

Pig Iron—About 500 tons were sold the past week, for importation, at prices almost identical with last week's—Summerlee, \$21.50; Carnbroe, \$18. One of the leading railways purchased over 2,000 tons charcoal pig iron, and 3,000 tons Scotch; prices have not transpired.

Bar Iron unchanged at \$2.40 for Domestic and \$2.65 to \$2.75 for English. Hoops and Bands \$2.75.

Sheet Iron, No. 21 to 28 gauge and now sold at \$3.00 and heavy gauges at \$3.12½ to \$3.15 per 100 lbs.

No change in Charcoal, Coke or Tin Plate. The former are steady at \$4.25 to \$5.00 according to brand, with the usual advance of \$1.00 for each X. Coke and Tin Plates, \$3.85 to \$4.00. Galvanized Sheet Iron is slightly easier, but the advance in Spelter may change this ere long. Meantime "Queen's Head," "Red Cliff," and similar qualities can be bought at 5½ to 6c. for No. 28, according to size of order. Ingot Copper has advanced in Europe and would now cost 15¾c. to import. Holders here are indifferent about selling and expect 10c. will soon be the bottom figures, even for large lots.

NAILS.

There is a fair demand for nails. Jobbers have been shading prices and lots have been sold as low as \$2.55. We quote a reduction of 10c. all round:

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	....	2 65
8 dy to 9 dy, " " "	....	2 90
6 dy to 7 dy, " " "	....	3 15
4 dy to 5 dy, Am. pat	....	3 40
3 dy fine hot cut, " " "	....	5 65
4 dy to 5 dy, cold cut, can pat.	....	3 15
3 dy, cold cut, " " "	....	3 65
2 dy, hot cut, nails " " "	....	5 85

Steel Wire

Cut Nails Nails

10 dy to 60 dy, per keg	.....	\$2 75	\$3 75
9 dy " " "	.....	3 00	4 10
8 dy " " "	.....	3 00	4 45
7 dy " " "	.....	3 25	4 80
6 dy " " "	.....	3 25	5 15
5 dy " " "	.....	3 50	5 15
4 dy " " "	.....	3 50	5 45
3 dy " " "	.....	4 25	6 50
3 dy fine " " "	.....	5 75	8 20

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 65
4 dy @ 5 dy, per keg	.....	3 90
6 dy @ 7 dy, " " "	.....	3 65
8 dy @ 9 dy, " " "	.....	3 40
10 dy @ 30 dy, " " "	.....	3 15
Cut spikes, " " "	.....	2 90

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	.....	\$5 05
1 " " "	.....	4 65
1 ½ " " "	.....	4 35

Finishing nails 75c. per keg over same size hot cut, viz., from \$6.60 for inch to \$2.65 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.60 for 1-inch to \$3.40 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$7.10 for 1-inch to \$3.90 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand 50 per cent. discount, for small lots. P. B. & Co. brand 50 per cent. of list for small lots. Large lots 50 four months, with 5 per cent off for cash in 30 days.

PAINTS AND OILS.

Several English quotations for dry white-lead have been passed round the trade this week, which rather unexpectedly shows increasing firmness on the other side. It was expected that Fall orders would be accepted under recent quotations, but the chances of reduced prices are now slim. Cable advices report a firmer market for the raw material, with a heavy demand for every branch of manufactured lead. We therefore continue last week's figures for white, and have a fair demand to report thereat.

Linseed oil unchanged in price, with gaping demand for every barrel that is landed.

Turpentine in good demand at 58c.

The demand for varnishes gives steady employment to the varnish makers, and Montreal brands are said to be increasing in popularity. The principal makers report a good spring trade at prices similar to those usually named by us under our "Current Market quotations."

Mixed paints and colors as last reported, with the exception of Paris green, the demand for which has set it pretty active. Quotations, drums 16c.; packets 17 to 18c.

CHEMICALS.

Nominal quotations are:—Bleaching powder, soda ash, and caustic soda weaker. Sal soda well maintained. Alum, \$1.60 to \$1.75; caustic soda, \$2.25 to \$2.75; copperas, 80 to 90c; cocoa nut oil, 6¼c to 6½c; carbolic acid, 55c to 60c; bleaching powder, \$2 to \$2.50; borax, 7½c to 8½c; soda ash, \$2.20; cream tartar, 26c to 27c; tannic acid, 45c to 55c, and sal soda, 90 to \$1.10.

GLASS.

There is no change in the market and prices remain as follows:—First break, \$1.60, second break, \$1.70, third break, \$2.05.

CEMENT AND FIRE BRICK.

There is no relief from the depression in the cement market, the continued heavy arrivals on early purchases, and a round lot which has been dumped on the market on ship's account, preventing any immediate prospect of a change. Prices are nominally unchanged, but firm offers for round lots would lead to business at about \$2.35 to \$2.45 as to brand. Fire bricks are in fair demand at \$20 to \$25 per M.

NEW YORK MARKETS.

NEW YORK, June 11, 1890.

In the New York and neighboring markets there has been little change in prices for iron or steel, or in the character of business in the same; but reports from Pittsburg and the West note continued buoyancy there, and the lively condition of affairs in those localities seems to be bracing the Southern

interest up considerably. Prices seem to be higher now than they were last week in the interior centres on nearly everything but steel rails, and there is a tendency towards improvement on the latter. In Pittsburg, forge pig iron is bringing \$15.50 to \$16; Bessimer pig, \$19 to \$19.50; muck bar, \$29 to \$29.50; steel billets and slabs, \$30 to \$30.50, and wire rods \$41 upwards. Corresponding prices are quoted elsewhere, but business is not as brisk at other points as in the Smoky City.

OLD RAILS.

There are yet quite a number of inquiries here from the West for old iron rails, and there is more or less talk also of further quantities having been sold for future shipment from abroad. The reports of alleged dealings however, are difficult to trace to a reliable source. One lot of 500 tons on spot is, however, known to have been sold at 24 f.o.b. cars at Jersey City. The high cost of muck bar and mill pig is cited as a favorable feature in connection with the movement in old rails. Wrought scrap iron remains at about \$21.50 to \$22 on cars, with but little doing.

STEEL RAILS.

In the way of important new business in steel rails nothing transpired, and the situation of the market is about the same as reported last week, with \$30.50 to \$31.50 at mill the range of prices quoted on standard sections.

TIN.

Pig tin has been as high as £97 spot and £97 10s. futures in London, reacted Tuesday to £96 12s. 6d. and £97 respectively. New York prices have moved in sympathy with London quotations, spot figures, however, being still at a considerable premium over futures. In the foreign market operations have been quite large again, but local speculation continues hesitant and the trade demand only fair. The three days transaction on the Metal Exchange include 20 tons spot at 21.40c. and 50 tons July delivery at 21.10@21.65c. At the close 21.70c. net cash was quoted for 10-ton lots, 21¾c. regular for 5 ton lots, and 21.85@21.95c. for smaller quantities from store. On the Exchange 20.40@20.55c. was quoted for July, 20.25@20.45c. for August and September.

COPPER.

The copper market continues strong and prices are rather higher nearly all along the line, but consumers are undoubtedly cautious buyers at the enhanced prices and speculative interest is moderate. Lake Superior ingot can be secured at very little if anything under 15¾c, and 16c is named as a close price for wire bars. On the Metal Exchange 25,000 pounds were recorded at 15¾c. Arizona is quoted at 14c. upwards. Common casting brands sold at 13¾ to 13½c in moderate quantities, and are now quoted at 13½c. upward. In the London market merchant bars have been up to £58 10s spot and £59 futures, but eased off to £57 17s 6d and £58 5s respectively.

LEAD.

Pig lead has advanced about 10c per 100 pound and is strong, with more interest shown by consumers, but very little doing in a speculative way. During the past three days some 500 to 600 tons have been purchased at from 4.30c up to 4.40c. At the close 4.35 to 4.40c was quoted.

SPELTER.

Spelter continues strong and is in fairly active demand. Prime Western has been sold at 5.60c for delivery in two weeks and 5.65c for July and August delivery. Producers are sold considerably ahead.

TIN PLATE.

Tin plate is without change in any particular, the demand being only fair and prices steady.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

Eastlake Metallic Shingles

SHEET STEEL

Pressed Brick

AND

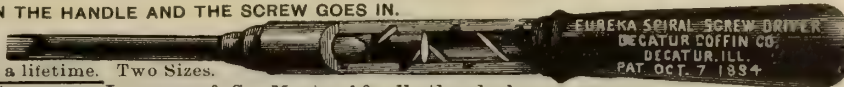
Elevator Fire-Proof Siding Plates.

Our Shingles and Siding Plates are the heaviest and cheapest manufactured. Price List and Catalogue on application.

The Metallic Roofing Co. of Canada
(Limited.)

Rear 84, 86, 88 and 90 Yonge Street,
TORONTO.

PUSH ON THE HANDLE AND THE SCREW GOES IN.



Will last a lifetime. Two Sizes.

Sold by CAVERHILL, LEARMONT & Co., Montreal, & all other dealers

Electric Supplies for Electric Lighting, Electric Bells, Wire Annunciators. Contractors for Electric Work.

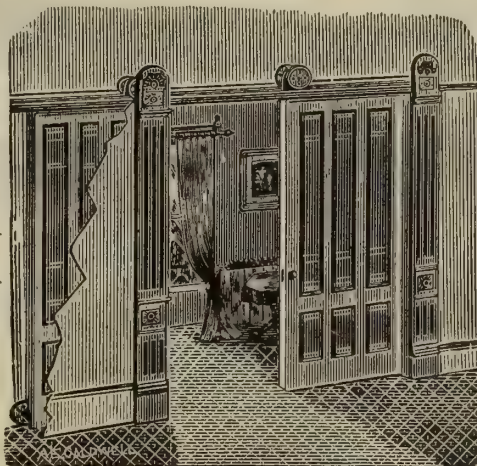
HENRY S. THORNBERRY & CO.,

Clarke's Common Sense Sliding-Door Hanger

Slides back and forth with a more Graceful and Easy Motion and with less noise than any other Hanger.

With this hanger there is :

- No Side-draft.
- No Kicking.
- No Flanges on the wheels.
- No Jumping the Track.
- No Inaccessible Tracks in the Pockets.
- No Tearing Down of Lath and Plaster.
- No Dead Weight of heavy doors constantly hanging to the track.
- No Tracks to be put in until ready to hang the doors.
- No False Pockets in the Tracks for either



Single or Double Doors.

Doors equipped with this Hanger are suspended at the upper front corner and supported or rest upon a single roller secured to the lower inside corner, perfectly balanced, moving easily.

Common Sense Hangers can be applied to doors that have been hung with any other hanger without removing the plastering, woodwork, or any of the sheathing of the pockets, or creating any muss whatever.

MANUFACTURED BY

THE PETERBOROUGH LOCK MANUFACTURING COMPANY,
PETERBOROUGH, ONT.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH

CONTINENTAL

HARDWARE

AMERICAN

CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

HAVE COMPLETE STOCK OF FOLLOWING SEASONABLE GOODS :

Harvest and Garden Tools, Lawn Mowers, Rubber Hose,
Garden Shears, Hose Reels, Green Wire Cloth, Fly Traps,
Dish Covers, Ice Cream Freezers, Preserving Kettles.
(Enamelled and Granite).

PLEASE WRITE FOR QUOTATIONS.

Builders' Hardware, House Furnishing Goods, Tinsmiths' Supplies. Plumbers' Supplies, Steamfitters' Supplies,
Brush and Broom Makers' Supplies.

OWING TO CHANGE IN TARIFF ALL TOOLS HAVE ADVANCED FIVE PER CENT. OVER FORMER PRICES.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



The above Brand of Lead
Requires no Association Guarantee.

It is the STANDARD of the Dominion for
Purity, Fineness and Whiteness.

WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

Williamson
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STORAGE.

54 & 56
Wellington St. E.,
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OFFICE, LIBRARY,
CHURCH AND SCHOOL
FURNITURE.

JOHN M. BLACKBURN & CO.,
41 COLBORNE ST., TORONTO,
—AND—
162 ST. JAMES ST., MONTREAL.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb .. 25, 26½
Straits 100 lb ingots..... " .. 25, 26½
Strip " .. 27, 28

Tin Plates—Charcoal Plates, Bright.

	Per box.
Bradley M.L.S.	
I.C., usual sizes	\$6 25 \$6 50
I.X.	7 50 7 75
I.X.X.	8 75 9 00
Raven & P.D. Grades—	
I.C., usual sizes	4 75 5 25
I.X.	5 75 6 25
I.X.X.	6 75 7 25
L.XXX.	7 75 8 25
D.C., 12½ x 17	4 50
D.X., usual sizes	5 50
D.X.X.	6 25 6 65

Note—Other brands might be shaded
by 25c. per box.

Coke Plates—Bright.

	Per lb.
Bessemer Steel—	
I.C., usual sizes	4 25 4 50
I.C., special sizes	4 25 4 50
B.V. Grade, I.C., usual sizes	4 25 4 50

Note—Round lots of 1420 could be
purchased of 25c. per box less.

Charcoal Plates—Terne.

	Per lb.
Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 50 8 75

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Iron and Steel.

Common Iron, per 100 lb	2 40 \$2 50
Refined " "	2 75 2 90
Horse Shoe " "	2 75 2 90
Band " "	3 20
Hoop " "	3 20
Swedish " "	4 00 4 50
Nova Scotia Bar iron.....	2 75
Sleigh Shoe Steel.....	2 75
Machinery, Tire Steel.....	3 00 3 25
Best Cast Steel, per lb.....	0 13 0 14
Russian Sheet " "	0 11 0 12
Tank Plates.....	2 25 2 50
Boiler Rivets.....	4 75 5 00

Boiler Tubes.

2-inch	13c
3-inch	18½

Boiler Plate.

½ inch.....	\$3 50
5-16 ".....	3 35
¾ ".....	3 25

Sheet Iron.

1 to 20 gauge	3 50
22 to 24 ".....	3 75
24 to 26 ".....	4 00

Canada Plates.

Blaina.....	3 00 3 10
Boars Head.....	3 15 3 25
Maple Leaf.....	3 00 3 10
All Bright.....	3 50

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5½, 6c
26 gauge, ".....	5½, 6½
28 ".....	6, 6½
Gordon Crown—	
16 to 24 gauge, per lb	5½, 6
26 gauge, ".....	5½, 6½
28 ".....	6, 6½

Note—Cheaper grades about ½ cent
per lb less.

Chain.

Proof Coil, ½ inch, per lb.....	4½c
" 7-16 inch ".....	5½
Trace, per doz. pairs.....	\$3 60 5 90
German coil, per 100 ft.....	1 65 2 70
Jack chain, iron, single, per doz yards.....	0 13 0 50
Jack chain, double, per doz yards.....	0 15
Jack chain, brass, single, per doz yards.....	0 20 1 10

Copper—Ingot.

Lake Superior, per lb.....	0 00 0 00
Baltimore ".....	0 16 0 17
English B.S. ".....	0 16 0 17

Bolt or Bar.

Cut lengths, round, ½ to ¾ in. \$0 28 \$0 31	
round & square	
1 to 2 in.....	0 26 0 28
Note—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.	

Sheet.

Untinned, 14 oz, and light,	
16 oz, 14x48 and 14x60.....	\$0 20 0 21
Untinned, 14 oz, and light,	
16 oz, irregular sizes.....	0 21 0 22

Note—Extra for tinning, 2½ cents per
pound, and tinning and half planishing
5 cents per pound.

Planished and tinned, 14x	
48 and 14x60.....	0 30 0 32
Braziers. (In sheets.)	
4x6 ft, 25 to 30 lb ea, per lb..	0 22 0 26
" 35 to 45 ".....	0 21 0 22
" 50 lb and above per lb	0 20 0 21

Boiler & T. K. Pitts.

Plain Tinned, per ss.....	0 26
Spun ".....	0 30

Wire.

Pure, in coils—	
From 1 to 20 gauge.....	0 25 0 27
From 20 gauge, up.....	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21 0 25
" " 27 to 30 ".....	0 23 0 29
" " 30 and up.....	0 26 0 29
Sheets, hand-rolled 2x4 ft..	0 23 0 25

Zinc Spelter.

Foreign, per lb.....	0 06 0 06½
Domestic ".....	0 05½ 0 05½

Zinc Sheet.

5 cwt casks.....	0 06½ 0 06½
Part casks.....	0 06½ 0 07

Lead.

Imported Pig, per lb.....	0 04 0 04½
Domestic ".....	0 04 0 04½
Bar, 1 pound.....	0 05 0 05½
Sheets, 24 lbs, per square ft,	
by roll.....	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft,	
by roll.....	4 75 5 00

Note—Cut sheets half cent per lb ex-
tra. Pipe, by the roll, usual weights
per yard, lists at 7c per lb and 27½ p.c.
discount.

Note—Cut lengths, net price; ton lots
27½ and 5 p.c. dis.; waste pipe, in 7 ft
lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb 0 20 0 22
Note—Prices of this graded according
to quantity. The prices of other quali-
ties of solder in the market indicated
by private brands vary according to
composition.

Antimony.

Cookson's, per lb.....	\$0 20 \$0 21
Other makes ".....	0 19 0 20

Pure White Lead, ground in oil,	
Associat'n guarantee, per lb.	5½ 6
No. 1 Do.....	0 5½
No. 2 Do.....	0 4½
No. 3 Do.....	0 4½

Prepared Paints.

(In ½, 1 and 1 gallon tins.)	
Pure, per gallon.....	\$1 10
2nd qualities ".....	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)	
Venetian Red, per lb.....	0 05
Chrome Yellow ".....	0 09
Golden Ochre ".....	0 06
French ".....	0 05
Marine Black ".....	0 09
" Green ".....	0 09
Chrome ".....	0 08
French Imperial Green.....	0 14

Colors, Dry

Yellow Ochre (J.C.) in bbls, per lb	0 01½
" (J.F.L.S.) ".....	0 01½
Venetian Red (R.C.2) ".....	0 01½
" (1343) ".....	0 02
English Oxides ".....	0 02
American ".....	0 02½
Paris Green, per lb.....	0 15½
Burnt Sienna ".....	0 08½
Burnt Umber ".....	0 06
Drop Black ".....	0 09
Chrome Yellows ".....	0 12
" Greens ".....	0 12
Golden Ochre.....	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal.....	0 70
Brown Japan ".....	0 70
No. 1 Carriage ".....	1 50
Gold Size Japan ".....	1 40
Pure Orange Shellac ".....	2 20
Hard Oil Finish ".....	1 50

Linseed Oil (in bbls).

Raw, per gal.....	0 69
Boiled ".....	0 72

Turpentine (in bbls).

Selected Packages, per gal.....	0 53 0 54
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Castor Oil.

Best, per lb.....	0 12½ 0 11
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White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	0 05½
" No. 2	0 04½
" No. 3	0 04½

A. G. Peuchen & Co.'s Prices.

Paint Oil, boiled	0 35
Peuchen's Pure English Paint in 1, ½ and ¼ gals.	per gal 1 12½
Peuchen's Prepared Paint	1 00
2nd Quality Mixed Paint	0 75
Carriage Colors, quarts	0 55
Pure Lead, a guarantee	0 06½
Best White Lead	0 05½
No. 1 Lead	0 04½
No. 2 Lead	0 04½
Yellow Ochre	0 01
Golden Ochre, French	0 02
Extra Golden	0 03
Paris Green, pure	0 18
One pound package, pure	0 20
Cookson's Venetian Red	1 50
Best Vermillion	0 15
2nd Quality Vermillion	0 10
3rd "	0 07
No. 1 Furniture Varnish	0 65
Brown Japan	0 65
No. 1 Carriage	1 25
Elastic Oak	1 25
Orange Shellac	2 00
White Shellac	2 25

Acme Paints.

Neal's Carriage, discount 40 p. c.	
English Oxide, by the barrel	0 02
American Oxide	0 01½
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p. c.	
Granite Floor, in tins, 90c, 47½c	0 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	
" Wagon and Imperial, dis 40 p. c.	
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz	1 25
Acme Carriage Top Dressing, \$1 75	per doz 4 00 8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 per cent. Amer	
Rim Fire Cartridges, Dom. 50 and 10.	
Rim Fire Military, net list. Amer.	
Central Fire Pistol & Rifle, discount 15 p. c., Amer.	
Central Fire Cartridges, Dom. 30 & 10	
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p. c. Amer.	

Wads.

Eley's, per 1,000	\$0 25 \$1 60
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Anvils.

Per lb.	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	5 65 1 59
Pegging, "	0 65 1 25
Brad, "	0 85 1 60
" handled	3 60 7 90
Saddlers', "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	6 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Brass, N.P., 60 to 66½, 50 and 10 to 60 p. c., dis.	
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Door.	
Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50
Cow.	
American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 p. c.	

Farm.

American, each	2 00 5 00
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House.

American, per lb.	0 35 0 40
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Bellows.

Hand, per doz	3 35 4 75
Moulders'	7 50 10 00
Blacksmiths' discount 35, 40 per cent.	

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 per cent.	

Bench Stops.

Per doz	5 00 6 00
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Bits—Auger.

Gilmour's dis 55 to 60 p. c.	
Excelsior—Jennings', discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jennings' Gen, net list.	

Car.

Gilmour's, 47½ to 50 per cent.	
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Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb.	0 11 0 15
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Bolts.

Carriage, dis. 60 and 5 per cent. to 60 per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis., 40 to 45 p. c.	
Elevator, dis., 35 to 40 p. c.	
Machine, dis., 60 to 60 and 5 p. c.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 35 to 40 per cent.	
Riverside, dis., 65 to 70 per cent.	
Vegetable, per doz	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	5 00 40 23
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Butts—Brass.

Wrought Brass dis. 60, 60 and 10 per cent.	
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Cast Iron.

Loose Pin, dis. 60 to 60 and 5 per cent.	
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Wrought Steel.

Fast Joint, dis. 60, 60 & 5 p. c.	
Loose Pins, " 60, 60 & 5 p. c.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.

Horse, per doz	0 70 0 95
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Carpet Stretchers.

American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz	22 50
World	21 75
Daisy, "	24 00
Star, "	18 00
Crown Jewel, per doz	29 00
Grand Rapids, "	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50 p. c.	
Plate " dis. 50 p. c.	

Cattle Leaders.

No 31 and 32, per gross	8 50 11 25
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Cement.

Portland, car load lots	3 2
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.

Carpenters' Colored, per gross	0 50 0 85
White, lump, per lb.	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz	0 85 4 00

Churns.

Amer., dis. 50 p. c. to 60 p. c.	
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Clamps.

Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clips.

Axle, dis. 65 p. c.	
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Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
" No. 2	2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p. c.	
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Cradles, Grain.

Canadian, discount 25 p. c.	
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Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English, " "	2 00 4 00

Draw Knives.

American, dis. 70.	
Canadian, dis 25 to 35 p. c.	

Drills and Drill Stock—Breast.

Millar Falls, per doz	16 00 51 50
P. S. & W., dis. 40 per cent.	

Twist.

Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.

Dis. 17½ to 22½ p. c.	
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Fawcetts.

Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star, "	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10	
Barton Smith, dis. 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis., Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25 p. c.	
Horse Rasps, Kearney & Foote's dis Am list, 50 p. c.	
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33½ p. c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc, dis. 40 p. c. to 42½ p. c.	
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Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis. 50, 50 & 10 p. c.	

Fruit Presses.

Henis' per doz	4 00
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Fry Pans.

Acme, discount 50, p. c.	
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Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p. c.	
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Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 40
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Glass.

4th quality Star, 1st break	1 65
" 2nd "	1 75
" 3rd "	3 90
" 4th "	4 20
" 5th "	4 50

Window Glass.

Pilkington's ordinary.	
1st break	\$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	6 50

Picture Glass.

Pilkington's ordinary.	
1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Glue.

American, per lb	0 09½ 0 10½
Canadian "	0 09 0 10
French Medal "	0 13½ 0 15
White "	0 16 0 20

Glue Pots.

Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list.	
Can. discount 25 to 27½ p. c.	

Tack.

Magnetic, per doz	1 10 1 50
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Sledge.

Canadian, per lb.	0 12½ 0 15
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Ball Pean.

English and Can., per lb.	0 25 0 37½
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Handles.

Axe per doz	1 00 3 50
Store door "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 30 p. c.	
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Hooks—Cast Iron		Pencils.		Scale Beams.		Cigar Box Nails, dis. 35 p.c.	
Bird Cage, per doz	0 50 1 10	Dixon's, per gross	1 00 4 25	Canadian, B. S. & M. dis. 40 per cent.		Shoe Finders' Tacks & Nails, dis. 25 p.c.	
Clothes Line, " "	0 27 0 63	Carpenter, " "	2 25 3 60	Scrapers.		Tape Lines.	
Harness, " "	0 72 0 88	Picks.		Box, per doz	2 10 4 50	English, ass skin per doz.	\$2 75 \$5 50
Hat and Coat, per gross	1 00 3 00	Picture Nails.	6 00 9 00	Foot, " "	40 3 50	English Pat. Leather	5 50 9 75
Chandelier, per doz	0 50 1 13	Porcelain Head, p. gross	1 65 3 00	Screens.		Chesterman's, each	0 90 2 85
Wrought Iron.		Brass Head,	40 1 00	Window, patent, per doz	6 00 7 50	steel, each.	0 80 8 00
Wrought Hooks and Staples, Can.	dis. 17½, 20 p.c.	Planes.		Screw Drivers.		Thermometers.	
Wrought Hooks and Staples, Amer	dis. 75 to 75 and 10 per cent.	Wood, bench, Canadian, or American	dis. 50.	Sargent's, per doz	65 4 00	Tin case & dairy, dis. 75 p.c.	
Wire.		Wood, fancy Canadian, or American	dis. 35, 37½ per cent.	Screws.		Ties.	
Hat and Coat, dis. 35, 40 p.c.		Bailey's (Stan R. & L. Co.) 38½ to 35	per cent.	Wood, flat head iron, dis. 47½ per cent.		Tinner's Shears and Snips	
Belt, per 1,000	0 60 2 70	Miscellaneous, dis. 10 to 12½ per cent.		Wood, round head iron, dis. 42½ per cent.		P.S. & W., 10 p.c. advance on American	list.
Screw, bright, Eng., dis. 40, 5, 45 per	cent.	Bailey's Victor, dis. 10 to 12½ per cent.		Wood, flat and round head, brass,	dis. 25 p.c.	Tinware.	
Horse Nails.		Plane Irons.		Bench, wood, per doz	3 25 4 00	Stamped, dis. Assn list, 70, and 12½ per	cent.
Canadian, dis. 50.		English, per doz	2 00 5 00	Bench iron per doz	4 25 5 75	Japanned, dis. Prices on application	
Ice Picks.		Pliers and Nippers.		Scythes.		Pieced, dis. " " "	
Star, per doz	3 00 3 25	Button's Genuine, per doz. prs. dis	37½, 40 p.c.	Discount 40 per cent. to 42½ per cent.		Transom Lifters.	
Kettles.		Button's Imitation, per	doz.	Scythe Snaths.		Payson's, dis. 25 per cent.	
Brass spun, per lb	0 28 0 30	German, per doz	60 2 60	Canadian, dis. 33½ to 35 p.c.		Traps.	
Copper, " "	0 40 0 45	Plumbs and Levels		Shears.		Game, Newhouse, dis. 17½, 20 per cent.	
Enamelled Can. 50 p.c.		S. R. & L. Co., dis. 65 p.c.		B. & W., Japanned, dis. 75 per cent.		Game, H. & N., or P.S. & W., discount 57½	to 62½ p.c.
American, 50 and 10, 60 and 5 per cent		Poppers.		Seymour's dis. 60 p.c.		Mouse, per doz	0 35 1 50
Keys.		Corn, square, per doz	1 35 2 00	Ætna, dis. 75 to 75 and 10 per cent.		Rat " "	2 00 4 50
Lock, Can, dis. 50 p.c.		Pruning Shears.		Sheaves.		Trowels.	
Cabinet, Trunk, and Pad-	lock, Am. per gross	Per doz	4 00 5 50	Sliding Door, per set	77 1 40	Disston's, discount 10 p.c.	
Lock, Am. per gross	1 60 4 75	Pulleys.		Shot.		German, per doz	4 75 9 00
Knobs.		Hothouse, per doz	55 1 00	Canadian, dis. 7½ per c.		Brade's " "	7 00 10 50
Door, Japanned, and N.P., Can. list	dis. 50 p.c.	Axle	22 33	Shovels and Spades.		S. & D., discount 35 p.c.	
Bronze, Berlin, per doz	2 75 3 25	Screw	27 1 00	Canadian, dis. 37½ to 40 per cent.		Triers.	
Bronze, Gem, " "	6 00 9 00	Awning	35 2 50	Sieves.		Butter, per doz	6 25 9 00
Lava " "	8 75 10 00	Pumps.		Wood Rim, black, p. doz	1 15 1 35	Trucks	
Shutter, porcelain, F. &	L. screw, per gross	Rumsey, Cistern & Pitcher Spout,	55, 60 per c.	" tinned, " "	1 35 1 60	Warehouse, each	2 25 6 50
Ladles.		Punches.		Tin Rim, " "	2 30 2 45	Twines.	
Melting, per doz	1 70 4 50	Saddler's, per doz	1 00 1 85	black, " "	1 80 2 25	Bag, per lb	0 12½ 0 20
Lemon Squeezers.		Conductors' " "	9 00 15 00	Snaps.		Wrapp'g. mott'd. pr. pack.	0 50 0 60
Porcelain lined, per doz	2 20 5 60	Tinner's solid, per set	72	Harness, German, p. gro.	2 00 5 50	cotton, per lb	0 18 0 20
Galvanized, " "	1 87 3 85	" hollow, per inch	1 00	Acme, " "	3 00 5 00	Mattress, per lb	0 33 0 45
King, wood, " "	2 75 2 90	Putty.		Lock, Andrew's " "	4 50 11 50	Staging " "	0 27 0 35
" glass " "	4 00 4 50	Bladder, per 100 lbs	2 00 2 25	Soldering Irons.		Broom " "	0 30 0 55
All glass, " "	1 20 1 30	Tins, lbs	2 50 2 75	Per lb	0 30 0 32	Binding, flax, per lb	0 30 0 55
Lines.		Rail.		Wrought Spikes.		" jute " "	0 30 0 55
Fish, per gross	1 05 2 50	Barn Door, per foot	3 3½	Discount, net list.		Vises.	
Chalk, " "	1 90 7 40	Sliding Door, " "	3½ 3½	Spoke Shaves.		Hand, per doz	4 00 6 00
Locks—Door.		Rakes.		Wood, English	1 80 5 00	Bench, parallel, each	2 00 4 50
Canadian, dis. per cent.	50	Cast Steel and Malleable, Canadian	list dis. 40 to 42½ per cent.	Iron, American	1 35 2 35	Coach, each	6 00 7 00
Russell & Erwin, per doz	2 90 7 50	Razors.		Spoons and Forks.		Peter Wright's, per lb	0 12 0 13½
Cabinet.		Boker's, per doz	7 50 11 00	Sheffield Sterling.		Pipe, each	5 50 9 00
Eagle, dis. per cent	33½	Wade & Butcher's " "	3 60 10 00	Tea Spoons, per gross	7 50 12 00	Saw, per doz	6 50 13 00
Padlock.		Razor Strops.		Dessert " "	21 00	Washer Cutters.	
English and Am. per doz	50 6 00	Currier's, per doz	1 25 3 60	Table " "	30 00 30 00	Per doz	4 00 8 50
Scandinavian, " "	1 00 2 40	Rivets and Burrs.		Dessert Forks	24 00	Well Wheels.	
Eagle, dis. per cent	15 1 17½	Copper Rivets, dis. 45 to 47½ p.c.		Medium " "	27 00	Amer. per doz. 8, 10 & 12 in.	3 38 6 00
Mallets.		Iron " 40 per cent.		Table " "	36 00	Wire.	
Tinsmiths', per doz	1 25 1 50	Burrs, Iron, 30, 33½ per c.		Squares.		Market, bright and annealed, Nos. 1	to 16, 10 per cent. advance on list
Carp'trs', hickory " "	1 25 3 75	Rivet Sets.		Iron, per doz	1 65 2 90	from stock. From factory 5 per	cent advance.
Lignum Vitæ, " "	3 85 5 00	Canadian, dis. 30, 35 per c.		Steel, dis. 75 p.c.		Market, oiled, coppered, 10 p.c. ad-	vance. From factory 5 per cent.
Caulking, each	1 60 2 00	Rope.		Try and bevel, dis. 50 to 52½ per cent.		advance.	
Mattocks.		Sisal, per lb	12 12½	Staples.		Market, tinned, per lb	0 04½ 0 08
Canadian, per doz	8 50 10 00	Manilla, " No. 1	14½ 15	Fence, galvanized, per lb	5 5½	Galvanized Fence, 10 per cent. ad-	vance on list.
Meat Gutter.		Cotton, " No. 2	22 25	Wrought Iron, dis. 75, 75 and 10 per	cent.	Tinned Broom, from 19 to	22 gauge, per lb
Enterprise, dis. per cent	20 25	Deep Sea, " "	15 16	Stocks and Dies, Amer. dis. 25 per	cent.	Malin's Wire on spools, dis. 30 to 45	per cent
Dixon's, each	1 60 2 00	Rules.		Stone.		Clothes Line, galv. p. 100ft	0 25 0 55
Woodruff's " "	1 10 1 70	Boxwood, dis. 75 & 10 & 5 80 per cent.		Washita, per lb	0 15 50	Barbed Wire.	
Hale's, " "	1 05 1 50	Ivory, dis. 40, 40 & 5 per cent.		Hindustan, per lb	0 06	Galv. steel barb fencing	" " "
Hume, " "	13 00 16 00	Sad Irons.		Slips, per lb	9	" " " " 4 point	0 51 0 05½
Mincing Knives.		Mrs. Potts, per set	0 95	Labrador, per lb	0 13	Ditto Glidden 2 point	0 05½ 0 06
American, per doz	42 2 35	N. P.	1 25	" Axe, " "	0 15	Galv. Steel, plain twist	0 05
Molasses Gates.		Sand and Emery Paper.		Turkey " "	0 50	Galvanized Barb, "Ly-	man," 2 to 4 points
Stebbin's Patent, dis. per cent, 65 to	70 per cent.	B. & A., sand, dis. 25, 30 p.c.		Arkansas " "	1 50	Terms, 60 days or 2 per cent off for	cash—10 days.
Nails.		Emery, per quire	55 90	Water-of-Ayr " "	0 10	Wire Cloth.	
Cut, 3 inch and upwards		Sash Cord.	22 50	Scythe, per gross	3 50 5 00	Ordinary, discount 25 p.c.	
per keg	2 75	Per lb		Grind, per ton	15 00 18 00	Painted Screen, p. 100 sq ft	2 25 2 35
Brads & Moulding Nails, discount 55	per cent.	Sash Locks.		Stove Polish.		Wrenches.	
Wire Nails, 60 per cent.		Triumph and Morris, dis 37½, 40 per	cent.	Per gross	1 15 7 50	Agricultural, dis. 70, 70 & 10 per cent	
Nail Pullers.		Kempshall's dis. 40, 62½ per cent.		M.L.S., per gross	2 50	Standard, dis. 60, 60 & 10 p.c.	
German & American	1 85 3 50	Canadian, dis. 45, 50 p.c.		Jacoby " "	5 00	Coe's Gen'l, dis. 40, 45 p.c.	
Nail Sets.		Flash Weights.		Mirror Black Lead, per gr.	2 00	Diamond, dis. 33½, 35 p.c.	
Square, round and octa-	gon	Sectional, per lb	2½ 3 00	Jos. Dixon's, bulk, per lb.	0 07	Tower's Engineer, each	2 00 3 00
Diamond	12 00 15 00	Mausage Stuffers.		Dixon's Plumb, " "	0 15	" S. per doz	5 80 7 50
Oil.		Each	1 00 3 00	M.L.S. Paste, per gross	9 00	G. & K.'s Pipe " "	6 00
Canada Refined Oil (Toronto)	0 14½	Saws.		Nicholson's, per doz	1 00 1 25	Burrell's " each	13 40
Carbon Safety " "	0 17½	Hand, Disston's, dis. 10 to 12½ p.c.		Tacks, Brads, etc.		Pocket, per doz	1 25 2 00
Canada W.W. " "	0 20	S. & D., dis. 35 to 40 per cent.		Cut, Carpet, gimp, blue, dis. 35 p.c.		Wringers.	
American W.W. " "	0 25	Cross-Cut, Disston's, per ft. 35, 47.		tinned, dis. 45 p.c.		Each	3 50 5 00
Castor " " per lb.	0 11½ 0 12	S. & D. dis. 25 to 35 per cent.		Swedes' iron, blue or tinned, dis. 42½ p.c.			
S. R. Seal " " per gal	0 63 0 65	Hack, complete, each	1 75 2 75	Upholsterers' dis. 42½ p.c.			
Oilers.		" frames only	75	Copper Tacks and Nails, dis. 35 p.c.			
McClary's Galvan. Iron		Saw Sets.		Trunk and Clout Nails, " 40 p.c.			
Oil Can, with Pump,		Per doz	1 65 9 00	atent Brads, dis. 40 p.c.			
per doz	19 50	Scales.		Finishing Nails, dis. 35 p.c.			
Zinc and Tin, dis. 50, 50 and 10.		Canadian List, dis. 40 p.c.					
Copper, per doz	1 25 3 50						
Brass, " "	1 50 3 50						
Pails.							
Galvanized, per doz	2 00 3 50						

HARDWARE.



ACME
WHITE LEAD
AND
Color Works,
Ingersoll,
Ontario.
Manufacturers of

Acme Decorative
Granite Floor
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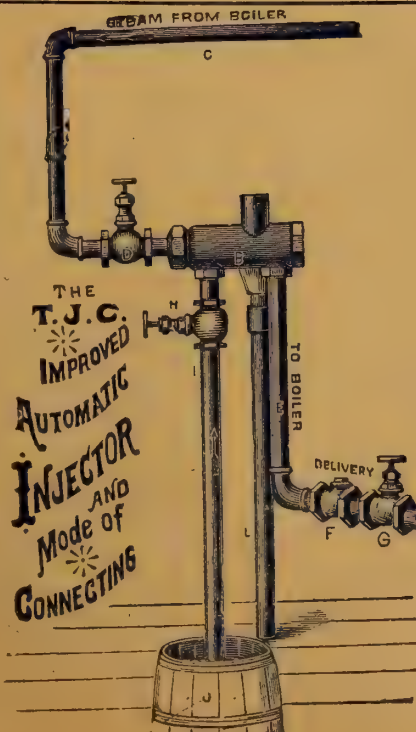
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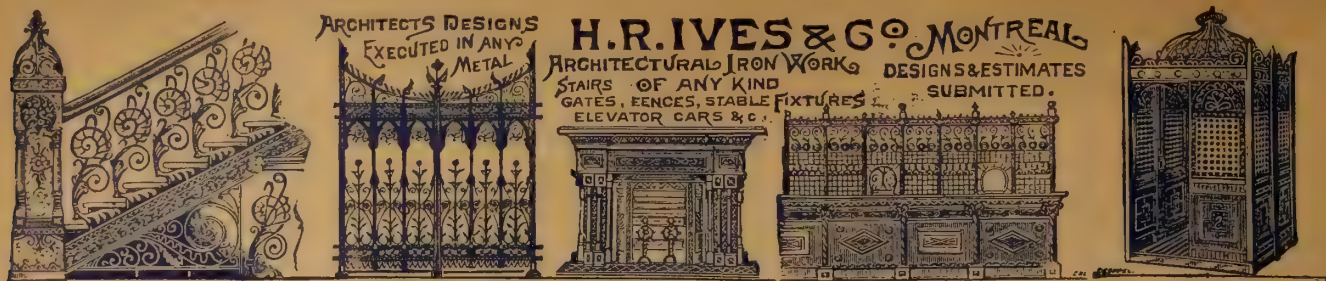
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15	10 50	28 to 40
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25	22 50	93 to 120
30	27 00	120 to 160
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45	38 00	290 to 308

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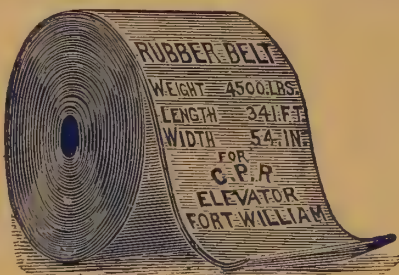
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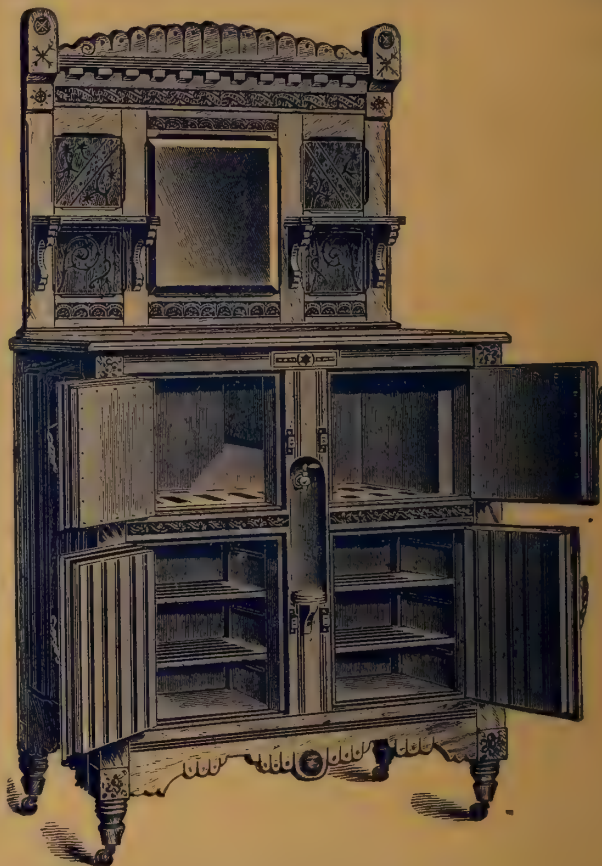
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JUNE 21, 1890

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Vol. 2.

TORONTO AND MONTREAL, JUNE 21, 1890

No. 25

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. Hugh C. McLean, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

Changes in advertisements and new advertisements must reach this office not later than Thursday morning of each week.

CONTRIBUTIONS WANTED.

For the purpose of inducing members of the trade who are possessed of special information, which would be of benefit to the trade generally, the publishers of "Hardware" will pay a fair price for such articles. Address "Hardware," Toronto.

THE OUTLOOK FOR THE STOVE TRADE.

The features of the prospect are not yet well enough defined for even so uncertain a thing as a forecast to be attempted. But manufacturers have to begin their preparations for a market before any features are traceable on the dim landscape of the future. Foundries are usually at work several months before travellers go on the road, and these start as soon as the outlines of the year's crop prospect begin to affect the hopes and fears of the business community. The stove travellers have been out but a short time, and their reports so far have no special significance bearing upon the outlook for the year's trade. Orders are not yet easily got and are not large. This might be the case of any year, as all orders are dated from October, and since little retail business can be expected in the interim, dealers feel there is little advantage in engaging for immediate or very early delivery. Their shyness is not therefore a consequence of any misgivings as to the prosperity of the crops.

The manufacturers after an experience of two bad years are pursuing a conservative policy. Some of them were closed during a good part of the winter, others were kept down to a limited production, and one or

two were several weeks idle on account of strikes. The effect of this is a diminished output, and the stock now on hand may be safely put down as less than two-thirds of what was unsold at Christmas. This is encouraging, especially when it is remembered that the surplus at Christmas was the remnant of a two years' accumulation. In another respect the stove makers have been cautious. They have not gone into new patterns. They confine their output to models that they made from last year. In this they have also profited by costly experience. During the two previous years there was too much running after novelty. There is enterprise in that, but enterprise cannot galvanize trade into life, when it is dead from financial starvation. There was not enough money in the country to support a good trade, and what was the use of new ideas to mend that state? Now that makers have concluded not to vie with each other in ringing changes upon the character of the supply, the demand alone will be to blame if there is not some money made. The lowness of the demand and the expensive devices resorted to to raise it, are to blame for the unsatisfactory trade done during, not only the last two, but the last three years. The variety of the patterns has absorbed all the profits made during these three years.

A consequence of the many patterns introduced in those years is that the market will be strong in salable goods, and if the year does turn out well all the prerequisites of a market that the makers can supply will be present. Nothing of the last two or three years' introduction will be obsolete, and dealers with whom some portion of the general surplus has been left will be in a very good position; their opportunity will have come twice.

The crops may turn out well or ill. The season of reaping is yet far enough away for eventualities to change the probabilities many times. But the fields look well now. The season has not been too forward, and what advance has been made is that of confirmed growth. The ripening is apt to be rapid, as the full blaze of summer is not likely to be long, ushered in as it has been by a prolonged spell of cool weather. This will favor the chance of a better harvest.

THE PLUMBING TRADE.

As we foresaw, the strike had the effect of producing stagnation in the local plumbing trade. Houses that should have been begun three months ago are only now ready for plumbing. The long voluntary abstention from work of masons, bricklayers and builders' laborers, and the participation in this idleness which the strike enforced upon carpenters, was of course prohibitive of work among the plumbers, unless in the case of contracts in which the preparatory building work was done before the strike. The compromise which Mr. John I. Davidson, President of the Board of Trade, has succeeded in making between the employers and the employees has at last opened the season for the plumbers and they are now busy. The year promised to be a good one before the ugly clouds of an industrial dead-lock began to form. That, however, intervened between the plumbers and their prospect, and cut off three months that should have been full of activity. The architects' offices had been busy throughout the late part of the winter and the early part of the spring, preparing plans for buildings that were to be constructed. All cannot be put up now that would have gone up, as the time does not suffice, and the importation of workmen is a course that will not be encouraged by the wage earners who have been so long idle. One thing seems quite reasonable to suppose, which is, that the remaining part of the season will be a good one for the plumbers. What worked in their favor was the mild winter. That enabled building operations to continue almost without interruption from one end of the winter to the other. This provided a large business ready to the hand of the plumbers as soon as the spring opened. The work thus afforded moderated the effects which the strike would have otherwise had for the plumbers.

FLY PROTECTION.

The campaign between the flies and the shop-keepers opens late this year. The weather has been rather cool so far for the operations of the flying columns. This, too, may be a summer in which the fly population will be a few myriads less than it generally is. We can only hope so, while we re-

alize that their mustering hour has not yet come. The sultry heat of late June and the next two months will communicate the vital spark to a good many lifeless forms, and the ripening strawberries, raspberries, currants, and the blooming plants will summon them to a repast of plenty. The weather is a little too chill and the horn is not yet full. When these conditions mend, our old tormentors will be here with all their impish hilarity, and they will be as familiar as ever with our personal selves and our personal possessions. When they do arrive, it will happen as usual that the brunt of their onslaught will have to be borne by the traders.

A fact upon which all retailers are agreed is that goods must not be left at the mercy of flies. There are some lines that are not only rendered unsaleable by fly deposits, but are permanently unfitted for their purpose. Brightly polished metal articles are of this class. Once they become marked by flies, they are stained for all time, the action of the air upon the excretion resulting in the formation of a metallic oxide of the surface that is under the foreign particle. Fabrics are made unsightly and are damaged, food stuffs are weakened and polluted. Packages, however, are the most exposed, and although it is but their exterior that is embossed, yet their selling value is depreciated. Everybody knows that of two articles submitted for purchase, one marked by fly spots, the other not, the latter, provided the articles are equal in other respects, would be preferred. The buyer's standard of utility as well as his standard of taste must be satisfied, and his standard of taste is usually high enough to discriminate against an article that has been defiled by the musca domestica. That won't go through the fine sieve even of a blind man's sense of the beautiful.

Dealers cannot go to the trouble of screening every article to keep its outer semblance unspotted. Not only would it be troublesome to do this for every article, but it would be hiding the light of many sale-stimulating objects under a bushel. There are things that create a demand on sight, as the savory aroma of a good dish will beget an appetite. This quality of an object is valuable to the dealer and should not be thrown away, as it would be by the use of covers. There are articles of which the attractiveness is enhanced by a gauze cover. For these "Hecks" suggestions in last week's issue are intended.

Dealers make use of some fly exterminator. Some, however are objectionable, and actually bad. A little cobalt put in a saucer of water interests flies and destroys them with certainty. But it is a poison. Flies, which are useful as purifiers of the air, in taking up much that is noxious in it, and in consuming solid matter that would otherwise decay into elements that would circulate offensively, are made to befoul the atmosphere by poisons. They carry those poisons through

the air where they can do harm to every person that breathes that air; they die, not at the spot where they were poisoned, but in every hole and corner of the store, and their decomposing remains further taint the atmosphere. These are reasons why cobalt is objectionable. The ordinary fly paper is objectionable for the same reasons. It is made mostly of arsenic and quassia sweetened with sugar. It is therefore dangerous, and does not inflict sudden death. The sticky fly paper is the best. It attracts the flies and holds them as securely as the spider does. They rarely leave it to taint the air, and their dead bodies can be collected and destroyed. Fly powders are also good. They are blown into the air, and are but a moment in suspension before all the flies are dead. They are not poisonous powders, so that human life is not endangered. They kill the fly apparently by strangulation or suffocation. Either the sticky paper or some of the various powders made, will do the trader the best service.

Stores should not be kept too well lighted during the fly season. Shade and dampness should be made the most of to discourage the pests.

"OLD FOGIES" AND THE GUN TRADE.

Prejudice begotten by ignorance is one of the most difficult things with which the hardware dealer has to contend. This is particularly true in the gun trade; any dealer will tell you how much easier it is to sell a person who keeps himself posted on the improvements almost daily appearing in our modern fire-arms, than to one who clings to old ideas, and who "don't know nothing about them new-fangled guns." One would think the day of the muzzle gun was about over, but it is a fact that the sale of muzzle-loading double-barrel guns was something unusual during 1889. In these times, when a safe, substantial double-breech loader can be bought for \$10 or less, and machine loaded shells for less than 2 cents a shot, it seems almost incredible that there should be a single advocate of the muzzle loader left, especially as a well-built muzzle-loading double gun, with swivel main springs, cannot be purchased for much less than \$10. But such is the case, and with some, the longer the barrel the better "probably because the muzzles are nearer the game), notwithstanding the well-known facts regarding increased length of barrels without a corresponding increase in the powder charge.

Contrast the old style muzzle-loader, with its clumsy hammers and long drawn-out process of loading and capping (as far behind the times as grandfather's hat), with the beautifully shaped machine-made gun of today, with its many desirable features, prominent among which are the rebounding locks (always at the safety point), low circular hammers lying wholly below the line of sight when cocked, matted rib, preventing

the glint of the sun's rays and enabling one to quickly sight the game; the close fitting of all parts, adding to the enduring qualities, and the detachable fore-end, allowing the gun to be instantly taken apart and conveniently carried. Surely the only place for old-fashioned guns is in Central Africa, among the savage tribes.

Then the machine-loaded shells, so popular now—how they were condemned at first, as dangerous, and the probable cause of all the burst barrels, which breaks were really due to cleaning rags left in the barrel, or to some other obstruction. Even now, many have still to be taught their vast superiority over any shells loaded by hand, yet this is so plain to those who have used them that the factories had a difficult time last year to fill their orders.

Again, take the hammerless guns. These have also undergone the condemnation of the "old fogies," and many people still think they are not as safe as a hammer gun, but this is an age of progress, and it will not be very long before the safety of the hammerless gun is acknowledged, and its advantages over the hammer gun fully established, when more of the hammerless guns shall have been used by sportsmen.

Why should there be prejudice against such advantages as these: Hammers inside the lock frame, showing their position on most guns by indicators which project at top or side when hammers are cocked, and return flush with the frame automatically when hammers are down; automatic safety latch, which positively locks the triggers; so that the gun cannot be discharged until the safety latch or bolt is moved off from sears or triggers; or the hammers cocking automatically when the gun is opened, and remaining securely locked in their cocked position avoiding accident so often caused by the premature discharge of the gun. The internal hammers cannot be caught in the brush, and the danger to companions in the field, by carrying the gun at full cock is obviated by the hammerless gun, since even when the hammers are at full cock there is no danger. Again, there are no hammers outside to interfere with a quick sight; in short, a hammerless gun can be cocked quicker, fired quicker, and is much safer for the shooter, or his companions, than a hammer gun.

Truly, the dealer's hard struggle to make a sale, in some instances, is largely due to the fact that the average buyer knows less about a gun than almost any other article he could buy.—Toots, in N. Y. Hardware.

The retail merchants of Georgia will hold a convention during the coming summer for the purpose of organizing a State Merchants' Association and also to memorialize the law making powers with regard to having some laws enacted for the protection of those who feed and clothe the people.

Every line of goods embodies a history and a science worth years of study to understand.

CAVERHILL, LEARMONT & CO'Y,

Best American Screen Wire Cloth

(Two carloads, from 18 to 42 inches wide.)

Devore's Spring Hinges, Nos. 1, 2 and 3

Window Screen Corner Brackets, Door Screen Brackets.

✍ Write for Prices, as we
are Headquarters.

MONTREAL.

CONSCIENCE IN COMMERCIAL CONTROVERSY.

The matter of reclamations is always of interest and importance to the trade, and, like all other questions, has two sides and is debatable. Moreover, it is a vexed question, and so governed by circumstances surrounding it that an answer meeting one case may not be at all adapted to another.

It may do to say that justice and equity should be the governing principle in the settlement of all controversies arising between buyer and seller over the price, quality or condition of goods that form the basis of commercial dealings between them; but that with many is regarded as a mere abstraction or an assertion of moral philosophy that, like the golden rule, is a good motto, but one not always adapted to the circumstances and often supplanted by the specious pleas, take care of number one, and look out for yourself and let the other man do the same. Of course, this latter principle, or lack of it, entirely sets aside strict regard for the golden rule in business, which we have heretofore urged, in these columns, should govern commercial dealings, and also disregards the exalted position of trade as a teacher of truth. To lie in business is a sign, not of cleverness, but of the want of it. Lowell long ago contended that our whole mercantile system, a modern piece of mechanism unknown to the East till we imported it thither, "turns on an implicit belief in the word of one's neighbor. Our legal safeguards would snap like red tape were the great bond of mutual trust once broken. Western civilization has to be truthful or perish;" and this guiding we have endeavored to emphasize in previous observations, in these columns, upon trade topics.

Applying this reasoning to the subject under more immediate consideration, it follows that the buyer, no matter whether he be jobber, retailer or consumer, is in truth and justice entitled to the precise quality of goods he has contracted for and in saleable condition. This cannot be denied, and, as a mat-

ter of fact, is not denied in controversies that arise over the sale and delivery of goods. Value for value is required, and the rule is equitable. The buyer is entitled to trust to the seller's fidelity and accuracy, just as the seller is entitled to honesty and fairness on the part of the buyer.

It must be conceded that in all legitimate business dealings the seller, whether he be manufacturer or jobber, desires that the goods supplied the dealer shall in all respects correspond with the sample or ware selected, as to quality and condition, for to assume otherwise would be to charge the seller with foolishly conspiring with himself to injure his own business; since the selling of damaged or imperfect goods as perfect, would soon irretrievably ruin his trade. For this reason manufacturers maintain a close system of inspection—often double inspection—upon all goods sent out. It is essential to them and to their business that the goods should be as nearly mechanically perfect as it is possible for human ingenuity and construction to make them. The maker is more interested in their quality than the dealer, although it is sometimes difficult to convince the latter of that fact.

Yet it is within the experience of all that goods thus shipped out as perfect, are occasionally returned and more often complained of by dealers as imperfect, or not up to sample. It is true that in some cases these complaints are wholly unjustifiable, and occasionally mere pretexts on the part of the dealer to gain time and delay settlement of the invoice. But it is equally true that there are instances where, despite the utmost care in manufacture and shipment, claims for imperfection and damage are justifiable. It is in the settlement of these that vexations often arise, and herein, as in all business controversies, the conscience should be a factor in reaching a settlement and the golden rule be given living force and effect. The buyer is entitled to what he pays for, the seller is also entitled to equal and exact justice. To harmonize and reconcile the difference between the parties at issue, requires mutual forbearance and absolute fidelity to accuracy

and truth, on the part of each. Goods sold for what they really are ought not to become the subject of controversy, and on the other hand the dealer ought not to expect better wares than he bought. He is not expected to deplete his profits by accepting inferior goods at full value, even though the imperfection be due to causes beyond human ingenuity to control or prevent. But neither should he do the seller the commercial injustice to assume that he would purposely send out inferior goods. If both are governed by conscience, an adjustment of their differences should be an easy matter.—Stoves and Hardware Reporter.

The Port Huron side (2300 feet) of the St. Clair frontier tunnel, connecting the Grand Trunk and the Chicago and Grand Trunk systems, is finished. Sixteen hundred feet of the Canadian side is also built. The tunnel will be 5950 feet, of which 2310 feet will be under the river. The tunnel is cylindrical in form, is 20 feet diameter in the clear, and is being lined with cast iron, the section being 42x18 inches surface and two inches thick. It will require about 28,000 tons of this cast iron, not to mention bolts, etc. The Government subsidy is not to exceed \$375,000. The railways have expended \$667,000 already.

Work can always be found in a store without double-million microscope

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LOOK FOR IT,
WAIT FOR IT,
IT WILL PAY YOU.

The "Eclectic Security" Tubular Lantern.

Combining as it does all the latest improvements without any of the discovered defects of Lanterns hitherto on the market. The following are a few of its most important points, viz.:-

Burner connected with oil Cup by a screw.

Inch wick. Hinged Cap to Burner. Seamless bottom to oil cup, which contains an imperial pint.

Convenient and cool method for removing Globe to clean and light.

INSPECTION AND COMPARISON INVITED.

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PARIS

Our first two instalments have been delivered in splendid condition. We have fortnightly supplies coming forward, and hope

to be entrusted with many orders that have not yet been received.

BEWARE OF OFF SHADE Paris Green, so called. We tested a sample of such last season, it was American, and found it to

GREEN

contain 32 p.c. Barytes. BEWARE OF WET Paris Green, which though but slightly damp, saves the maker 2 cents per pound. When you buy Paris Green see that you get it. Permit us to recommend our 1 pound round cardboard packets. This very poisonous article should not be exposed for sale in open drums. To induce the introduction of packets, we offer 1 or 2 lbs. at 1 cent per lb. extra, instead of 2 cents as heretofore. IN PRICE, we are competitors as well as in quality.

Manufactured by our Glasgow House.

FERGUSON, ALEXANDER & CO., - MONTREAL.



The merchants of Sydney, C.B., have combined to do business only on the cash basis.

A toll of 8 cents per cord is to be imposed on pulp wood coming out of the Gatineau boom.

A company has been formed to start a foundry and machine shop in Collingwood, and it is expected that this industry will be started immediately.

The Dominion Button Factory, Berlin, is in difficulty from which the present proprietors, owing to numerous losses by fire, bad debts, etc., are unable to extricate it.

The Edison Incandescent Electric Light Manufacturing Company are negotiating with St. Catharines citizens for the location of a factory in that city to manufacture dynamos for all Canada. Negotiations have been secretly in progress for some time.

Mr. Watts, of Buckingham, shipped a load of mining supplies to the silver district last week, and proposes to commence work on his property forthwith. Another mining expedition is being fitted out to do work at Terrace Bay, on the north shore of Lake Superior.

The other morning a fire broke out in the carriage shop of Wm. Pulford, of Cottam village, about five miles from Essex Centre. The carriage and blacksmith shops of Mr. Pulford were completely destroyed. The loss is supposed to be the work of an incendiary.

The directors of the new St. Thomas Pipe and Foundry Co., met on Saturday night, and selected a site on the London and Port Stanley railway south of Wellington street, where on Monday they commenced the erection of a building to cost \$4,000 to \$5,000. The

plant, costing \$20,000 will be placed in the building as soon as erected, and the manufacture of the \$60,000 worth of water pipes required for the city at once commenced.

Assistant Secretary Tichenor has advised the Surveyor of Customs at Albany that Canadian postal cards imported through the mails are dutiable at the rate of 25 per cent. ad valorem as "printed matter," and has instructed him to prevent a continuance of the practice under which these cards have been admitted, in 500 lots, free of duty.

The board of trade council met on Monday afternoon, President John I. Davidson in the chair. Mr. Caldecott brought up the question of goods being pilfered in transit, and it was resolved that Messrs. W. R. Brock, G. B. Smith, W. Ince, Hugh Blain, A. B. Lee and S. Caldecott be a committee to look into the matter and report at a later date.

At an early hour on Monday morning the death occurred of Charles James Hope, head of the wholesale hardware firm of Adam Hope & Co., Hamilton. The deceased gentleman had suffered a long and painful illness. Mr. Hope, was a brother of the late Hon. Adam Hope, and came to Canada from Scotland about 40 years ago. At one time he managed the business of Buchanan, Hope & Co. in London, Port Stanley and the west. In 1859 he settled in Hamilton as a member of the firm of A. Hope & Co., and on the death of Hon. Adam Hope he took charge of the business.

The Badger mine, owned by Milwaukee people, situated near Port Arthur, is the property that over \$25,000 in silver was shipped from during the last twelve months. Supt. Shear, feeling satisfied that the vein on which they were working was not the only one on the location, commenced prospecting and two weeks ago struck a new run some 350 feet north of the other. This has been traced for nearly 2,000 feet. A shaft was com-

menced, and on Saturday last after sinking fourteen feet, a vein four feet wide was struck with an eighteen inch paystreak of native silver, sulphide of silver, argentiferous galena, and zinc blende, which averaged 1,757 ounces of silver per ton. The Badger proprietors have purchased the Porcupine mine, for \$60,000 cash.

The Office boy owed one of the clerks three cents. The clerk owed the cashier two cents. The cashier owed the boy two cents. One day, the boy, having a cent in his pocket, was disposed to diminish his outstanding indebtedness, and paid the clerk to whom he was indebted three cents, one cent on account. The clerk, animated by so laudable an example, paid one cent to the cashier, to whom he was indebted one cent. The cashier, who owed the boy two cents, paid him one. And now, the boy having again his cent in hand, paid another third of his debt to the clerk. The clerk, with the said really "current" cent, squared with the cashier. The cashier instantly paid the boy in full. And now the boy, with the cent again in his hand, paid off the third and last instalment of his debt of three cents.

Letters patent have been issued incorporating the Dominion Typograph Company, limited, for the purpose of the manufacture of the machine known as the Rogers typograph, and the disposing and leasing of the same to publishers, printers and others in the Dominion. The capital is fixed at one million dollars, and the incorporators include Joseph Taylor, of Sandwich; William Hendrie and George M. Hendrie, of Hamilton; William B. Moran, Michael Dee, journalist, Strathearn Hendrie, Cameron Currie, Alexander Arnold Boutelle, John Scrip Sweeney, journalist; George Gough Booth, journalist, of Detroit; John Davis, inspector of inland revenue; Fredrick Evans, George Moir Black, Michael Andrew McHugh, Gordon Leggatt, James E. Connolly, Adam Walter Anderson and John W. Drake, all of Windsor.

H. S. HOWLAND, Sons & Co.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

BINDER CORD.

RED CAP.

PURE MANILLA AND MIXED.

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HOLLOW WARE.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, etc.

A. J. WHIMBEY, Manager.

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KNIVES, FORKS, SPOONS.

"Sheffield Sterling" Spoons and Forks.

Best Known Substitute
for Sterling Silver.

Harder, and resists acids better than any so-called
Nickel goods. See quotations on last page.

A. C. Anderson & Co., 16 Wellington St., Toronto, Sole Wholesale Agents for Canada.

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FETHERSTONHAUGH & CO., Solicitors of Patents and Experts.

Canadian Bank of Commerce Building (2nd floor), - - - TORONTO.

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**THE BOILER INSPECTION
and Insurance Company of Canada.**

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(Lieut. Govr. of Ontario)

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The prevention of Accident and attainment of Economy in use of
Steam, our chief aims.

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ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS.

FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS.

DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING

SANDSTONES,

CALCINED PLASTER.

BUILDERS' & CONTRACTORS'

SUPPLIES

Of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:

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MONTREAL.

NAILS! NAILS!!

Are very saleable articles, but the margin is
small. Sell our

**ADAMANT
WALL**

PLASTER.

COMES DRY IN BAGS!

IS EASILY HANDLED

DON'T SPOIL WITH AGE! HARD AS STONE

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Railway & Tramway Equipment.

STEEL RAILS NEW OR SECOND HAND All Sections

Cast and Wrought SCRAP IRON in Car lots
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Send for Prices.

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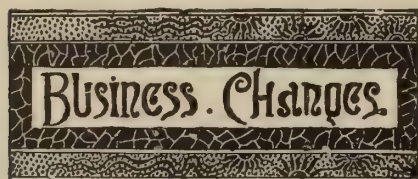
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Roofing Material, Building Paper, Plaster, Cement, etc.

IMPORTANT NOTICE.

We are now using strong thin cord in the manufacture of our O. K. Building Paper, whereby we not only add greatly to the strength of the paper but also prevent any chance of its tearing at the edges.



ONTARIO.

Cottam—Pulford, Wm. H., carriage maker, burnt out.

Easton's Corners—Tallman, E. H., general store, sold out to A. R. Coburn

Essex Centre—Kane, Wm., blacksmith, assigned to E. A. Wismer, Essex Centre.

Hamilton & Toronto—Anderson & Harper, manufacturers agents, assigned to Blackley & Anderson, Hamilton and Toronto.

King Creek—Armstrong, W. S., (estate of) general store, stock, etc., advertised to be sold by auction.

Ottawa—Harwood & Lecourt, trunks, etc., offering to compromise.

Pontypool—Stanton, Thos., (late) general store, assigned to Jno S. Playfair, Toronto.

Simcoe—Austin, Werrett & Potts, dry goods and groceries, assigned to Stapleton Caldecott, Toronto.

Wolverton—Meggs, E., general store, sold out to The Wolverton Milling Co.

MANITOBA AND NORTH-WEST TERRITORIES.

Elkhorn—Cushing, W. M., general store, assigned in trust.

McGregor—Gould, J. L., general store, sold out to Stinson Bros.

QUEBEC.

Berwick—Leduc, Jos., general store, assigned in trust.

Buckingham—McKenzie, W. J., general store, sold out to Edwards & McCallum.

Hudson—Mullan & Thompson, general store, dissolved, business continued by A. Mullan.

Johnville—Smith, E. P. & Co., (co nom), general store, sold out to R. A. Smith.

Lachute—Lafond, J. H., general store, offering to compromise.

Lennoxville—Abbott, E. W., general store, admitted his son W. H. Abbott. Style now E. W. Abbott & Sons.

Montreal—Bernard, C. A., mfrs' agent,

demand of assignment; Machinery (The) Supply Association, (not incor), assigned in trust; Montreal Lime & Trading Co., dissolved, succeeded by Montreal Lime Co.

St. Elphege—Parent, Adolph, general store, etc, demand of assignment.

St. Jacques Le Mineur—Robert, D., general store, stock, etc., advertised to be sold by auction on 16th inst.

NOVA SCOTIA.

Lockport—Kenney, Johnson & Co., fishing supplies, dissolved.

Port Latour—Smith, D. & Co., union store, David Smith deceased.

Sydney—Ingraham, C. L., general store, asking extension.

PRINCE EDWARD ISLAND.

Cape Traverse—Buxton, Chas. A., general store, deceased.

J. D. Lewis, formerly a tin-plate manufacturer in Wales, it is reported, is at the head of a company that proposes to invest \$500,000 in the erection of a tin plate mill at Pittsburg, Pa.

A customer secured is a promise of greater salary in time.



NOTICE TO CONTRACTORS.

SEALED TENDERS, addressed to the undersigned, and endorsed "Tender for Kingston Dry Dock," will be received at this office until Friday the 27th day of June next, inclusively, for supplying, setting in place, and delivering in complete working order, the Pumping Plant in connection with the Dry Dock, now in course of construction at Kingston, Ontario, in accordance with the conditions and stipulations contained in the form of tender, and plan attached thereto, copies of which can be obtained on application to the undersigned at Ottawa, and W. O. Strong, Esq., Resident Engineer, 30 Union Street, Kingston, Ont.

Tenders will not be considered unless made on the form supplied and signed with the actual signatures of tenderers.

An accepted bank cheque, payable to the order of the Minister of Public Works, equal to five per cent. of amount of tender, must accompany each tender. This cheque will be forfeited if the party declines the contract, or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order,
A. GOBEIL,
Secretary.

Department of Public Works,
Ottawa, 17th May, 1890.

E. R. C. CLARKSON TRUSTEE AND RECEIVER

In affiliation with **TORONTO, JNO. B. CLARKSON**
Temple Buildings, - - - MONTREAL.

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention

Blackley & Anderson, TORONTO & HAMILTON Accountants, Assignees, Receivers.

Toronto Office Hamilton Office
37 YONGE STREET, Telephone No. 1716. 24 JAMES ST. South, Telephone No 73.
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WOOD ENGRAVER,
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STRONGER
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MANUFACTURERS OF

Painted Screen Cloth,
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Perforated Sheet Metals,
Wire Cloth, all kinds,
Wire Rope, all kinds,
Metallic Lathing.

Wholesale agents for Ontario Wire Fencing Co. Send for Catalogue mentioning your requirements.

Hamilton, Canada.

BINDER TWINE

Buyers will do well to purchase before another advance. Write us.

HOBBS HARDWARE CO.,
LONDON, - ONT.

CAUTION.

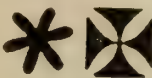
Joseph Rodgers & Sons,

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Find it necessary to caution the public against imitations of their manufactures.

None are genuine unless bearing the

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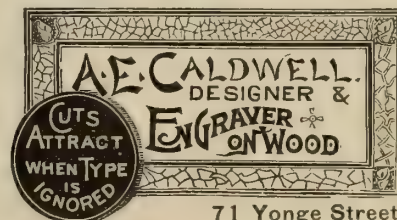
THE DOMINION WIRE ROPE COMPANY,
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(Works at Lachine).

FOR HOISTING, MINING, TRANSMISSION OF POWER, TOWING, SHIPS' RIGGING, GUYS, ETC., ALSO LANG'S PATENT WIRE ROPE FOR TRANSMISSION AND COLLIERY PURPOSES.

Signal Strand Clothes Lines & Seizing Wire.
JAMES COOPER, Agent,
MONTREAL.



71 Yonge Street.

Important to the Paint Trade.

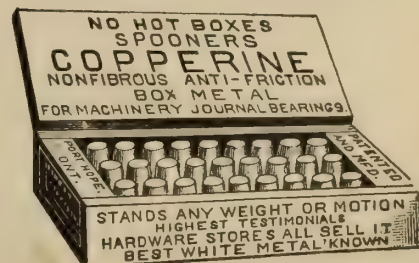
TORONTO, May 16, '90,

To W. H. COTTINGHAM,
Montreal.

Kindly send us one box MANDER'S CARMINETTE, per express at once for Toronto Street Railway Co. WE LIKE YOUR COLOR AND WILL USE NONE OTHER.

(Sgd.) J. J. FRANKLIN,
Supt. T. S. R'y Co.

Never Failed.





DANGER IN HEATING.

Dr. Lancereaux, of Paris, who has been investigating the subject of heating houses by means of portable stoves, has made a report to the Academy of Medicine, recommending that government assume control of the problem, and suggesting the following provisions :—

1. To authorize the sale of stoves only on condition that their draught be sufficient to convert all the carbon present in the fuel into carbonic acid, and thus prevent the formation of carbonic-oxide gas.

2. To require an examination of the chimney before the stove is put up, in order to ascertain that its draft is sufficient for the disengagement of the vapors of combustion, as well as an examination of the neighboring chimneys, in order to prevent filtration from one chimney into another, and to protect those immediately interested, or their neighbors, from poisoning by carbonic oxide communicated from a distance.

3. To warn the public of the danger incurred by passing the night in a room in which there is a stove of slow combustion, or in a room that adjoins one in which such a stove is placed.

In the discussion that followed it was stated by the friends of the measures that the dangers from this source were too little understood. M. Armand Gautier said that five millimetres of carbonic oxide in the surrounding air provoked poisoning in one-eighth of the total blood. According to M. Laborde the presence of carbonic oxide in the atmosphere in the proportion of 1 to 650 is injurious to life. Arguments were made against supervision, but the friends of the measure succeeded in gaining their cause before the Academy, and the following resolutions were adopted:

1. The use of economic heating apparatus of feeble draught should be authoritatively prohibited for sleeping-rooms and apartments adjoining sleeping-rooms. The use of portable stoves in general should be avoided.

2. In all cases, the draught of an air tight stove should be suitably guaranteed by pipes or chimneys in one section and of sufficient height, completely air tight, presenting no fissure communicating with adjoining apartments, and discharging above the level of contiguous windows. It would be well to have the chimneys or pipes supplied with apparatus for indicating that the draught is in the normal direction.

3. It is necessary, especially when the stove is at a low rate, to guard against atmospheric disturbances which might diminish the draught, and even cause a reflux of

gas into the interior of the room in which the stove is burning.

4. Every stove of slow combustion which has hot-air openings should be rejected, as, by suppressing the utility of the safety chamber by the interior cylindrical hollow comprised between the two sheetings of cast or wrought-iron, they permit the escape of carbonic acid gas into the apartment.

5. The openings by which an air-tight stove is supplied with fuel should be hermetically closed and ventilated whenever fresh fuel is put in.

6. The use of this heating apparatus is dangerous in rooms habitually occupied which are not freely ventilated from the outside. It should be prohibited in nurseries, schools and colleges.

Mr. J. S. Tyler, representing Goldie & McCulloch, of Galt, Ont., is now pushing things in the lower provinces and Prince Edward Island.

A serious fire broke out Wednesday afternoon on the premises of the Howard Pulp Ware Company, Montreal, which resulted in the almost total destruction of the building. A large number of hands were employed on the second and third floors, and they were cut off by the flames. They were compelled to leap from the windows. One of the hands, James Giblin, jumped a distance of 35 feet, and sustained severe fractures. Several girls were also compelled to jump, and were severely injured. The building was badly damaged by fire and water. The total damage will be about \$10,000.

Mr. J. W. McMillan, assistant bookkeeper in Rice Lewis & Son's wholesale hardware establishment, was married on Wednesday in the Presbyterian Church, West Toronto Junction, to Miss Donaldson, a young lady of that town. On the eve of the nuptial event, Mr. McMillan's fellow employes gathered around him, and in an address filled with expressions of esteem and good wishes, they gently absolved him from any future social responsibilities as a bachelor. The address was accompanied by a handsome present, a marble clock. The popular young man replied in fitting terms. Mr. and Mrs. McMillan are now on an extended bridal tour.



Tenders for the plumbing and heating of Toronto University College went in on Monday.

The award for the plumbing and heating of the Sick Children's Hospital has not yet been made. It will be a heavy job.

A seizure of iron pipe has been made from the water works authorities of Chatham on the ground of undervaluation. It is the property of the Porter Manufacturing Co., of Syracuse, N. Y.

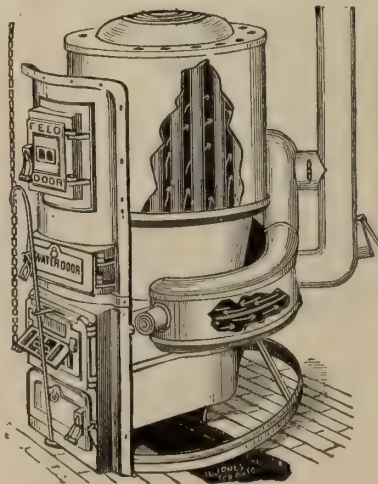
On the night of the 13th inst. some boxes in the store of Harkler Bros., plumbers, Spadina avenue, caught fire from an unknown cause. Before the flames were quenched \$200 worth of property was destroyed, but the insurance fully covers the damage.

Messrs. Harding & Leathorn, of London, have performed some quick work in putting in the water connections for the C. P. R. They received orders Tuesday night, and had the work completed on Thursday night, the distance being a block and a half.

Messrs. Keith & Fitzsimmons, Toronto, have lately gone largely into church gas fixture specialties, and the magnificent gas furnishings they have put in the Bloor St., Presbyterian Church testify to the superiority of their work. The Bloor St. Church eclipses all others in the city in the elegance of its lighting appointments. The same firm put in the fine gasoliers of the Broadway Tabernacle. They are now engaged furnishing a new church going up in Parkdale.

Rivalry, open, fair, good natured and enterprising, is the life of business.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.



CLARE BROS. & CO.,
Preston, - Ontario,

MANUFACTURERS OF
COAL AND WOOD

**Hot Air Furnaces
and Registers.**

12 STYLES, 40 SIZES,

BEST VALUE IN THE MARKET.

Estimates and Illustrated Catalogue sent upon Application.

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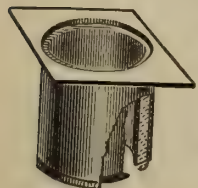
These CROCKS are light,
Easy to fit and Thoroughly
Fireproof, and wherever
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Place in the Market

PATENTEE AND SOLE
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ENGINEERS AND PLUMBERS' BRASS WORK.

Iron and Brass Valves, Inspirators, Injectors, Ejectors, Revolution Counters,
Engineers' Clocks, Steam and Hydraulic Gauges, Wrought Iron Pipe and
Fittings, Soil Pipe and Fittings, Lead Pipe, Sheet Lead, etc.

Also keep always in stock full lines of

Sanitary Earthenware, Water Closets, Wash Basins, Etc.

MORRISON BRASS WORKS, ADELAIDE ST. WEST, TORONTO.

REFRIGERATORS.

Hardwood, Lined Galvanized Iron, Patent Locks,
Economical, Reliable, Cheap.

MILK

DELIVERY

CREAMERY

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TRIMMINGS
AND

CANS MADE UP.

OIL, GAS, VAPOR,

STOVES.

Ice Cream Freezers,
Heavy Dairy Pails.

Galvanized Iron Eave Trough 8 feet lengths.

We make and supply everything used by Stove and Tinware Dealers.

BRASS BIRD CAGES.

WRITE OUR NEAREST HOUSE.

The McClary Manufacturing Co'y

LONDON, TORONTO,
MONTREAL, WINNIPEG

Toronto Plate Glass Importing Co.

Highest Award, Toronto, '87

**GLASS IMPORTERS,**

Bevellers and Mirror Manufacturers.

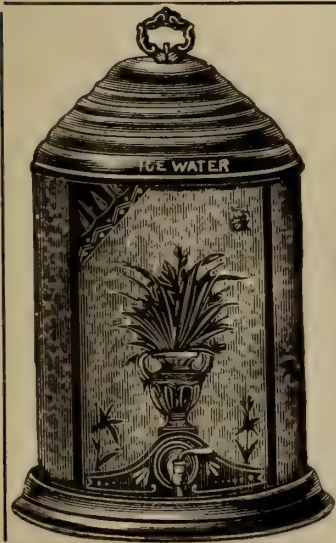
Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

For Mirrors and other Glasses

TELEPHONE 1599.
CABLE ADDRESS, "PLATE."

55 Victoria Street, - - - Toronto, Ont.



SCREEN WIRE CLOTH, FLY TRAPS,

Lightning Ice Cream Freezers,

Pressed & Japan Ware, House Furnishing Hardware.

WATER-COOLERS

Milk Can Trimmings, Creamery Pail Trimmings.

SEND FOR CATALOGUE.

Thos. Davidson & Co., - - - - - Montreal.

MARKETS

TORONTO, June 19, 1890.

In hardware circles there has been no particular feature during the past week, except a further firmness in metals, notably tin and copper, the latter having recorded a distinct advance. All metals are now exceptionally firm, and there are no signs of any weakness, at least in the immediate future. The general hardware trade shows a fair degree of activity, which is likely to increase rather than to fall off. The movement is general in nearly all lines, and merchants speak most cheerfully of future prospects.

The cessation of the trade strikes is beginning to have a beneficial effect upon the business doing in building materials. Glass and nails, for instance are likely to move out more freely now that the labor troubles are over. Makers of iron castings, used in building, have been complaining of the dullness caused by the strikes, but they will likely now see a resumption of activity.

In the Province of Manitoba business has been fairly active, especially in heavy goods. A much greater volume could be done, especially in shelf goods, but wholesalers are not inclined to force sales, while the outlook for immediate cash returns is so poor. This difficulty also exists, but not in so marked a degree, in heavy goods.

At present the general crop prospects, taking the Dominion as a whole, may be considered as decidedly favorable. From the great wheat fields of the Northwest reports of a most encouraging nature are received, and everything in that region appears to point to abundant harvests and consequent prosperity. In Ontario, the outlook, if less promising, is still favorable, and a fair if not an abundant harvest is presaged. The fine weather of the past two or three weeks has materially altered the condition of affairs. The field of fruit also promises to be good, many sections showing signs of a plentiful harvest. The prospects in the Province of Quebec may at present be termed only fair, but so much depends upon the weather of the next few weeks that any prophesy as to the ultimate yield would be unsafe to venture on.

On the result of the general harvest much depends. If it is a good one, as present indications would lead us to hope, the serious strain that has of late been entailed upon commerce will be relieved, if not, the consequences are likely to be serious.

Money has come in fairly well, no complaints reaching us of failure to meet payments, and the failures throughout the country are less than at the same time last year. Until a new crop is harvested remittances are likely to remain a good deal in the same condition that they now are.

IRON.

There has been no change in the condition of the local iron market. Large lots are obtainable at probably less than our quotations, although dealers state that they are holding to the figures given \$2.40 for common bars. The mills are said to be selling very little iron, and are taking but few fresh orders. The mills at Hamilton are not as busy as they have been. English mail advices of June 7, say:—"The trade is now experiencing the customary reaction after a period of unduly inflated values; and, as usual, the movement appears to be likely to be carried considerably beyond the point jus-

tified by the actual state of business. Judging from the statistical position and the state of trade generally, it may be safely asserted that the current selling rate is now below what the present volume of business warrants; and though it is admitted on all hands that prices cannot go much lower, it is still felt that some further shrinkage in values is still probable. Stocks in Connal's stores are still being treasured heavily. Nearly 9,000 tons were withdrawn last week, reducing the quantity held there to 741,000 tons against 1,028,000 tons at the same date last year. Shipments are well maintained, and are considerably above the average, amounting to 192,000 tons, comparing with 176,000 tons during the corresponding period of 1889. There is a slightly better demand in the manufactured iron trade, principally for the Eastern markets shippers; limits, however, are found to be so low that the amount of actual business resulting is small. Not many fresh orders for manufactured steel have yet found their way into makers' hands; but at the same time very encouraging reports have been in circulation during the last week or ten days with regard to new contracts entered into in this district for the supply of steel bridge work and new vessels. At Middlesbrough the production of pig iron for May showed an increase of 3,600 tons; and notwithstanding this, stocks marked a decrease of 12,300 tons. Shipments amounted to 80,200 tons, against 76,000 tons in April, the expansion being principally in the quantity sent to foreign countries. The manufactured iron and steel trade shows no signs of improvement, and prices are still declining. Some makers have booked orders at the best prices obtainable, and so secured a considerable amount of work, whilst others are very short of specifications. In Staffordshire manufacturers are making a determined effort to obtain a reduction in wages, which they say is absolutely necessary if they are to compete successfully with makers in other districts; but nothing has yet been settled. Selling rates remain nominally unaltered, but in practice they are found to be somewhat lower as regards several descriptions of iron."

TIN AND TIN PLATE.

The pig tin market has shown further improvement, and last week's advance is firmly maintained. The better feeling is due to more favorable reports from the English market. Late last week the London market rather declined under cheap offers of pig tin from the Straits, but an active speculative demand, together with good trade purchases brought about a radical change, and the market is firm again.

Owing to the uncertainty as to the American trade the tin plate market in Liverpool is unsettled, although a fair amount of orders have been placed with tin plate makers at their figures. The possibility of a future advance does not appear to be stimulating the demand here, as consumers are reported to be ordering only moderately.

COPPER.

The market has advanced another cent this week, and it would now cost 17c. to import English. Both in New York and the English market the metal has made an advance. Sheets have also participated in the advance and are 1c. per pound higher. The English markets have been firm and a large amount of business has been transacted at the higher figures.

GLASS.

Glass has not been moving out very actively, and stocks are still arriving, although dealers claim to be holding at old figures, it is not improbable that these might

be shaded, if indeed, they have not already been. The feeling is easy, but with a resumption of building activity the market may improve. The Montreal market is weak.

NAILS.

Consumers are not ordering very freely, purchasing for immediate use only. Prices are said to be held to here, but there is cutting in Montreal, and dealers here may have to meet the figures of the western men.

ZINC.

Block and sheet Zinc is held firmly at quotations, but there is no particular demand for it.

ANTIMONY.

The market shows no appearance of any immediate decline, yet in some quarters it is the opinion that lower figures will rule before long, and on this account some consumers are holding off.

CANADA PLATES.

There is cutting in this line, and they could probably be obtained at lower figures than we quote. They are not particularly in season just now, so that consumers are not ordering freely, but dealers say that when they are needed prices are bound to stiffen.

LEAD.

From cable reports the market continues strong, with more doing. Soft Spanish is cabled at £13 2s. 6d.

STEEL RAILS.

According to the special cable from Sanders & Co., of 110 Cannon street, London, the steel rail market is steady, viz., £5 7s. 6d. for ordinary sections, 56 lbs. per yard and heavier. Competition, however, is said to be keen.

SCRAP METALS.

Wrought scrap continues to decline, being 5c. per 100 lbs. lower again this week. Dealers are now paying 65c. per 100 lbs. or \$13 per ton. The mills are quoting at \$15 delivered. Wrought scrap is more plentiful this week, as those who have any on hand are anxious to get rid of it, the market showing signs of a further decline. Cast scrap has also declined, and is selling at 60 to 65c. Copper and brass are coming in slowly and are without feature. Dealers' prices are as follows:—No. 1 heavy scrap, 60 to 65c. per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap, 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 25c.; new scrap copper, 10c.; heavy scrap copper 10½c.; old copper bottoms, 8½c.; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 9c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2½ to 3¼c.; country mixed scrap, \$1 to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PAINTS AND COLORS.

No change has taken place in the market this week. Turpentine is now steady at the late decline and there is a moderate movement in it. Linseed oil is no more plentiful, and no fresh stocks have been received. Orders are coming in daily for this oil, but they have all to be refused, and while we leave quotations as before, they are to a great extent nominal, as dealers cannot give figures at all. In white lead there is the usual business doing, but at present no new feature.

HIDES, ETC.

* HIDES—The advance on green hides reported last week still holds. No. 1 steers are yet 7c., and No. 2 and No. 3 are each 1c. lower. Cows' are 6c. for No. 1, and 1c. lower for each of the other grades. Cured are 5¾c. There is a fair business doing.

TALLOW—Rough is 2c. and rendered is 5¼c.

NORTHEY & CO., - TORONTO, ONT.

MANUFACTURERS OF
SINGLE AND DUPLEX

Steam and Water-Power Pumps

FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP

CONDENSERS

FOR ATTACHING TO

High Pressure Steam Engines,

MARINE AND STATIONERY.

GREAT ECONOMY

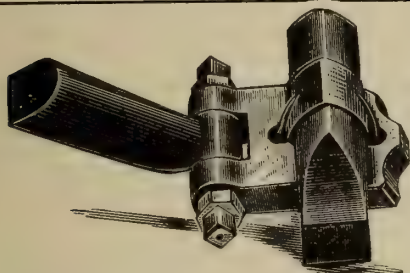
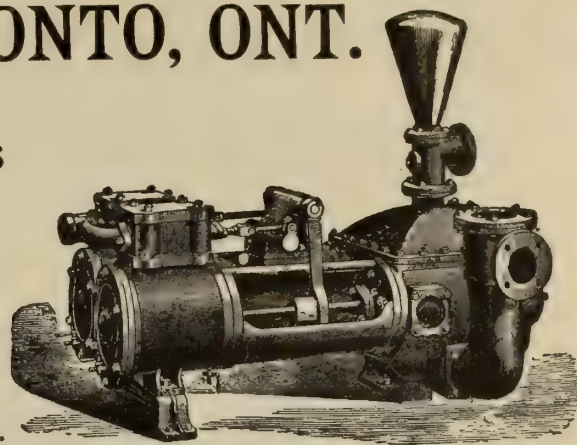
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FUEL AND POWER

GUARANTEED.

Prices and particulars on application.

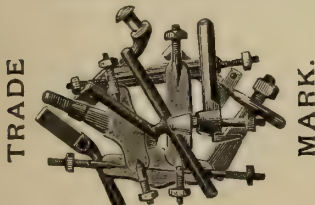
OFFICE AND WORKS: Corner Front and Parliament Sts.



CLARRY & CO'S THILL COUPLING, Mirfield's Patent. SAFE, ABSOLUTELY NOISELESS, PERFECT. NO RUBBERS, NO SPRINGS, because none are required. ALL RATTLING PREVENTED. The nicest thing ever invented. A boon alike to the Manufacturer and the Purchaser of Carriages, Buggies, etc. COMPLETE, CHEAP AND EFFICIENT.

CLARRY & CO.,
Sole Owners and Manufacturers,
14 Bay Street, TORONTO
Prices Furnished on Application.

TORONTO DROP FORCE CO.,
68 ESPLANADE ST.



Manufacturers of
CARRIAGE HARDWARE AND
WROUGHT IRON FENCES, Etc.
Drop Forging of every Description.
Prices furnished on application. All work
guaranteed.

R. DENNIS,

LONDON, - ONTARIO.

Manufacturer of every description of

WIRE AND IRON WORK

COMPRISING

Office and Counter Railings,

Window Guards,

Fences, Iron Gates,

Cresting, Finials, Vanes,

Stable Fittings,

Wire Signs,

Wire Goods of every variety.

We can supply anything you require
in Wire or Iron.

WRITE FOR ILLUSTRATED CATALOGUES
AND INFORMATION.



Galt Rag and Metal Co., Dealers in Rags, Bones, Scrap Iron, Copper, Brass, Lead, Zinc, Scrap Rubbers, Paper Stock, &c. Highest Cash Prices Paid. Orders by mail will receive prompt attention. Galt, Ont.

You can lose more than we do
by not subscribing for this paper.

FRANKEL BROS.

OFFICES AND YARD: }
116--130 GEORGE ST. } Toronto.

WHOLESALE DEALERS IN

SCRAP IRON, RAILS, METALS.

SPECIAL AGENTS FOR CANADA

FOR

Railway Supply and Manufacturing Co.,

CINCINNATI, OHIO.

MANUFACTURERS OF

Cotton Waste.

BOECKH'S STANDARD BRUSHES
FOR SALE
BY ALL LEADING HOUSES.

We manufacture the greatest variety of Stave, Market and Satchel Baskets and Fruit Packages, of any establishment in the Dominion.

Write for Illustrated Catalogue and Price List.

The Ontario Basket Co., Limited,
WALKERVILLE, ONT.

Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont.

MONTREAL

MONTREAL MARKETS.

JUNE 19, 1890.

The business done in iron and hardware the past week has been only fair, owing in a great measure, no doubt, to attention being drawn to the elections. There is considerable speculation as to the fall outlook for trade, and buying is done sparingly. Payments are very slow.

There is no change whatever in prices since last report, excepting copper which has again advanced and would now cost 16c. to 16½c.

Pig iron unchanged. Summerlee \$21.50; Carnbroe \$18.

Bar Iron unchanged at \$2.40 for Domestic and \$2.65 to \$2.75 for English. Hoops and Bands \$2.75.

Sheet Iron, No. 21 to 28 gauge and now sold at \$3.00 and heavy gauges at \$3.12½ to \$3.15 per 100 lbs.

NAILS.

A fair demand still exists for nails. Jobbers continue to shade prices which are 10 cents less than the following:

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	....	2 65
8 dy to 9 dy, " "	....	2 90
6 dy to 7 dy, " "	....	3 15
4 dy to 5 dy, Am. pat	....	3 40
3 dy fine hot cut, " "	....	5 65
4 dy to 5 dy, cold cut, can pat.	....	3 15
3 dy, cold cut, " "	....	3 65
2 dy, hot cut, nails " "	....	5 85

	Steel Cut Nails	Wire Nails
10 dy to 60 dy, per keg	\$2 75	\$3 75
9 dy " " "	3 00	4 10
8 dy " " "	3 00	4 45
7 dy " " "	3 25	4 80
6 dy " " "	3 25	5 15
5 dy " " "	3 50	5 15
4 dy " " "	3 50	5 45
3 dy " " "	4 25	6 50
3 dy fine " " "	5 75	8 20

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 65
4 dy @ 5 dy, per keg	.....	3 90
6 dy @ 7 dy, " "	.....	3 65
8 dy @ 9 dy, " "	.....	3 40
10 dy @ 30 dy, " "	.....	3 15
Cut spikes, " "	.....	2 90

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	.....	\$5 05
1 " " "	.....	4 65
1 ½ " " "	.....	4 35

Finishing nails 75c. per keg over same size hot cut, viz., from \$6.60 for inch to \$2.65 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.60 for 1-inch to \$3.40 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$7.10 for 1-inch to \$3.90 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand 50 per cent. discount, for small lots. P. B. & Co. brand 50 per cent. of list for small lots. Large lots 50 four months, with 5 per cent off for cash in 30 days.

GLASS.

We again report a very stiff market for glass, although coming in quite freely the market is almost bare. Advices state the Belgian market stiff and firm. Prices here

are:—First break, \$1.50; second break, \$1.60; third (100 feet) \$3.40.

CHEMICALS.

The market is firm and nominal. Quotations are:—Bleaching powder, soda ash, and caustic soda weaker. Sal soda well maintained. Alum, \$1.60 to \$1.75; caustic soda, \$2.25 to \$2.75; copperas, 80 to 90c; cocoa nut oil, 6¼c to 6½c; carbolic acid, 55c to 60c; bleaching powder, \$2 to \$2.50; borax, 7½c to 8½c; soda ash, \$2.20; cream tartar 26c to 27c; tannic acid, 45c to 55c, and sal soda, 90 to \$1.10.

CEMENT AND FIRE BRICK.

Cement is very dull with no immediate change for the better. Round lots aggregating 4,000 casks were sold during the week at a loss of from 12 to 16c. per cask. Prices nominally are \$2.35 to \$2.50 as to brand, but these figures will be shaded for rounds lots. Fire Brick continues in fair demand at \$20 to \$25.

PAINTS AND OILS.

No change has taken place in lead since last report. Stocks are light.

There is a continued heavy demand for mixed paints and colors which is very unusual for this time of the year.

Linseed oil is still being eagerly sought after, in fact there is hardly enough to meet demand. Quotations are 69c. for raw and 72c. for boiled.

Turpentine is still firm, is 57c. for small lots and 58c. for large.

Varnishes have a steady demand.

Paris Green is fairly active at following prices: drums 15c.; packets 17 to 18c.

DISHONEST TRAFFIC.

The oft-quoted, but erroneous assertion that honesty interposes too great a barrier to successful mercantile operations, has unfortunately obtained credence to a considerable extent, and its practice has been productive of temporary gain. The proper conduct of business implies rather a careful selection of stock and judicious methods of handling it, than a recourse to misrepresentation and fraud. The system of buying inferior goods and imposing upon the credulity of customers to dispose of them may for a time prevail, but must eventually result in the merchant's discomfiture and failure. The customer of the present has been taught the necessity of investigation, and if unfairly served, will not hesitate to inform his neighbors, who, like himself, will look elsewhere for honorable treatment.

It is poor philosophy to reckon upon present dishonesty as a means of ultimate profit—it is to suppose oneself wise and the rest of mankind fools. The reaction of fraudulent conduct entails odium and disgrace upon the shallow-pated and covetous who entrap themselves in their efforts to entrap others. If all men were guided by the rule of equity and right, as being sureties of the same treatment from one to another, a resort to dishonest transactions would not be reckoned upon as a system of revenge; nor would they be so blinded to their own interests as to seek to subvert those of their fellow men.

The struggle for life, fraught as it is with cares and trials and the calamities of dire results, requires an amount of resolution,

caution, integrity and moral rectitude, commensurate with the necessities of living and acting properly. Any departure from a strictly honest business life not only brings disrepute and engenders a feeling of dissatisfaction, but operates against business success, since one false step may continue to divert from the pathway of justice. Habitual dishonesty, like habitual intoxication, is always dangerous, and will sooner or later bring ruin and disgrace.

It is infinitely better to conduct business upon a platform of strict honesty and under moral suasion, than by seeking through dishonest misrepresentation and false maxims to be borne upon the current of success for a day, and then to be plunged into inextricable confusion and defeat. The false doctrines which have obtained root in the human heart, unless overshadowed and crowded out by wise precepts and noble principles, will eventually exert an influence too powerful to grapple with. There is nothing so effective as a proper beginning as, without it, the end will be dubious indeed.

Too much encouragement is being and has been given to an improper, not to say dishonest, course in the conduct of business for the remedy to act speedily and efficaciously. While dishonest traffic is connived at, and in some instances, encouraged in our country, it is made punishable in others—in fact, the conduct of business in some foreign countries is so regulated and controlled by law, as to render a departure from honesty but seldom attempted. When merchants do not serve the wants of the people legitimately and proportionately to pecuniary consideration, the employment of a controlling principle is necessitated and should be used. The disreputable system of unfair dealing, now so unblushingly practised, should be denounced by all honest men, and all honest merchants should unite for its suppression. To regulate the method of business conduct so as to render it subservient to correct, upright and legitimate principles is a "consummation devoutly to be wished."—Detroit Herald of Commerce.

The contract for supplying the hardware requirements of the St. Vincent de Paul Penitentiary, has been awarded to Piche, Tisdale & Painchand, hardware dealers, Montreal.

The Town Council of West Toronto Junction decided on Wednesday to submit a by-law to the ratepayers granting \$30,000 as a bonus to The Toronto Rolling Mill & Forging Co., a concern now seeking incorporation and which proposes to start operations at the Junction almost immediately. The site will be near where Keele-street crosses the Weston-road, and part of the bonus is to be expended in building a Grand Trunk siding into the company's property from Carlton station. The C. P. R. and Belt Line are near at hand. The stock is now being subscribed and the promoters expect work to be begun by August, and by November to have 200 men employed. The new concern proposes to take over and develop the plant and business of the Toronto Drop Forge Co., now carried on on the Esplanade. The temporary offices of the company are at 68 Esplanade street, Toronto.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

Eastlake Metallic Shingles

SHEET STEEL

Pressed Brick

AND

Elevator Fire-Proof Siding Plates.

Our Shingles and Siding Plates are the heaviest and cheapest manufactured.

Price List and Catalogue on application.

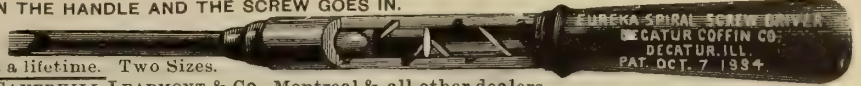
The Metallic Roofing Co. of Canada
(Limited.)

Rear 84, 86, 88 and 90 Yonge Street,
TORONTO.

PUSH ON THE HANDLE AND THE SCREW GOES IN.

Will last a lifetime. Two Sizes.

Sold by CAVERHILL, LEARMONT & Co., Montreal, & all other dealers



Electric Supplies for Electric Lighting, Electric Bells, Wire Annunciators. Contractors for Electric Work.

HENRY S. THORBERRY & CO., 39 King St. W. Toronto.

Clarke's Common Sense Sliding-Door Hanger

Slides back and forth with a more Graceful and Easy Motion and with less noise than any other Hanger.

With this hanger there is:

No Side-draft.
No Kicking.
No Flanges on the wheels.

No Jumping the Track.

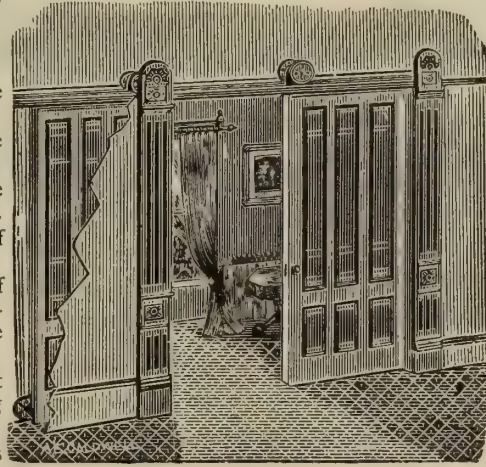
No Inaccessible Tracks in the Pockets.

No Tearing Down of Lath and Plaster.

No Dead Weight of heavy doors constantly hanging to the track.

No Tracks to be put in until ready to hang the doors.

No False Pockets in the Tracks for either



Single or Double Doors.

Doors equipped with this Hanger are suspended at the upper front corner and supported or rest upon a single roller secured to the lower inside corner, perfectly balanced, moving easily.

Common Sense Hangers can be applied to doors that have been hung with any other hanger without removing the plastering, woodwork, or any of the sheathing of the pockets, or creating any muss whatever.

MANUFACTURED BY

THE PETERBOROUGH LOCK MANUFACTURING COMPANY
PETERBOROUGH, ONT.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

HAVE COMPLETE STOCK OF FOLLOWING SEASONABLE GOODS:

Harvest and Garden Tools, Lawn Mowers, Rubber Hose,
Garden Shears, Hose Reels, Green Wire Cloth, Fly Traps,
Dish Covers, Ice Cream Freezers, Preserving Kettles.
(Enamelled and Granite).

PLEASE WRITE FOR QUOTATIONS.

Builders' Hardware, House Furnishing Goods, Tinsmiths' Supplies, Plumbers' Supplies, Steamfitters' Supplies,
Brush and Broom Makers' Supplies.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



The above Brand of Lead
Requires no Association Guarantee.
It is the STANDARD of the Dominion for
Purity, Fineness and Whiteness.

WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

Williamson & Lambe STORAGE.

54 & 56
Wellington St. E.,
TORONTO.

DESKS

OFFICE, LIBRARY,
CHURCH AND SCHOOL
FURNITURE.

JOHN M. BLACKBURN & CO.,
41 COLBORNE ST., TORONTO.,
AND—
162 ST. JAMES ST., MONTREAL.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb .. 25, 26½
Straits 100 lb ingots. " .. 25, 26½
Strip " .. 27, 28

Tin Plates—Charcoal Plates, Bright.

Bradley M.L.S. Per box.
I.C., usual sizes .. \$6 25 \$6 50
I.X., " .. 7 50 7 75
I.X.X., " .. 8 75 9 00
Raven & P.D. Grades—
I.C., usual sizes .. 4 75 5 25
I.X., " .. 5 75 6 25
I.X.X., " .. 6 75 7 25
L.X.X., " .. 7 75 8 25
D.C., 12½ x 17 .. 4 50 ..
D.X., usual sizes .. 5 50 ..
D.X.X., " .. 6 25 6 65

Note.—Other brands might be shaded
by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—
I.C., usual sizes .. 4 25 4 50
I.C., special sizes .. 4 25 4 50
B.V. Grade, I.C., usual
sizes .. 4 25 4 50

Note.—Round lots of 14x20 could be
purchased of 25c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—
I.C. 20 x 28, 112 sheets .. 8 50 8 75

Charcoal Tin Boiler Plates.

Cookley Grade— Per lb.
I.X.X., 14x56, 50 sheet bxs } 6½c, 7c
" 14x60, " }
" 14x65, " }

Iron and Steel.

Common Iron, per 100 lb .. 2 40 \$2 50
Refined " .. 2 75 2 90
Horse Shoe " .. 2 75 2 90
Band " .. 3 20
Hoop " .. 3 20
Swedish " .. 4 00 4 50
Nova Scotia Bar iron .. 2 75
Sleigh Shoe Steel .. 2 75
Machinery, Tire Steel .. 3 00 3 25
Best Cast Steel, per lb. .. 0 13 0 14
Russian Sheet .. 0 11 0 12
Tank Plates .. 2 25 2 50
Boiler Rivets .. 4 75 5 00

Boiler Tubes.

2-inch .. 13c
3-inch .. 18½

Boiler Plate.

½ inch .. \$3 50
5-16 " .. 3 35
¾ " .. 3 25

Sheet Iron.

1 to 20 gauge .. 3 50
22 to 24 " .. 3 75
24 to 26 " .. 4 00

Canada Plates.

Blaina .. 3 00 3 10
Boars Head .. 3 15 3 25
Maple Leaf .. 3 00 3 10
All Bright .. 3 50

Galvanized Iron.

Queen's Head—
16 to 24 gauge, per lb .. 5½, 6c
26 gauge, " .. 5½, 6½
28 " .. 6, 6½
Gordon Crown—
16 to 24 gauge, per lb .. 5½, 6
26 gauge, " .. 5½, 6½
28 " .. 6, 6½

Note.—Cheaper grades about ½ cent
per lb less.

Chain.

Proof Coil, ½ inch, per lb. 4½c
" 7-16 inch " .. 5½
Trace, per doz. pairs .. \$3 60 5 90
German coil, per 100 ft .. 1 65 2 70
Jack chain, iron, single, per
doz yards .. 0 13 0 50
Jack chain, double, per doz
yards .. 0 15 ..
Jack chain, brass, single, per
doz yards .. 0 20 1 10

Copper—Ingot.

Lake Superior, per lb .. 0 00 0 00
Baltimore " .. 0 17 0 18
English B.S. " .. 0 17 0 18

Bolt or Bar.

Cut lengths, round, ½ to ¾ in. \$0 28 \$0 31
" round & square
1 to 2 in .. 0 26 0 28

Note.—Complete, lengths about fifteen
feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz., and light,
16 oz, 14x48 and 14x60 .. \$0 21 0 22
Untinned, 14 oz., and light,
16 oz, irregular sizes .. 0 22 0 23

Note.—Extra for tinning, 2½ cents per
pound, and tinning and half planishing
5 cents per pound.

Planished and tinned, 14x

48 and 14x60 .. 0 30 0 32

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb. .. 0 22 0 26
" 35 to 45 " " .. 0 21 0 22
" 50 lb and above per lb 0 20 0 21

Boiler & T. K. Pitts.

Plain Tinned, per ss. 0 26
Spun " .. 0 30

Wire.

Pure, in coils—
From 1 to 20 gauge .. 0 25 0 27
From 20 gauge, up .. 0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge. 0 21 0 25
" 27 to 30 " .. 0 23 0 29
" 30 and up .. 0 26 0 29
Sheets, hand-rolled 2x4 ft. .. 0 23 0 25

Zinc Spelter.

Foreign, per lb. 0 06 0 06½
Domestic " .. 0 05½ 0 05½

Zinc Sheet.

5 cwt casks. 0 06½ 0 06½
Part casks .. 0 06½ 0 07

Lead.

Imported Pig, per lb. 0 04 0 04½
Domestic " .. 0 04 0 04½
Bar, 1 pound .. 0 05 0 05½
Sheets, 2½ lbs, per square ft,
by roll .. 5 00 5 25
Sheets, 3 to 6 lbs, per sq ft,
by roll .. 4 75 5 00

Note.—Cut sheets half cent per lb ex-
tra. Pipe, by the roll, usual weights
per yard, lists at 7c per lb and 27½ p.c.
discount.

Note.—Cut lengths, net price; ton lots
27½ and 5 p.c. dis.; waste pipe, in 7 ft
lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb 0 20 0 22
Note.—Prices of this graded according to
quantity. The prices of other quali-
ties of solder in the market indicated by
private brands vary according to
composition.

Antimony.

Cookson's, per lb. \$0 20 \$0 21
Other makes " .. 0 19 0 20

Pure White Lead, ground in oil,

Associat'n guarantee, per lb. 5½ 6
No. 1 Do. " 0 5½
No. 2 Do. " 0 4½
No. 3 Do. " 0 4½

Prepared Paints.

(In ½, 1 and 1 gallon tins.)
Pure, per gallon .. \$1 10
2nd qualities " .. 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)
Venetian Red, per lb .. 0 05
Chrome Yellow " .. 0 09
Golden Ochre .. 0 06
French " .. 0 05
Marine Black .. 0 09
" Green .. 0 09
Chrome " .. 0 08
French Imperial Green .. 0 14

Colors, Dry

Yellow Ochre (J.C.) in bbls, per lb 0 01½
" (J.F.L.S.) " " 0 01½
Venetian Red (R.C.2) " " 0 01½
" (1343) " " 0 02
English Oxides " " 0 03½
American " " 0 02½
Paris Green, per lb .. 0 15½ 0 16
Burnt Sienna " .. 0 08½
Burnt Umber " .. 0 06
Drop Black " .. 0 09
Chrome Yellows " .. 0 12
" Greens " .. 0 12
Golden Ochre .. 0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal .. 0 70
Brown Japan " .. 0 70
No. 1 Carriage " .. 1 50
Gold Size Japan " .. 1 40
Pure Orange Shellac " .. 2 20
Hard Oil Finish " .. 1 50

Linseed Oil (in bbls).

Raw, per gal .. 0 69
Boiled " .. 0 72

Turpentine (in bbls).

Selected Packages, per gal. 0 53 0 54

Castor Oil.

Best, per lb. 0 12½ 0 11

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	0 05½
" No. 2	0 04½
" No. 3	0 04½

A. G. Peuchen & Co.'s Prices.	
Paint Oil, boiled	0 35
Peuchen's Pure English Paint in 1, ½ and ¼ gals.	per gal 1 12½
Peuchen's Prepared Paint	1 00
2nd Quality Mixed Paint	0 75
Carriage Colors, quarts	0 55
Pure Lead, a guarantee	0 06½
Best White Lead	0 05½
No. 1 Lead	0 04½
No. 2 Lead	0 04½
Yellow Ochre	0 01
Golden Ochre, French	0 02
Extra Golden	0 03
Paris Green, pure	0 18
One pound package, pure	0 20
Coekson's Venetian Red	1 50
Best Vermillion	0 15
2nd Quality Vermillion	0 10
3rd	0 07
No. 1 Furniture Varnish	0 65
Brown Japan	0 65
No. 1 Carriage	1 25
Elastic Oak	1 25
Orange Shellac	2 00
White Shellac	2 25

Acme Paints.	
Neal's Carriage, discount 40 p. c.	0 02
English Oxide, by the barrel	0 01½
American Oxide	1 25
No. 1 Venetian Red	0 25
Acme Decorative, discount 40 p. c.	0 25
Granite Floor, in tins, 90c, 47½c	1 25
Acme Interior Fresco, tins	0 25
Acme Sash, discount, 40 p. c.	0 25
" Wagon and Imperial, dis 40 p. c.	0 25
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz.	1 25
Acme Carriage Top Dressing, \$1 75	per doz 4 00 8 00

HARDWARE.

Ammunition—Cartridges.	
Rim Fire Pistol, dis. 40 per cent. Amer	
Rim Fire Cartridges, Dom. 50 and 10.	
Rim Fire Military, net list. Amer.	
Central Fire Pistol & Rifle, discount 15 p. c., Amer.	
Central Fire Cartridges, Dom. 30 & 10.	
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p. c. Amer.	

Eley's, per 1,000	\$0 25 \$1 60
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Anvils.	
Per lb.	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.	
Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz.	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each.	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.	
Sewing, per gross	6 65 1 59
Pegging, "	0 65 1 25
Brad, "	0 85 1 60
" handled	3 60 7 30
Saddlers, "	0 45 1 60

Awl Hafts.	
Patent Peg, per gross	7 50 9 00
" Sewing, "	7 50 9 00

Awl and Tool Sets.	
Millar's Falls, per doz	2 80 8 30

Axes.	
Per box	6 00 12 00

Axle Grease.	
Per gross	8 00 15 00

Bath Tubs.	
Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.	
Brass, N.P., 60 to 66½, 50 and 10 to 60 p. c., dis.	

Door.	
Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50

Cow.	
American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 p. c.	

Farm.	
American, each	2 00 5 00

House.	
American, per lb.	0 35 0 40

Bellows.	
Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount 35, 40 per cent.	

Belting.	
No. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 per cent.	

Bench Stops.	
Per doz	5 00 6 00

Bits—Auger.	
Gilmour's dis 55 to 60 p. c.	
Excelsior—Jennings, discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jennings' Gen, net list.	

Car.	
Gilmour's, 47½ to 50 per cent.	

Expansive.	
Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.	
Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.	
Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.	
All sizes, per lb.	0 11 0 15

Bolts.	
Carriage, dis. 60 and 5 per cent. to 60 per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis. 40 to 45 p. c.	
Elevator, dis. 35 to 40 p. c.	
Machine, dis. 60 to 60 and 5 p. c.	

Boring Machines.	
Complete, with Augers, ea.	5 25 7 00

Braces.	
Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.	
Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.	
Light, dis. 35 to 40 per cent.	
Riverside, dis., 65 to 70 per cent.	
Vegetable, per doz	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.	
From 8 to 12 inch, per doz.	500 40 23

Butts—Brass.	
Wrought Brass dis. 60, 60 and 10 per cent.	

Cast Iron.	
Loose Pin, dis. 60 to 60 and 5 per cent.	

Wrought Steel.	
Fast Joint, dis. 60, 60 & 5pc.	
Loose Pins, " 60, 60 & 5pc.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.	
Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.	
Horse, per doz	0 70 0 95

Carpet Stretchers.	
American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.	
Bissell, per doz	22 50
World	21 75
Daisy, "	24 00
Star, "	18 00

Crown Jewel, per doz	
Grand Rapids, "	29 00 32 40

Cartridges—See Ammunition.	
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Castors.	
Bed, new list, dis. 50pc.	
Plate " dis. 50pc.	

Cattle Leaders.	
No 31 and 32, per gross	8 50 11 25

Cement.	
Portland, car load lots	3 2
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.	
Carpenters' Colored, per gross	0 50 0 85
White, lump, per lb.	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.	
American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz	0 85 4 00

Churns.	
Amer., dis. 50 p. c. to 60 p. c.	

Clamps.	
Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clips.	
Axle, dis. 65 p. c.	

Coffee Mills.	
Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
No. 2	2 70

Compasses, Dividers, etc.	
American, dis., 60 to 62 and ½ p. c.	

Cradles, Grain.	
Canadian, discount 25 p. c.	

Door Springs.	
Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English, "	2 00 4 00

Draw Knives.	
American, dis. 70.	
Canadian, dis 25 to 35 p. c.	

Drills and Drill Stock—Brest.	
Millar Falls, per doz	16 00 51 50
P. S. & W., dis. 40 per cent.	

Twist.	
Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.	
Dis. 17½ to 22½ p. c.	

Fawcets.	
Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star, "	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.	
Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10	
Barton Smith, dis. 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis. Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25pc.	
Horse Rasps, Kearney & Foote's dis Am list, 50 pc.	
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33½ p. c.	

Fluting Machines.	
Each	0 60 2 00

Forks.	
Hay, Manure, etc, dis. 40 p. c. to 42½ p. c.	

Freezers, Ice Cream.	
Peerless, discount 45 p. c.	
Gem, dis. 50, 50 & 10 p. c.	

Fruit Presses.	
Henis' per doz	4 00
Enterprise, discount 10p. c.	

Fry Pans.	
Acme, discount 50, p. c.	

Gauges—Marking, Mortise, etc.	
Stanley's, dis. 50, 55 p. c.	

Wire Gauges.	
Winn's, Nos. 26 to 33, each	1 65 2 40

Glass.	
4th quality Star, 1st break	1 65
" 2nd "	1 75
" 3rd "	3 90
" 4th "	4 20
" 5th "	4 50

Window Glass.	
Pilkington's ordinary	
1st break	\$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	6 50

Picture Glass.	
Pilkington's ordinary.	
1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Glue.	
American, per lb	0 09½ 0 10½
Canadian "	0 09 0 10
French Medal "	0 13½ 0 15
White	0 16 0 20

Glue Pots.	
Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.	
P. S. & W., per doz	4 25 4 65

Hammers—Nail.	
Maydole's net list.	
Can. discount 25 to 27½ p. c.	

Tack.	
Magnetic, per doz	1 10 1 50

Sledge.	
Canadian, per lb.	0 12½ 0 15

Ball Pean.	
English and Can., per lb.	0 25 0 37½

Handles.	
Axe per doz	1 00 3 50
Store door "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.	
Firmer per gross	3 00 4 50
Socket Firmer "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.	
C. & B., discount 30 p. c.	

Hoe.	
C. & B., discount 30 p. c.	

Hooks—Cast Iron		Pencils.		Scale Beams.		Cigar Box Nails, dis. 35 p.c.	
Bird Cage, per doz	0 50 1 10	Dixon's, per gross	1 00 4 25	Canadian, B. S. & M. dis. 40 per cent.		Shoe Finders' Tacks & Nails, dis. 25 p.c.	
Clothes Line, " "	0 27 0 63	" Carpenter, " "	2 25 3 60	Scrapers.		Tape Lines.	
Harness, " "	0 72 0 88	Picks.		Box, per doz	2 10 4 50	English, ass skin per doz	\$2 75 \$5 50
Hat and Coat, per gross	1 00 3 00	Picture Nails.		Foot, " "	40 3 50	English Pat. Leather	5 50 9 75
Chandelier, per doz	0 50 1 13	Porcelain Head, p. gross	1 65 3 00	Screens.		Chesterman's, each	0 90 2 85
Wrought Iron.		Brass Head, " "	40 1 00	Window, patent, per doz	6 00 7 50	" steel, each.	0 80 8 00
Wrought Hooks and Staples, Can. dis. 17½, 20 p.c.		Planes.		Screw Drivers.		Thermometers.	
Wrought Hooks and Staples, Amer dis. 75 to 75 and 10 per cent.		Wood, bench, Canadian, or American dis. 50.		Sargent's, per doz	65 4 00	Ties.	
Wire.		Wood, fancy Canadian, or American dis. 35, 37½ per cent.		Screws.		Cow, per doz	1 25 2 50
Hat and Coat, dis. 35, 40 p.c.		Bailey's (Stan R. & L. Co.) 33½ to 35 per cent.		Wood, flat head iron, dis. 47½ per cent.		Tinner's Shears and Snips	
Belt, per 1,000	0 60 2 70	Miscellaneous, dis. 10 to 12½ per cent.		Wood, round head iron, dis. 42½ per cent.		P.S. & W., 10 p.c. advance on American list.	
Screw, bright, Eng., dis. 40, 5, 45 per cent.		Bailey's Victor, dis. 10 to 12½ per cent.		Wood, flat and round head, brass, dis. 25 p.c.		Tinware.	
Horse Nails.		Plane Irons.		Bench, wood, per doz	3 25 4 00	Stamped, dis. Assn list, 70, and 12½ per cent.	
Canadian, dis. 50.		English, per doz	2 00 5 00	Bench iron per doz	4 25 5 75	Japanned, dis. Prices on application	
Ice Picks.		Pliers and Nippers.		Scythes.		Pieced, dis. " "	
Star, per doz	3 00 3 25	Button's Genuine, per doz. prs. dis 37½, 40 p.c.		Discount 40 per cent. to 42½ per cent.		Transom Lifters.	
Kettles.		Button's Imitation, per doz	7 40 10 25	Scythe Snaths.		Payson's, dis. 25 per cent.	
Brass spun per lb	0 28 0 30	German, per doz	60 2 60	Canadian, dis. 33½ to 35 p.c.		Traps.	
Copper, " "	0 40 0 45	Plumbs and Levels		Shears.		Game, Newhouse, dis. 17½, 20 per cent.	
Enamelled Can. 50 p.c.		S. R. & L. Co., dis. 65 p.c.		B. & W., japanned, dis. 75 per cent.		Game, H. & N., or P.S. & W., discount 57½ to 62½ p.c.	
American, 50 and 10, 60 and 5 per cent		Poppers.		B. & W. N. P., dis. 65 p.c.		Mouse, per doz	0 35 1 50
Keys.		Corn, square, per doz	1 35 2 00	Seymour's dis. 60 p.c.		Rat " "	2 00 4 50
Lock, Can. dis. 50 p.c.		Pruning Shears.	4 00 5 50	Ætna, dis. 75 @ to 75 and 10 per cent.		Trowels.	
Cabinet, Trunk, and Pad-lock, Am. per gross	1 60 4 75	Pulleys.		Sheaves.		Disston's, discount 10 p.c.	
Knobs.		Hothouse, per doz	55 1 00	Sliding Door, per set	77 1 40	German, per doz	4 75 9 00
Door, japanned, and N.P., Can. list dis. 50 p.c.		Axle	22 33	Shot.		Brade's " "	7 00 10 50
Bronze, Berlin, per doz	2 75 3 25	Screw	27 1 00	Canadian, dis. 7½ per c.		S. & D., discount 35 p.c.	
Bronze, Gem, " "	6 00 9 00	Awning	35 2 50	Shovels and Spades.		Triers.	
Lava " "	8 75 10 00	Pumps.		Canadian, dis. 37½ to 40 per cent.		Butter, per doz	6 25 9 00
Shutter, porcelain, F. & L. screw, per gross	\$1 30 4 00	Rumsey, Cistern & Pitcher Spout, 55, 60 per c.		Sieves.		Trucks.	
Ladles.		Punches.		Wood Rim, black, p. doz	1 15 1 35	Warehouse, each	2 25 6 50
Melting, per doz	1 70 4 50	Saddler's, per doz	1 00 1 85	" tinned, " "	1 35 1 60	Twines.	
Lemon Squeezers.		Conductors, " "	9 00 15 00	Tin Rim, " "	2 30 2 45	Bag, per lb	0 12½ 0 20
Porcelain lined, per doz	2 20 5 60	Tinner's solid, per set	72	" black, " "	1 80 2 25	Wrapp'g, mottld, pr. pack.	0 50 0 60
Galvanized, " "	1 87 3 85	" hollow, per inch	1 00	Snaps.		" cotton, per lb	0 18 0 20
King, wood, " "	2 75 2 90	Putty.		Harness, German, p. gro.	2 00 5 50	Mattress, per lb	0 33 0 45
" glass " "	4 00 4 50	Bladder, per 100 lbs	2 00 2 25	Acme, " "	3 00 5 00	Staging " "	0 27 0 35
All glass, " "	1 20 1 30	Tins, lbs	2 50 2 75	Lock, Andrew's " "	4 50 11 50	Broom " "	0 30 0 55
Lines.		Rail.		Soldering Irons.		Binding, flax, per lb	0 30 0 55
Fish, per gross	1 05 2 50	Barn Door, per foot	3 3½	Per lb	0 30 0 32	" jute " "	0 30 0 55
Chalk, " "	1 90 7 40	Sliding Door, " "	3½ 3½	Wrought Spikes.		Vises.	
Locks—Door.		Rakes.		Discount, net list.		Hand, per doz	4 00 6 00
Canadian, dis. per cent.	50	Cast Steel and Malleable, Canadian list dis. 40 to 42½ per cent.		Spoke Shaves.		Bench, parallel, each	2 00 4 50
Russell & Erwin, per doz	2 90 7 50	Razors.		Wood, English	1 80 5 00	Coach, each	6 00 7 00
Cabinet.		Boker's, per doz	7 50 11 00	Iron, American	1 35 2 35	Peter Wright's, per lb	0 12 0 13½
Eagle, dis. per cent	33½	Wade & Butcher's " "	3 60 10 00	Spoons and Forks.		Pipe, each	5 50 9 00
Paaloock.		Currier's, per doz	1 25 3 60	Sheffield Sterling.		Saw, per doz	6 50 13 00
English and Am. per doz	50 6 00	Rivets and Burrs.		Tea Spoons, per gross	7 50 12 00	Washer Cutters.	
Scandinavian, " "	1 00 2 40	Copper Rivets, dis. 45 to 47½ p.c.		Dessert " "	21 00	Per doz	4 00 8 50
Eagle, dis. per cent	15 1 17½	Iron " 40 per cent.		Table " "	30 00 30 00	Well Wheels.	
Mallets.		Burrs, Iron, 30, 33½ per c.		Dessert Forks, " "	24 00	Amer., per doz. 8, 10 & 12 in.	3 38 6 00
Tinsmith's, per doz	1 25 1 50	Rivet Sets.		Medium " "	27 00	Wire.	
Carpt'rs' hickory " "	1 25 3 75	Sisal, per lb	12 12½	Table " "	36 00	Market, bright and annealed, Nos. 1 to 16, 10 per cent. advance on list from stock: From factory 5 per cent advance.	
Lignum Vita, " "	3 85 5 00	Manilla, " No. 1	14½ 15	Squares.		Market, oiled, coppered, 10 p.c. advance. From factory 5 per cent. advance.	
Caulking, each	1 60 2 00	Cotton, " No. 2	13½ 15	Iron, per doz	1 65 2 90	Market, tinned, per lb	0 04½ 0 08
Mattocks.		Deep Sea, " "	22 25	Steel, dis. 75 p.c.		Galvanized Fence, 10 per cent. advance on list.	
Canadian, per doz	8 50 10 00	Rules.		Try and bevel, dis. 50 to 52½ per cent.		Tinned Broom, from 19 to 22 gauge, per lb	0 06 0 06½
Meat Cutter.		Boxwood, dis. 75 & 10 & 5 80 per cent.		Fence, galvanized, per lb	5 5½	Malin's Wire on spools, dis. 30 to 45 per cent	
Enterprise, dis. per cent	20 25	Ivory, dis. 40, 40 & 5 per cent.		Wrought Iron, dis. 75, 75 and 10 per cent.		Clothes Line, galv., p. 100ft	0 25 0 55
Dixon's, each	1 60 2 00	Sad Irons.		cent.		Barbed Wire.	
Woodruff's " "	1 10 1 70	Mrs. Potts, per set	0 95	Staples.		Galv. steel barb fencing	
Hale's, " "	1 05 1 50	" N. P.	1 25	Fence, galvanized, per lb	5 5½	"Lock Barb," 4 point	0 5½ 0 05½
Hume, " "	13 00 16 00	Sand and Emery Paper.		Wrought Iron, dis. 75, 75 and 10 per cent.		Ditto Glidden 2 point	0 05½ 0 06
Mincing Knives.		B. & A. sand, dis. 25, 30 p.c.		Stocks and Dies, Amer. dis. 25 per cent.		Galv. Steel, plain twist	0 05
American, per doz	42 2 35	Emery, per quire	55 90	Stone.		Galvanized Barb, "Lyman," 2 to 4 points	0 05½ 0 06
Molasses Gates.		Sash Cord.	22 50	Washita, per lb	0 15 50	Terms, 60 days or 2 per cent off for cash—10 days.	
Stebbin's Patent, dis. per cent, 65 to 70 per cent.		Sash Locks.		Hindostan, per lb	0 06	Wire Cloth.	
Nails.		Triumph and Morris, dis 37½, 40 per cent.		" Slips, per lb	9	Ordinary, discount 25 p.c.	
Cut, 3 inch and upwards		Kempshall's dis. 40, 62½ per cent.		Labrador, per lb	0 13	Painted Screen, p. 100 sq ft	2 25 2 35
per keg	2 75	Canadian, tis. 45, 50 p.c.		" Axe, " "	0 15	Wrenches.	
Brads & Moulding Nails, discount 55 per cent.		Sash Weights.		Turkey " "	0 50	Agricultural, dis. 70, 70 & 10 per cent	
Wire Nails, 60 per cent.		Sectional, per lb	2½ 3 00	Arkansas " "	1 50	Standard, dis. 60, 60 & 10 p.c.	
Nail Pullers.		Sausage Stuffers.	1 00 3 00	Water-of-Ayr " "	0 10	Coe's Gen'ne, dis. 40, 45 p.c.	
German & American	1 85 3 50	Saws.		Scythe, per gross	3 50 5 00	Diamond, dis. 33½, 35 p.c.	
Nail Sets.		Hand, Disston's, dis. 10 to 12½ p.c.		Grind, per ton	15 00 18 00	Tower's Engineer, each	2 00 3 00
per gross		S. & D. dis. 35 to 40 per cent.		Stove Polish.		" S., per doz	5 80 7 50
Square, round and octagon	3 38 4 00	Cross-Cut, Disston's, per ft. 35, 47.		Per gross	1 15 1 50	G. & K's Pipe " "	6 00
Diamond	12 00 15 00	S. & D. dis. 25 to 35 per cent.		M.L.S., per gross	9 00	Burrell's " "	3 40
Oil.		Hack, complete, each	1 75 2 75	Nicholson's, per doz	1 00 1 25	Pocket, per doz	1 25 2 00
Canada Refined Oil (Toronto)	0 14½	" frames only	75	Tacks, Brads, etc.		Wringers.	
Carbon Safety " "	0 17½	Saw Sets.		Cut, Carpet, gimble, dis. 35 p.c.		Each	3 50 5 00
Canada W.W. " "	0 20	Per doz	1 65 9 00	tinned, dis. 45 p.c.		THE HARDWARE Printing and Publishing Co., 6 Wellington Street West, Toronto.	
American W.W. " "	0 25	Scales.		Swedes' iron, blued or tinned, dis. 42½ p.c.			
Castor " " per lb	0 11½ 0 12	Canadian List, dis. 40 p.c.		Upholsterers' dis. 42½ p.c.			
S. R. Seal " " per gal	0 63 0 65			Copper Tacks and Nails, dis. 35 p.c.			
Oilers.				Trunk and Clout Nails, " 40 p.c.			
McClary's Galvan. Iron				atent Brads, dis. 40 p.c.			
Oil Can, with Pump,				Finishing Nails, dis. 35 p.c.			
per doz	19 50						
Zinc and Tin, dis. 50, 50 and 10.							
Copper, per doz	1 25 3 50						
Brass, " "	1 50 3 50						
Malleable, dis. 25 per ct.							
Pails.							
Galvanized, per doz	2 00 3 50						

HARDWARE.



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**STATIONERY, MARINE, PORTABLE AND
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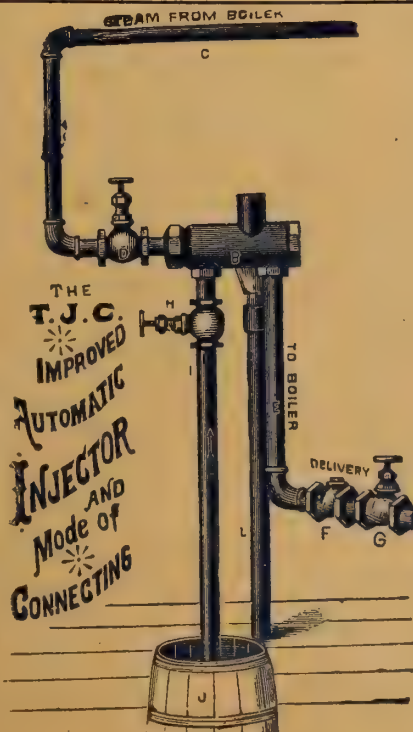
Simple, Reliable and Durable. Every Injector Guaranteed for Two Years.

Range, 25 to 150 lbs., and is the only Automatic Injector in the world that can be operated by opening one valve, and that the overflow. Can have a pipe connected to conduct the overflow to tank or sewer. The only Injector having a Signal Valve to show when the Injector is working; all other boiler feeders not having this cannot be connected to return the overflow to tank or sewer.

OUR PROPOSITION :

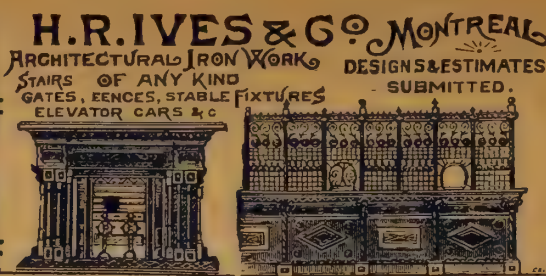
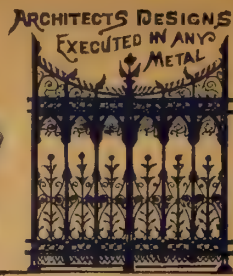
As every Injector is tested before it leaves the factory, we know that if properly connected (as in diagram) and instructions are carried out, they cannot fail to work. We therefore offer to PAY THE EXPENSES of any man to come to the factory, and \$25 PER DAY WHILE THERE, if the Injector does not work, provided it has not been misused.

As the body will last for years, it is only necessary to order working parts to make Injector good as new. Every purchaser can repair his own Injector without sending it to the factory.



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7½	\$ 4 50	4 to 8
8¾	6 00	8 to 12
10	7 00	12 to 16
12½	9 00	16 to 28
15	10 50	28 to 40
17½	14 00	40 to 57
20	15 00	57 to 72
22½	21 00	72 to 93
25	22 50	93 to 120
30	27 00	120 to 160
35	30 00	160 to 220
40	35 00	220 to 290
45	38 00	290 to 308

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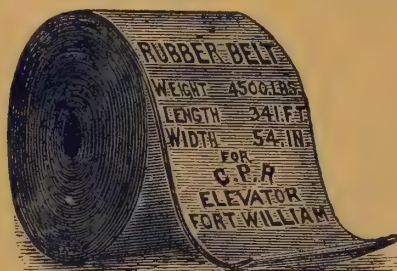
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Superior Quality Rubber Goods.
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LYMAN Fencing,
2 & 4 Barb,
Ribbon, Thorn,
Plain Twist.
FENCING TOOLS.



Plain Wire,
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Oiled, Coppered,
Galvanized
WIRE ROPE.

Steel Wire NAILS. SCREWS, Gimlet Point.

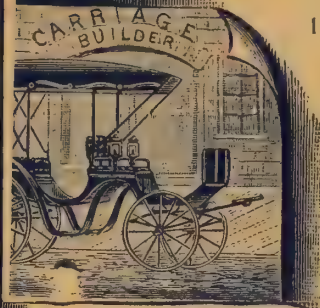
185 St. James Street, MONTREAL.

27 Front Street East, TORONTO.

JUNE 28, 1890

\$2.00 a Year.

10 Cents a Copy.



PUBLISHED
WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
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SHEET & SPUN
METAL
TRADES.

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If cheap work means
... poor work
we do not do cheap
... work
But if cheap work
... means big value
for little money
we do cheap work

CIRCULAR AND PAMPHLET ADVERTISING.

A CANADIAN correspondent, in debating the question of pamphlet advertising in *PRINTERS' INK* a few weeks ago, made the assertion that pamphlets, even though properly addressed, frequently did not reach their destination, but remained piled up in the corners of the country post-offices until they were old enough to sell to the paper mills. This letter came under the notice of the Postmaster General, who considered it a slur upon the postal system and directed the District Inspector to call upon the writer and either clear the Department of the odium or remedy the evil if it was actually found to exist. *PRINTERS' INK* correspondent now writes: "I proved to the gentleman's satisfaction that the evil was genuine, but not confined to Canadian post-offices, as the same thing was going on just as regularly in Uncle Sam's domain, and I showed him also that it could not be remedied. The emoluments of country postmasters are not sufficient to enable them to have suitably arranged offices, extra clerks, full complement of letter and newspaper boxes, etc., which would be needed for the proper distribution of the flood of books, pamphlets, calendars, almanacs and sample papers which continually pours into every post-office." — *Printers' Ink*.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 6 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street

Vol. 2.

TORONTO AND MONTREAL, JUNE 28, 1890

No. 26

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. Hugh C. McLean, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

Changes in advertisements and new advertisements must reach this office not later than Thursday morning of each week.

CONTRIBUTIONS WANTED.

For the purpose of inducing members of the trade who are possessed of special information, which would be of benefit to the trade generally, the publishers of "Hardware" will pay a fair price for such articles. Address "Hardware," Toronto.

ONTARIO AS A FIELD FOR IRON INDUSTRIES.

In an article upon Iron Making in Ontario, called forth by the Report of the Mining Commission on the mineral resources of this province, the Iron Age takes rather an unflattering estimate of our capabilities as an iron producing people. It hints that it is precocious of us to think yet of making up our own raw material into the different forms of finished product for which we have use. It considers our demand too small, and it expresses no great faith in our resources. It seems to regard both the quantity and quality of our ore as being in question, or already pronounced against. Our aspirations to become an iron-making people are not likely to amount to much, if the Iron Age correctly gauges the facts upon which they must ripen or wither.

We do not think it does, however. The material and consumptive conditions do not of themselves, in our view, lead to the conclusions which our contemporary has developed from its survey of those conditions. If we have the ore and capital, there is no reason why our output of pig iron or manufactured iron should be made to fit our own demand. We have a good distributing system, and why should we not look out for outside markets? Our iron fields are as near to the west coast as are those of the United States.

We have already a good trade in many commodities established with Asia, and if we have the basis of production, why might we not seek markets there for our iron. The criticism that our internal demand is too small to support furnaces and mills, does not settle the question against our claims to be possessed of the conditions necessary to make us an iron producing people.

The fact that some of our ore, brought from the Coe Hill region, was lacking in properties desirable for economical smelting, is not a sufficient ground for the insinuation that the quality of Ontario ore is unsatisfactory. The Coe Hill mines are but a small part of our iron fields, but the ore taken from them found a good market in the States, and would continue to find it there, if the duty did not have a prohibitive effect. Further, the separation of this ore is believed to be possible at as low a cost as that of any other ore. The matter, at all events, is one upon which Mr. Edison some time ago gave a rather sanguine opinion. But the great iron fields of Ontario, those in Algoma and Thunder Bay district, yield an ore of which the industrial suitability and value has been abundantly certified. The quantity of our ore is not yet known, but the disclosures of iron wealth that have so far been made warrant the belief that the supply is adequate.

The Age says that "the work thus far done in developing iron mining has not proved strikingly encouraging, from a financial point of view, to those engaged in it." There are considerations not taken into the view of our contemporary, which are more responsible for this fact than the material or consumptive conditions, which, by the way are all that is considered in the article we refer to. In the first place, there was a heavy duty on mining machinery, in the second place, railroads were but a short time ago run through our best fields, and in the third, the policy of our provincial government was most adverse to the development of our mineral wealth. The factitious drawbacks were due to the fact that a protective policy was most intent upon propping up established industries, industries that it might have temporarily retarded to have made their growth in any way conditional upon that of an iron industry. Lately, that protection has

broadened sufficiently to give a fair bounty on pig iron production, even at the risk of displeasing manufacturers whose raw material is pig or finished iron. We do not feel that a pessimistic view of our iron prospects is the fair one.

LINSEED AND CASTOR OIL.

Of both these oils there is at present an unprecedented scarcity in this market, and not a little inconvenience is being suffered on account of the shortness of stocks. This is especially true in the case of linseed oil, and dealers in the article say that for many years back there has not been such a scarcity of the oil. The want of linseed oil has been felt both here and in Montreal for some time back, and dealers have had in some cases to borrow from each other for current needs. One or two small lots that have come in have been quickly snapped up and in a couple of days the market has been as bare as ever. Canadian crushers have been short for a considerable period back, and even now are unable to guarantee delivery before September. They appear to have no seed on hand, and some affect to believe that the Canadian crop of linseed will be a short one. It is doubtful if there are over 10 or 12 barrels at present in store in Toronto, so that the exceeding firmness at which the oil is held need not be a matter of wonder. Nothing could now be obtained here under 77c. for raw and 80c. for boiled in barrel lots. In the Old Country practically the same state of things prevails. Seed is scarce and dear, and the oil is correspondingly high. The crop of East India seed is said to be only half the average, and the prospects are that the oil will be very high for some time to come, while crushers there have very little oil to sell, some of them have none. It has risen in England about 1s. 6d. per cent. above prices quoted a month ago, and although efforts have been made to beat down values, the only result has been a further advance. As a recent circular states:—"The rise is regarded as perfectly genuine." There are, however, now some stocks on the way out, and fresh supplies will probably reach the market in the course of two or three weeks. If these supplies are large the market will, doubtless, experience a relief. It

is impossible at the present time to import linseed oil from the States. There the sale is in the hands of a trust, which keeps prices up, and computing the original cost of the article, carriage and duty, it would cost fully 85 cents to lay down here. In these circumstances dealers can only await the arrivals of the English shipments. Linseed oil however, finds a parallel in the case of castor oil, stocks of which have almost run out here. This commodity is now held almost entirely in the hands of the druggists, who are holding at high prices, but sales are said to have transpired at 12 to 13c. per lb. In Montreal, too, the market is very short of castor oil, and those who have any are asking full figures for it. One cargo of oil, a good deal of it intended for the Canadian market was sunk just before reaching the English market, thus delaying the spring shipments. However, a vessel is now in Liverpool with a quantity of castor oil for Canada, and its arrival will place the market in a safe position again. A circular from Liverpool states that "castor has been in brisk demand, and prices ran up 1d. per lb. from lowest point. Latterly there was less enquiry, speculators who were short having covered; but the advanced prices are fairly well maintained." Here there is a good enquiry for the oil, the only trouble being that it cannot be supplied.

THE DEALER FROM TWO STANDPOINTS.

There are two theories as to the relation in which the dealer stands to the public; he may be regarded as existing for the public, or the public may be regarded as existing for him. It is easy to show which of these views is the more reasonable. If there were no public there certainly would be no dealer; but it does not follow that if there were no dealer, in the sense we use the word in now a-days, there would be no public. The public, when it reached a certain stage of social order, invoked the dealer, and he came at its bidding. He remains, at its will. The dealer, therefore, exists, for the public. But although this is the more reasonable view, it is not necessarily the more useful one for the dealer to fix his mind on, firmly believe in, and slavishly act upon. The other view, as a private article of faith, is perhaps as good a view and as capable of transforming a poor man into a prosperous one. It has been the secret of a great many men's worldly success that they looked upon the public wants as the harvest ready to their hand, that they considered the public as an aggregate of contributors to their ends.

To prevent such a conception of the relation between the dealer and the public carrying a man too far, the other theory, that the dealer exists for the public, ought to be outwardly acted upon. The trader who appears to study every word of the customer, as if it were the one object of his existence to serve well those who came to buy, will do

better than the man who leaves the impression that he considers the customer a buying unit which co-operates with other buying units to swell his gains. Although the customer may be considered an instrument of the dealer's purposes, yet the latter would be able to make little use of that instrument if in his dealings he showed himself to be of this belief. The formula, that the public is for the dealer, is all right if held privately. The outward conduct of business should be according to the reverse of this maxim. It ministers to the practical demonstration of the more selfish belief. It also tempers the effect upon character which the unqualified pursuit of wealth from the other point of view would produce.

A man may hold to what business creed he will, but he must act up to a popular one. That will prevent the narrowing effects of one idea from running him into acts of meanness, from making a small man or a rogue of him. He who proceeds upon the idea that the public is for him, is apt to be not over-scrupulous in his dealings with the public, unless he learns and lives up to a maxim that is as useful for popularity as his favorite one is for thrift. That maxim is the dealer is for the people. One is to be held for private ends, the other is to be acted upon for public policy. One keeps a man from too foolishly trusting the public or giving way to his whims, the other prevents unrestrained greed overreaching itself and driving away trade altogether. The dealer who learns how to seem to concede more than he concedes knows how to make use of both views, and is something of a diplomat.

That the public is for the trader is shown to be the belief of those who produce novelties and give attractive exteriors to packages. For, such manufacturers hold that goods thus takingly presented will not wait on the demand, but will make a demand. The dealer who sells these really moulds the buying mood of the public to suit his ends and thus proceeds on the view that the public exists for him. So he does in every effort he makes to induce trade where no tendency to it is manifested. There is a vast amount of trade done because the trader privately believes the public are for his legitimate advancement, and who publicly acts as if he were for the best interests of the public. And the more both these views are truly exemplified in results, the more will such man deserve credit for honesty and tenacity.

UNDERSTAND MEN AND THINGS.

There would be more business done by some dealers, if they had a broader and deeper acquaintance with men and the things that pertain to their own trade. How many traders there are whose shallow knowledge of human nature leads them to offend sensibilities that they did not know the existence of! There are traders who alienate busi-

ness involuntarily. They happened to have a good stand to which a strong unsolicited volume of trade came. They were thrown upon no abilities of their own to build the foundations of that trade, and so did not acquire that intimate knowledge of the likes and dislikes of men which is needed to make trading intercourse agreeable. Such dealers generally go down hill very fast. The education which the world gives they had not picked up, and so had not developed that fine essence of it, tact.

We know a dealer who set up business in a place which was a hamlet when he went to it and was a town when he left it. He had traded throughout all the stages of its rapid progress. He was a pioneer in its trading history, and had the monopoly of a fine business which was supported by a large industry employing many workmen. But the biggest end of that man's business was the beginning. As the place grew his trade narrowed, and got more towards a point every year. Other dealers in this line came in and, starting humbly, built out broader and broader. Some of them became rich men. But the pioneer failed. He was wanting in tact. He would talk too much. This made his store the resort, not of customers, but gossips. He never learned to mend his fault, because he had not gone through that training school which the man who builds a business by force of energy has to go through. Tact is a most important, most necessary quality. The man who possesses it will not do or say the wrong thing at the wrong time. He will know too that what would suit one man would not suit another. A quiet pleasant salesman, not over eager to impress some brilliant recollection of himself upon the occasion, is the man who will succeed. If he does not know human nature very well, he will at all events conceal his ignorance of it.

The knowledge of the things in which a trader deals is also most desirable. To know the properties of the finished article or of its constituents is often protection against loss. It is often productive of business, as such knowledge places the dealer in a position to make comparisons between like things, often to the advantage of what he is offering.

The merchants of Winnipeg are greatly exercised because the police are enforcing the by-law and compelling them to take down low signs.

The insurance companies threaten to withdraw their business from the Manitoba country towns unless they provide some means of protection from fires. The companies have sustained heavy losses recently.

We hope our friends who attend the Carnival next week will remember our whereabouts, and try to snatch from the pleasures of sight-seeing a few minutes of their time in the city to give us a call. We have many personal friends among our readers, and we should be glad to know more of them.

Work can always be found in a store without double-million microscope

CAVERHILL, LEARMONT & CO'Y,

Best American Screen Wire Cloth

(Two carloads, from 18 to 42 inches wide.)

Devore's Spring Hinges, Nos. 1, 2 and 3

Window Screen Corner Brackets, Door Screen Brackets.

✉ Write for Prices, as we
are Headquarters.

MONTREAL

CATALOGUES RECEIVED.

THE MCCLARY MANUFACTURING CO. sets forth its platform for the coming season's trade in two liberal manuals, one devoted to its tinware department, the other to its furnace department. The former is a compact, brightly-covered book of 159 pages. It is a revised and enlarged edition of the Company's last stock and price list of tinware articles. It is an exhaustive presentation of the facts that are the basis of trade. Prices, sizes, varieties, verbal descriptions, illustrations, tables, are systematically embraced between the covers of this catalogue, and put the prospective buyer in as good a position to order as if he had seen the stock. A detailed, alphabetically arranged index is put at the first of the book, and an index of more comprehensive heads is arranged in mortises along the margin, so that reference to a division of the book is a matter of thumb-manipulation. This is a great convenience. The whole work, the compiling, the printing, the illustrating, and the arrangement of the matter is well done.

The furnace catalogue has an equally attractive exterior, and its contents show that careful selection has been made of matter that is of trading concern. Cuts exhibit the furnaces in all the positions that are necessary for thorough exhibition. Prices and

written matter accompanying the illustrations. General chapters on the theory of construction applied in the hot-air furnace, on ventilation, and the fresh air supply, precede the other contents of the book. Those general chapters will be of great service to the trader. The McClary Co's stove catalogue will also soon be ready for circulation.

Mr. A. De'Ath, a merchant in Kobe, Japan, last week paid his first visit to Canada since twenty-three years ago. For some years he had a trade with Canada, but eventually a misunderstanding arose with the Custom house authorities in this wise: He had been sending goods here, and the authorities at

Ottawa came to the conclusion that, in sending his invoices he was estimating his goods at less than market value, and consequently put on an extra charge. Mr. De'Ath went to Ottawa last week and had an extended interview with Mr. Bowell. He says he convinced the authorities that he was placing his goods at market value, and that the appraisers who judged otherwise were entirely ignorant of the circumstances connected with the manufacture of goods in Japan. As a result of a courteous interview an understanding was arrived at, and he was promised that in the future there would be no future trouble, and also that a return would be made him for the extra moneys paid.



MANUFACTURED BY SHIPWAY MFG CO., TORONTO.

Send for Trade Price.

PARIS

Our first two instalments have been delivered in splendid condition. We have fortnightly supplies coming forward, and hope to be entrusted with many orders that have not yet been received. BEWARE OF OFF SHADE Paris Green, so called. We tested a sample of such last season, it was American, and found it to contain 32 p.c. Barytes. BEWARE OF WET Paris Green, which though but slightly damp, saves the maker 2 cents per pound. When you buy Paris Green see that you get it. Permit us to recommend our 1 pound round cardboard packets. This very poisonous article should not be exposed for sale in open drums. To induce the introduction of packets, we offer 1 or 2 lbs. at 1 cent per lb. extra, instead of 2 cents as heretofore. IN PRICE, we are competitors as well as in quality.

GREEN

Manufactured by our Glasgow House.

FERGUSON, ALEXANDER & CO., - MONTREAL.



Mr. J. C. McFarlane, a Toronto commercial man, was fined \$3 and costs at the Police Court, Winnipeg, the other day for peddling without a license.

A soldering iron has been invented by a German, which contains a chamber into which and from which fluid solder may be drawn and forced by pneumatic action.

The St. Thomas Pipe and Foundry Company have ordered a large crane required for the works from Rice Lewis & Sons, of Toronto, and a fan from Williams & Co., of Toronto.

The Barnum Wire & Iron Company have an order to fit up the branch of the Canadian Bank of Commerce, Walkerville, with the latest design in artistic wire work for bank railing, etc.

Messrs. C. F. Smith, John Brenton and Nelson Lingham propose to operate the stove foundry, employing 70 men the first year, 80 men the second year and 100 during the seven following years, provided the city will give them a bonus of \$25,000.

A company is being organized to establish and operate a glue factory at Mimico. There is none in this city now, and a considerable quantity of glue used here is imported paying a duty of 3c. per lb. The manufacture of glue is said to be very remunerative. Peter R. Lambe, of this city, whose place was burned sometime ago is generally understood to have retired with \$200,000 to \$250,000 which he made out of glue.

Mr. Lyons, of London, had an interview with Hon. Mackenzie Bowell, on Tuesday, with regard to the duty on packages. Mr. Lyons states that while he pays duty on the

value of a barrel at \$1, in Toronto the value was placed at 50 cents; at Hamilton the barrel was appraised as of no value at all, while in other ports the value varies from 02 to 35 cents. The Minister says if it can be shown that the barrels upon which these different values are placed are of precisely the same character the alleged discrepancy will promptly be rectified.

BUSINESS METHODS, OLD AND NEW.

An interesting tale was told the other day in a trade journal, of a drummer's discovery of a country dealer in West Virginia who steadfastly refused to reduce the prices which he charged his customers a quarter of a century ago. It was added that he has, on the shelves of his store, calicos at 50 cents a yard, cowhide boots at \$9.00 a pair, shelf hardware at more than double present prices and other goods, such as are usually kept in a country general store, at like old-time values. The old merchant resolutely closes his eyes to all commercial progress of late years and to the lessening in the cost of necessities of life. He is particularly averse to modern methods of soliciting trade. "If any one wants to buy of him he will be found at the old stand," he says, "and if they will not come, let them stay away, for he isn't going to run after them, as newer tradesmen do."

Whether the narrative be somewhat enlarged upon in this instance or not, it is undoubted that there are many dealers—and not all of them confined to rural districts, either—who have not kept pace with the progress of trade, and the changes in the business methods that have necessarily accompanied such progress. Years ago it was in order to await the coming of business, with reasonable assurance that it would turn up at the counter sooner or later. The seller took his ease and awaited his customer; the buyer was expected to do the skirmishing. Now the situation is reversed. The seller

must bestir himself. Formerly, being sought out, the seller was the dictator as to price, quantity and quality. Now the buyer betrays some interest in those fundamental factors in trade. The old time dealer of whom the foregoing story is told is slow. He is not adapted to getting about or pushing trade. He is not up with the times, which demand quickened commercial methods. His gait is that of the patient, plodding mule, while this is the age of electricity.

In no particular is he more out of harmony with the spirit of the age than in his determination to adhere to old values and refusal to be governed by current prices. He will wait for a readjustment of values that may never come and is certainly not likely to come. He puts no value upon the time consumed in waiting for the "old times that come again no more." How different the course of the modern dealer. He has learned through expediency, or perhaps been forced by necessity, to value time at its increasing worth. He knows that time is now estimated by dollars instead of cents and that trade is sensitive to delays. Business opportunity does not brook postponement. He knows that loss can be reduced, if not wholly avoided, by selling at cost, if needs be, and that such course is better than waiting for a possible turning of the tide. He knows that carrying old stock is never profitable, and often causes interest to eat at both ends. —Stoves and Hardware Reporter.

SECURITY

LOOK FOR IT,
WAIT FOR IT,
IT WILL PAY YOU.

The "Eclectic Security" Tubular Lantern.

Combining as it does all the latest improvements without any of the discovered defects of Lanterns hitherto on the market. The following are a few of its most important points, viz.:

Burner connected with oil Cup by a screw.

Inch wick. Hinged Cap to Burner.

Seamless bottom to oil cup, which contains an imperial pint.

Convenient and cool method for removing Globe to clean and light.

INSPECTION AND COMPARISON INVITED.

Manufactured solely by
THE ALLIANCE MANUFACTURING CO'Y
OF TORONTO, (Limited.)

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LANTERN

ECLECTIC

TUBULAR

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

BINDER CORD.

RED CAP.

PURE MANILLA AND MIXED.

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

TRADE MARK FOR



HOLLOW WARE.

TRADE MARK FOR



KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, etc.

A. J. WHIMBEY, Manager.

"Sheffield Sterling" Spoons and Forks.

Best Known Substitute
for Sterling Silver.

Harder, and resists acids better than any so-called
Nickel goods. See quotations on last page.

A. C. Anderson & Co., 16 Wellington St., Toronto, Sole Wholesale Agents for Canada.

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MANUFACTURERS' LIFE INSURANCE COMPANY**

AND THE

Manufacturers' Accident Insurance Company.

HEAD OFFICE : Yonge Street, Trader's Bank Chambers, Toronto.

Authorized Capital, \$2,000,000 and \$1,000,000 respectively.

Most Liberal and Varied Forms of Life or Accident Policies Issued. Life Policies
incontestible on any grounds whatever after three years.

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PORTLAND CEMENT

ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS.

FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS.

DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING

SANDSTONES,

CALCINED PLASTER.

BUILDERS' & CONTRACTORS'

SUPPLIES

Of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:

McGill, Wellington, Grey Nun and Youville sts.,

MONTREAL.

NAILS! NAILS!!

Are very saleable articles, but the margin is
small. Sell our

**ADAMANT
WALL**

PLASTER.

COMES DRY IN BAGS!

IS EASILY HANDLED

DON'T SPOIL WITH AGE! HARD AS STONE

Circulars and Particulars on Application.

Adamant Mfg Co.,

100 Esplanade East,

Telephone 2180.

TORONTO.

JOHN J. CARTSHORE,

Telephone 616. 49 Front St. W., Toronto.

Railway & Tramway Equipment.

STEEL RAILS NEW OR SECOND HAND All Sections
IRON Cast and Wrought SCRAP IRON in Car lots
Charcoal Pig Iron.

Zebra Spiral Steel Fencing Wire.

Australian Fence Wire Strainers.

Send for Prices.

J. W. PATERSON & BRO.,

TORONTO AND MONTREAL.

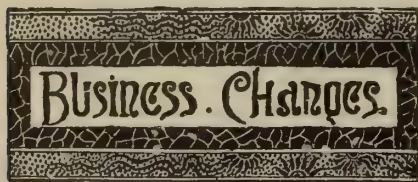
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Roofing Material, Building Paper, Plaster, Cement, etc.

IMPORTANT NOTICE.

We are now using strong thin cord in the manufacture of our O. K. Building Paper, whereby we not only add greatly to the strength of the paper but also prevent any chance of its tearing at the edges.



ONTARIO.

Chatham—Chatham Harvester Mfg. Co. (Incor) (estate of) real estate, plant, etc., advertised for sale by tender.

Hamilton—Hope, Adam & Co., W., hardware, etc., C. P. Hope deceased.

Ottawa—Esmonde, J. R., stoves, etc., assigned in trust,

Parkhill—Munro & Bro., general store, Wm. Munro deceased.

Shelburne—Wilson Bros., foundry, assigned to Thomas Bowles, sheriff, Orangeville.

South Mountain—Wallace, Thomas, general store, deceased.

Sunderland—Calhoun, Wm., general store, deceased.

Toronto — Sheppard, R. N., grocery, crockery and marble, assigned to C. C. Bennett, Toronto.

MANITOBA AND NORTH-WEST TERRITORIES.

Athabasca Landing — Secord, Richard, general store, sold out to Hudson's Bay Co.

Medicine Hat—Scatchard, H. S., hardware, sold out to F. H. Dowding.

Moosomin—Narovlansky & Ripstein, general store, assigned in trust.

QUEBEC.

East Farnham—Mercier, Joseph, carriage maker, assigned in trust.

Lachute—Garipey, T. & Co., general store, dissolved.

Montreal—Howard, (The) Pulp Ware Co., burnt out, insured; Lawson, A. J., electrical supplies, assigned in trust; Reaume, D. F. & Co., mfrs' agents, dissolved.

NOVA SCOTIA.

Kentville —Lloyd Mfg & Foundry Co., (Ltd), manufacturers, burnt out, no insurance.

Lockeport—Johnson & Churchill, general store, dissolved; Locke, C & Co., general store, dissolved.

NEW BRUNSWICK.

Aboushagan, (Near Sackville) — Lund, Daniel, general store, assigned.

St. John — Dunbrack, Henry, plumber, burnt out.

A CORDAGE AMALGAMATION.

Mr. J. F. Stairs, ex-M. P. for Halifax, is reported to have said the other day in Ottawa, that the two new Cordage Companies recently incorporated, each with a capital stock of \$1,000,000, have secured control of all the twine and cordage factories in Canada with the exception of one. The establishments at Halifax, St. John, Quebec, Montreal, Lachute and Toronto have all been purchased, the only factory not controlled by the companies being the one at Brantford. The object of thus consolidating the cordage business of the Dominion is to work in accord with the manufacturers in the United States, who are controlling the supplies of hemp and thereby to obtain the benefit of decreased prices for the raw material. It appears that the United States syndicate has obtained control of the entire supply of manilla and sisal hemp in the world, this action having been forced upon them owing to the undue prices demanded by the producers of hemp in South America and the Philippine islands. The immediate result has been to reduce the price of these two fibres to the cordage manufacturers by 35 or 40 per cent. In order, therefore, to enable Canadians to benefit by this reduction the business in Canada has been consolidated, certain capitalists of New York, who are in the syndicate controlling the raw product, being among the incorporators. It is understood that the reason why the Brantford concern was not bought out is due to the fact that overtures for its purchase were made by an English syndicate, and until a definite answer is received from England the Brantford proprietors cannot enter into negotiations with the Canadian companies.

An all round refusal of retailers to deal with a wholesale firm which was encroaching upon their rights might have some considerable effect, but organisation and unity of purpose and actual policy are essential to anything of the sort, and those, we fear, are not

the strong points of traders even yet, though they are manifestly improving in that direction. Unless we are mistaken something of the sort does exist across the Atlantic, where there is more go-a-headedness among members of the trade than there is here. The particular form which it takes is not present to us just at the moment, but we have a distinct impression that, in connection at any rate with one of the branches of the trade, there is a recognised principle that there shall be no dealing with people who fish in the waters of the traders whom they are supplying with goods, and whose money they are taking. It is a sharp weapon to use, and one which, perhaps, wielded unskilfully, might do mischief to the user, but if retailers are going to do anything, if their discussion of the matter means anything, the Trans-Atlantic suggestion may be worth their consideration.—The Northern Counties Grocers' Review.

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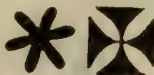
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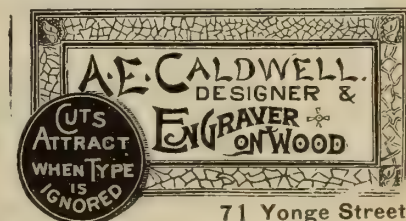


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CARMINETTE, per express at once for
Toronto Street Railway Co. WE LIKE
YOUR COLOR AND WILL USE NONE
OTHER.

(Sgd.) J. J. FRANKLIN,
Supt. T. S. Ry Co.

World's Best.





WHY ARE PLUMBERS POOR?

I don't know of any person in this country who is better qualified to answer this question, "Why are Plumbers as a Class Poor?" than Bro. Allison himself; still as he has propounded the question, and as I see by your last issue that it has awakened an interest even with people outside our trade, I do not think that it will be presumption on my part to offer my solution of the problem.

In the first place, let me say that I am a drummer, and that I am also a plumber, having had experiences as apprentice, journeyman and master; and after an experience of over seventeen years as master plumber I have arrived at the conclusion that it is not every man who has his trade at his finger ends who is capable of carrying on the plumbing business, and doing it successfully.

The most successful men in our trade to-day are the men with the theoretical knowledge of our business, and not the practical men. I have arrived at the above conclusion from a careful observation in the past ten or twelve years. There are very few men of note that are carrying on the business in this country but that I know personally, or by repute, and I think that the majority of the trade will agree with me in my argument.

A great many men are forced into carrying on business because they cannot do work as well, or, as his shopmates would say, "he is not a rusher!" and I wish to say right here that one of these men that I have in mind is to-day one of the most successful business men in the city in which he is in business, and he could afford to entertain Bro. Allison and his whole family for a year, and then build a brown-stone front afterwards.

I am going to give a piece of advice to the young journeyman and it is this:—Don't be in too big a hurry to get into business for yourselves; take time to think of it; say to yourself, Can I do any better than I am doing now? Will it pay me for the extra care and responsibility that I shall have to bear? I think that if all the young men who start in business would look at it in the light that they should there would be fewer master plumbers, and a great many more successful ones.

I have often heard it said that "a man will never get rich working for somebody else." I know a journeyman plumber who is rich, or at any rate he has an income of over four dollars per day from real estate that he owns, and he has earned every penny of it himself, and he is working at the business to-day.

Master plumbers, as a rule, are too anxious to get large contracts. I can remember myself

when I had the opportunity, of calling the attention of some person to some large job that I always took advantage to do so, never, however, saying anything about how much money I lost on it. It does not take a thinking man long to arrive at a conclusion when he sees the figures on the new Criminal Court House in New York City. On the mason work, a difference of only 2 per cent.; on the iron work, 56 per cent.; on the plumbing work, 103 per cent. The mason's job was \$1,000,000, the iron work \$255,000 and the plumber's work was \$24,000. Now I say that the man who does not know how to come any nearer than 100 per cent. of five good reliable business firms on a job of \$24,000 is in a fair way to remain poor the rest of his natural life, for I would like to see the plumber with brains, or brawn, enough to start over \$12,000 behind in the race for riches. No; the reason why plumbers, as a class, are poor, in my opinion is this:

1st. Plumbers are just a little jealous of each other.

2d. They have little or no confidence in each other.

3d. They have got into the habit of discounting bills to such an extent that they rarely collect a bill without discounting the profit, if the work was done by the day.

4th. They do not add profit to the actual cost of a job.

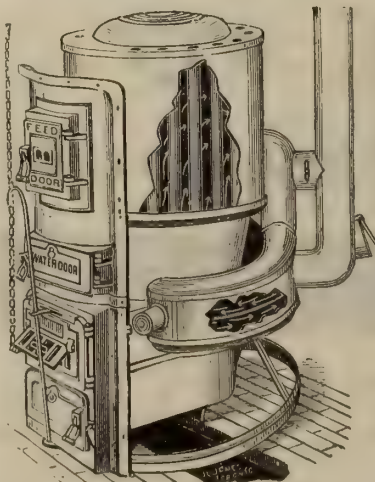
Recollect, young man, that you have expenses that you should put into every contract; shop, rent, clerk hire, horse and wagon, etc., etc., and when these are taken into consideration you will find that instead of doing or trying to do business on 10 per cent. profit that you will have to add 20 per cent. to it, or, in other words, I claim that the average plumber in this country cannot carry on the business successfully on a less profit than from 25 to 30 per cent.

My advice to a young man starting in business is, first to join the master plumbers' association; if there is none in the city where you live, join in the nearest city to you that has an association. The master plumbers'

association is to the young master plumber what the trade school is to the apprentice; it will do you good; you will learn something at every meeting that you attend, and you will be brought in contact with gentlemen, and the old adage is as applicable now as ever: "A man is judged by the company he keeps." The influences of the association are elevating, and it is of vital importance, not only to our trade, but to the community at large, to foster it. Had it not been for this association where would the city of New York be to-day? Where would her Sanitary Code be to-day, if it was not for the combined efforts of a few of her representative plumbers. All Hail! I say, to the men who have stood by the Master Plumbers' Association of the United States.—D. C. Co. in Plumbers' Trade Journal.

A MINING TRANSACTION.

A Port Arthur despatch of the 24th inst. says: The most important mining deal that has taken here for several years was consummated yesterday, being the sale of Porcupine mine to the proprietors of the Badger Silver Mining Company for fifty thousand dollars cash, all of which goes to local owners. The Porcupine is located on 96 T, 160 acres adjoining the Badger, and is developed sufficiently to prove that it averages good milling ore besides a fair amount of shipping rock. The sale has particular significance from the fact that the Badger people have already spent large sums in mining, which their mine has repaid, besides \$40,000 in dividends this year, and their implicit confidence in this as a silver district is shown by this purchase, which now gives them three valuable working mines, the original Badger, the new vein and Porcupine, or one, two and three, as they will be hereafter known. Their new discovery is turning out some immense ore, five barrels being taken out in two days, worth \$1,000 per barrel. It is such bona fide mining transactions as these that help to bring Canada prominently before legitimate mining men, not the floating in London of comparatively worthless properties for fabulous sums, of which middlemen and promoters get 95 per cent. One of these schemes was recently put on the London market, and it was an undisguised blessing that it did not succeed.



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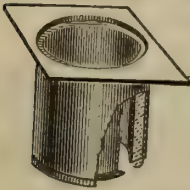
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ENGINEERS AND PLUMBERS' BRASS WORK.

Iron and Brass Valves, Inspirators, Injectors, Ejectors, Revolution Counters,
Engineers' Clocks, Steam and Hydraulic Gauges, Wrought Iron Pipe and
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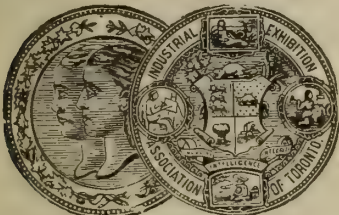
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MARKETS

TORONTO, June 26, 1890.

The market this week exhibits a much improved tone compared with the early part of the month, although the firmness in two or three lines which was so current last week has not been maintained. While in some metals the business doing is not what had been hoped and expected by merchants, there is still a good all round trade to be noted, and on the whole there is very little reason for complaint. Travellers are meeting with rather better success on the road, and shelf goods are moving out quite as well as could be expected at this season of the year. The comparative dullness in metals is perhaps due to an idea among retailers that prices may be lower in the future, yet it cannot be said that indications point in the direction of any lower range of values; on the contrary, wholesale merchants claim that the chances favor higher prices, and certainly the market does not show at the moment any signs of any permanent weakness. The usual fluctuations will probably be seen but there is a firm undertone to the market, and most dealers do not appear to anticipate any marked declines in the list.

Reports from Manitoba state that business is fairly active, both in shelf goods and heavies. In the latter the demand is greater than wholesalers care to supply, while cash returns are so slow. But even in this respect there has been an improvement during the week. There is a better feeling in trade circles in that part of the country, due, no doubt, to the better crop prospects. Lines connected with contracting and building have shown a marked improvement during the week. In the Province of Quebec business in iron and hardware is dull.

Remittances from the country continue to improve slowly, and merchants are apparently well satisfied with the way payments are being met. At least they are making no complaints and state that payments are quite up the average. However, no marked improvement need be expected in this direction till the new crop begins to be harvested. Although as a usual thing the farmers are at the present time realizing very fair prices for their produce, they have very little left on hand to sell, and when this is gone, there will be again less money put into circulation in country districts.

IRON.

The iron market continues dull and easy, with common bars nominally unchanged at \$2.40, although in some cases lower figures would probably be taken, were any decent sized lots ordered. Dealers evidently do not care to much anticipate their wants by ordering ahead, and are very cautious in placing fresh business. Beside the possibility of still lower figures later on make them hesitate in ordering now. English mail advices of June 14 state of the pig iron market:—The market at Glasgow has been firmer lately on. The Board of Trade Returns for May showing an increase in the exports of iron and steel of 43,000 tons over May last year, a better demand sprang up, and many purchases also were made to cover "bear" sales, but the outlook remains very uncertain. Whilst pessimists find no lack of arguments in favor of prices going lower, to those who take an impartial and comprehensive view of the situation it appears that several causes may intervene and bring about a

movement in the opposite direction. The statistical position continues to gain strength. Another furnace was put out last week, reducing the number in operation to 84, against 82 at the same time last year. Stocks in Connell's store have declined during the last twelve months from 1,027,000 tons to 730,000 tons, and the deflection is still making progress. Shipments are maintained on a large scale, and are 20,000 tons in excess of the corresponding period of 1889, and 26,000 tons above the average of the last four years. Manufactured iron and steel makers report more enquiries, but not many new orders. The latter have recently been secured to some extent by middlemen, who have made "bear" sales. At Middlesbrough two furnaces were put out last week, making the number in blast 103, against 104 at the same date last year. Stocks in public stores have now fallen below 100,000 tons, comparing with 220,000 at the same date in 1889. Shipments are still improving, and that without any large quantity being sent to Scotland, as might have been expected now that the price of Cleveland iron has fallen some shillings below the cost of Scotch. There is a decidedly better demand for manufactured iron for the Eastern markets, the rates of exchange having risen 8 per cent. in favor of this country; but shippers, owing to the uncertainty connected with the course of silver, have great difficulty in carrying business through. If the American Silver Bill pass in anything like its present form, it is quite on the cards that there may be a considerable expansion of trade with the United States in the fall. Business, however, at the present time is slow, and prices have a downward tendency.

COPPER.

Copper has been considerably feverish for a time, but has eased off a little. This has not had any perceptible effect here, as prices in this line did not advance in full sympathy with the head centres. In the old country the turnover of merchant bars has been enormous, and a lively outside speculative interest developed. Latest transactions show a slight reaction from the highest point.

TIN AND TIN PLATE.

Ingot tin has also declined in the old country, but as was the case with copper, there has been no decline in this market, and prices are maintained at our quotations. Realization by holders has been the cause of the decline on the other side, but the position of supplies continues strong, and there is still a very fair business for consumption.

Tin plates are much improved and the market is steady. The demand, however, does not appear to have been particularly influenced, and there is but a moderate movement of plates into consumption. The Liverpool market for tin plate is looking firmer. Buyers recognize an advance of 3d. per box, and have purchased quite freely at intervals.

LEAD.

Lead is rather firmer here, but no advance has been established, and there are no indications of any immediate alteration. Soft Spanish is cabled at £13 5d. with the market rather firm but quiet.

ANTIMONY.

This article is, if anything, somewhat firmer, but the market is quiet, and even at present figures, consumers show very little desire to purchase, some evidently expecting a decline in the future.

CANADA PLATES.

Makers of Canada plates are rapidly filling up, and, in fact, there is only one maker who is booking orders that would enable

dealers to sell in Canada at to-day's prices. The margin of profit scarcely warrants the risk of damage in transit and ordinary trade risks. Old stocks are being rapidly reduced in the Montreal market.

GALVANIZED IRON.

Galvanized iron is much firmer in sympathy with the high price of spelter. It is not moving out very readily, however.

ZINC.

Zinc is selling in Canada to-day at below the cost of importation, in consequence of a little stock on hand purchased at lower prices. In spelter soft Silesian is cabled at £23 7s. 6d. to £23 15s., with a better demand.

STEEL RAILS.

Steel rails are cabled as follows:—There has been no further change in prices, and the demand is moderate. Heavy sections quoted at £4 10s. and light sections at £5@£5 15s. f.o.b. at N. W. England shipping point.

GLASS.

We reduce prices 10 to 15c. all round this week. Spring stocks have now about all arrived, and the market is very well supplied, although the movement is reported to be quite active. Dealers state they are selling on a basis of \$1.55 for first break, but probably the most of the business is doing at \$1.50. The decrease in the duty and the fact that the glass now on the market was bought when prices in Belgium were lower, would probably explain the decline here. Certainly with glass selling in Montreal at \$1.40 it would certainly look as if \$1.50 was quite high enough here. There is cutting in prices in the Montreal market, but we do not hear of any in this city, as dealers appear to have entered into an agreement in regard to values here. The price in Antwerp for glass is reported higher.

NAILS.

Manufacturers do not yet appear to have reduced card prices but there has been a decline in the Montreal market of 10c. Nails selling there on a basis of \$2.55 so they may be quoted at \$2.65 here. Consumers are not ordering very freely, and the market shows no particular strength.

SCRAP METALS.

There has been another decline in the price of wrought scrap this week, and dealers will not now pay more than 60c. per 100 lbs. The mills are quoting at \$14 per ton delivered, and in some instances at \$15. It is not unlikely that prices will decline to \$11 and \$12 per ton before long, as the mills appear to be amply supplied, and are quite indifferent as to whether they purchase or not. Receipts are diminishing. There is a little improvement in scrap copper and brass, but not a great deal is coming in. Other scrap metals are unchanged. Dealers' prices are as follows:—No. 1 heavy scrap, 60 per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap, 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 25c.; new scrap copper, 10c.; heavy scrap copper 10½c.; old copper bottoms, 8½c.; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 9c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2½ to 2¾c.; country mixed rags, \$1 to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PAINTS AND COLORS.

Linseed and castor oil have been dealt with this week in another part of the paper. Turpentine is held firmer at 56 to 57c. There has been an active demand for this of late, and stocks have been pretty much depleted, although some small lots are on the way. Advices from Savannah, dated June 18, say that "owing to an unusually cool May our pine re-

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FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP CONDENSERS

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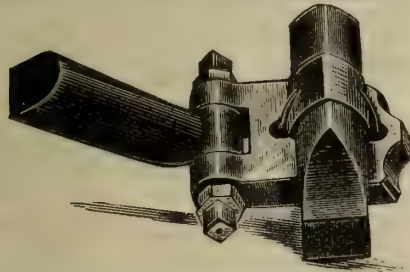
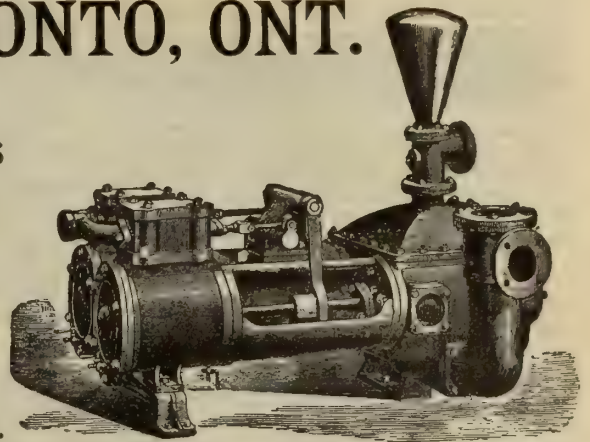
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Prices and particulars on application.

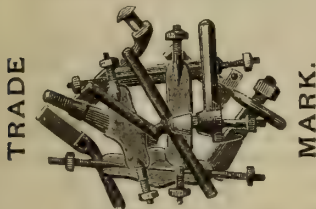
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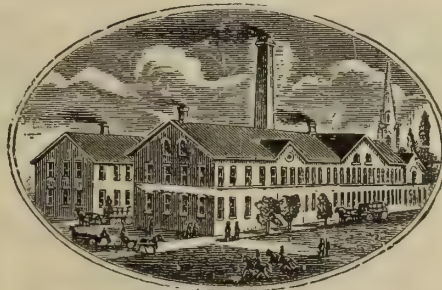
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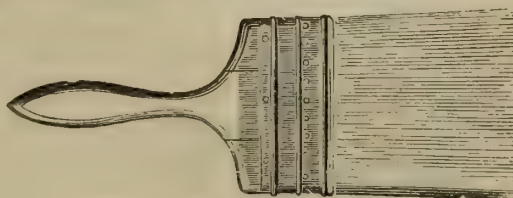
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FULL STOCK
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MARKETS—Continued.

ceipts are very disappointing, being nearly 10 per cent. less than the same period last year. In consequence of this, and foreign tonnage at low rates, the market has gradually advanced to 36½c. Weather very favorable. Indications point to heavy receipts.⁷ Stocks of turpentine at Southern point are computed at 20,494 bbls. against 15,576 bbls. a year ago. Paris green is active and held firm at quotations as stocks are not heavy. Glue active for better grades of white. Common is slow.

CEMENT.

The cement market at present is dull, owing no doubt to the strike that took place, but now that the strike is over, the prospects are that it will soon pick up. The prices are the same which seldom vary. Portland cement is \$2.80 per barrel and native cement \$1.10.

HIDES, ETC.

HIDES—Cured are making rapid and strong headway. They now sell at 6¼c., and this price is not met by an active supply. Green are unchanged. Steers are 7c. for No. 1, 6c. for No. 2, 5c. for No. 3. Cows are 1c. lower for each class.

TALLOW—Is 2c for rough, and 5¼c. for rendered.



MONTREAL



MONTREAL MARKETS.

JUNE 26, 1890.

While general quietness has characterized the week, yet the undertone has been good, and some large transactions have occurred in heavy goods. The crop reports being favorable so far impart a cheery feeling; and while none of them are yet far enough advanced to give any measure of certainty of the result, yet the fine appearance stimulates trade generally.

PIG IRON.

Makers' prices cabled this week are a trifle higher and confirm the opinion that the lowest figures of the season have been seen. Several round lots have been placed, aggregating over a thousand tons, principally Summerlee, Shotts, and Carnbroe. Quotations are:—Summerlee, \$21.25 to \$22.50 as to lot; Langtoan, \$21.50; Coltness, \$21.50; Gartsherrie, \$21.50 to \$22.00; Carnbroe, \$18.50 to \$19.00; Eglington, \$18.50 to \$19.00; scrap, car wheels, \$22.50; scrap, machinery, \$17.00 to \$18.00; scrap, stove, \$13.00 to \$14.00.

TIN PLATE.

No change to note in prices which are steady and a quiet business doing. Quotations are:—Coke finish, good and L. F. etc., \$3.75; Fenlan, \$3.85; Grafton and equal, \$3.90 to \$4.00. Charcoal finish, Nantwich & Trym, etc., \$4.00 to \$4.25; Samoth grade, \$4.25 to \$4.50; P. D. Crown, \$4.75 to \$5.00; Bradley, \$5.50 to \$5.75.

CANADA PLATES.

Greater firmness is visible in these, and a sale is reported of 1000 Boms Garth at \$2.75 and it is doubtful if this would be repeated. As the Dover and Garth Works are not making any this year, and this week's English mail brings advice that Pen is out of the market for the season, and all Makers, except Blaina are held at £9 7s. 6d. to £9 15s. f. o. b. Some heavy holders here do not care to sell at present figures, expecting better prices are long. Meantime sales are making: Pen, scarce, at \$3.00; Swansea, \$2.85 to \$2.90; Blaina and Garth, \$2.80 to \$2.90.

INGOT COPPER

Ingot Copper has again attracted considerable attention, and a sale of 10 tons at 15½c. could not be repeated; lowest now being 16c. in round lots and 16½ to 17c. for smaller.

Copper Sheets—Sheeting at 18½ to 19c. Braziers' Sheets at 21 to 24c. per lb.

INGOT TIN.

Ingot Tin is without change in general trading, altho' a shade weaker in round lots. Sales are at 23½ to 24c. for L and F and Straits.

BAR IRON.

Bar Iron is unchanged at \$2.40 to \$2.65. Hoops and Bands at \$2.75 to \$3.00.

SHEET IRON.

Black sheets to No. 20 gauge, \$3.15 to \$3.25; Black sheets to No. 21 and upwards, \$3.00 to \$3.25; Galvanized Sheet Iron, Queen's Head, 5½ to 5¾c.; Redcliffe, 5½ to 5¾c.; Morwood's B. B. B. 7c.; Roofers Gem, 5¾ to 6c.

NAILS.

It is understood the makers will shortly issue a new card with reduced prices, as it is a force keeping price at \$2.75, while no round sales are made over \$2.65 and even 10c. lower. Horse nails are completely demoralized, and travellers are instructed to meet competition.

CEMENT AND FIRE BRICK.

Business in cement is unchanged from the continued depression which has characterized the situation in this line since the beginning of the season. The feeling is slightly better, owing to the arrivals during the week being light, but stock in the market are far in excess of demand, and business is being put through in most cases at a loss. Prices are unchanged, \$2.35 to \$2.55 nominally. Fire Bricks are moving freely in moderate sized lots at \$20 to \$25 per 1000.

PAINTS AND OILS.

Pig lead has advanced again on the other side and is now quoted at 13s. 6d.

Linseed oil is slightly easier in anticipation of large arrivals within a few days, as it is now, there is none on the market. Prices unchanged.

Turpentine advanced here 10d. with the advance of 6d. on the other side. The market is strong.

There is no statement in the demand for mixed paints and colors.

There is a continued good demand for white lead at unchanged figures.

Paris Green is still moving off freely.

NEW YORK MARKETS.

NEW YORK, June 26, 1890.

Except the most of the Eastern manufacturers have taken sufficient orders recently to make them feel more comfortable as far as steel rails are concerned, there is no visible change in the position of the market for iron or steel in this locality. Rather larger transactions have followed the recent improvement in the demand for old iron rails, but transactions in other crude material seem to be of strictly routine character and of unimportant value, but doubtless quite as large as usual at this season of the year. The Western markets, to all accounts, continue quite lively, and the general report is that a confident feeling prevails there and in the South, as the various industries using iron are well employed, while deliveries continue on a fairly large scale. London cables note irregularity in the speculative branch of the English market and no radical change in the character of legitimate business. Scotch warrants have been up to 45s. 6d., and Cleveland to 42s. 7½d. during the past few days, but Tuesday's cables quoted a reaction to 44s. 10d. and 41s. 10½d. respectively.

OLD RAILS.

In old iron rails there has been quite a large movement. A Wall street firm identified with an equipment company has sold upwards of 5,000 tons at or on a parity of \$24.50 f. o. b. cars at Jersey City. Some rails have also been sold for delivery at a Sound port, and it is understood that one or two foreign lots have also changed hands. Wrought scrap iron is quoted at \$21@22 for No. 1, without new business or important demand.

STEEL RAILS.

Several orders for steel rails have been closed, one company booking about 30,000 tons, on which negotiations have been pending for some little time. Eastern concerns now have in hand business enough to keep their mills going up to October, and in some instances even up to November. Competition has therefore moderated, and \$30.50@31 f. o. b. Steel in the form of billets, slabs, rods, etc., is still having very fair sale at firm prices.

COPPER.

Transactions in copper have been unimportant the past few days. Large consumers, as a rule, seem to be fairly well off for supplies, and current inquiries are chiefly for small lots. Producers are indifferent, naming 17c. as lowest price for Lake Superior ingot, leeway for deliveries. Outside lots at 16¾c., doubtful that a lower price would be accepted. Arizona quoted at 15 ½c., and common casting copper at 14 ½c. In the London market there has been little change. Latest cables quoted merchant bars at £58 5s. @ £58 7s. 6d. spot and £59 future.

TIN.

Lower quotations from London, together with expected heavy arrivals here, have had a rather depressing effect upon the local market for pig tin. Very few transactions have been recorded on the Metal Exchange. Fair business done at about 21 ¾c. for 5 ton lots. London cables quoted £94 for spot and 94 12s 6d for futures.

LEAD.

Last week's advance in the price of pig lead is maintained. Buyers now at 4 1-2c.

MONTREAL NOTES.

Messrs. Caverhill, Learmont & Co., are without doubt the largest jobbers in Canada of fire arms and ammunition, and the illustrated catalogue they have just issued is one of the most complete we have yet seen. On the highly finished surface paper, the cuts printed in bronze blue ink, show up to perfection, and the whole is surmounted by a handsome cover.

Messrs. Fergusson, Alexander & Co. have issued the following circular to the trade:—We respectfully desire to call attention to the official intimation of the several dissolutions of our firm, caused—1st. By the death of Mr. Henry Alexander, on the 29th day of March, 1888. 2nd. By the death of Mr. Peter Hastie, on the 26th day of March, 1889. 3rd. By the death of Mr. William Brown, on the 2nd of July, 1889; and that the representatives of Mr. Alexander ceased to have any interest in our business after the 31st Dec. 1888; that the interest of Mr. Hastie ceased as at date of death; and that the interest of the representatives of Mr. Brown ceased on 30th Nov., 1889. In accordance with the further intimation officially published, we desire also to intimate that the Glasgow firm of Alexander, Fergusson & Co., composed of Alex. A. Fergusson, Robert Munro, H. Carvick Webster, and James Tennant, continued and continues to carry on the business in Montreal as heretofore.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

Eastlake Metallic Shingles

SHEET STEEL

Pressed Brick

AND

Elevator Fire-Proof Siding Plates.

Our Shingles and Siding Plates are the heaviest and cheapest manufactured.

Price List and Catalogue on application.

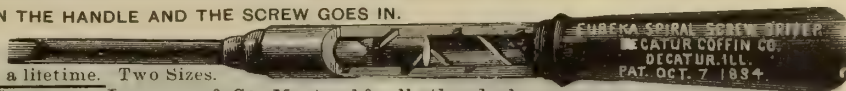
The Metallic Roofing Co. of Canada
(Limited.)

Rear 84, 86, 88 and 90 Yonge Street,
TORONTO.

PUSH ON THE HANDLE AND THE SCREW GOES IN.

Will last a lifetime. Two Sizes.

Sold by CAVERHILL, LEARMONT & Co., Montreal, & all other dealers



Electric Supplies for Electric Lighting, Electric Bells, Wire Annunciators. Contractors for Electric Work.

HENRY S. THORNBERRY & CO., 39 King St. W. Toronto.

Clarke's Common Sense Sliding-Door Hanger

Slides back and forth with a more Graceful and Easy Motion and with less noise than any other Hanger.

With this hanger there is :

No Side-draft.
No Kicking.
No Flanges on the wheels.

No Jumping the Track.

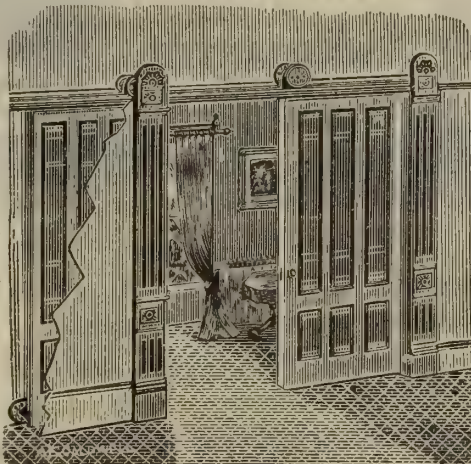
No Inaccessible Tracks in the Pockets.

No Tearing Down of Lath and Plaster.

No Dead Weight of heavy doors constantly hanging to the track.

No Tracks to be put in until ready to hang the doors.

No False Pockets in the Tracks for either



Single or Double Doors.

Doors equipped with this Hanger are suspended at the upper front corner and supported or rest upon a single roller secured to the lower inside corner, perfectly balanced, moving easily.

Common Sense Hangers can be applied to doors that have been hung with any other hanger without removing the plastering, woodwork, or any of the sheathing of the pockets, or creating any muss whatever.

MANUFACTURED BY

THE PETERBOROUGH LOCK MANUFACTURING COMPANY
PETERBOROUGH, ONT.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

HAVE COMPLETE STOCK OF FOLLOWING SEASONABLE GOODS :

Harvest and Garden Tools, Lawn Mowers, Rubber Hose,
Garden Shears, Hose Reels, Green Wire Cloth, Fly Traps,
Dish Covers, Ice Cream Freezers, Preserving Kettles.
(Enamelled and Granite).

PLEASE WRITE FOR QUOTATIONS.

Builders' Hardware, House Furnishing Goods, Tinsmiths' Supplies, Plumbers' Supplies, Steamfitters' Supplies,
Brush and Broom Makers' Supplies.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



The above Brand of Lead

Requires no Association Guarantee.

It is the STANDARD of the Dominion for

Purity, Fineness and Whiteness.

WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

**Williamson
& Lambe**

STORAGE.

54 & 56
Wellington St. E.,
TORONTO.

DESKS

**OFFICE, LIBRARY,
CHURCH AND SCHOOL
FURNITURE.**

JOHN M. BLACKBURN & CO.,
41 COLBORNE ST., TORONTO.,
—AND—
162 ST. JAMES ST., MONTREAL.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb ingots, per lb	25	26½
Straits 100 lb ingots.....	25	26½
Strip " " " " " "	27	28

Tin Plates—Charcoal Plates, Bright.

Bradley M.L.S.	Per box.	
I.C., usual sizes	\$6 25	\$6 50
I.X., " " "	7 50	7 75
I.X.X., " " "	8 75	9 00

Raven & P.D. Grades—		
I.C., usual sizes	4 75	5 25
I.X., " " "	5 75	6 25
I.X.X., " " "	6 75	7 25
L.XXX., " " "	7 75	8 25
D.C., 12½ x 17	4 50	
D.X., usual sizes	5 50	
D.X.X., " " "	8 25	6 65

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	4 25	4 50
I.C., special sizes	4 25	4 50
B.V. Grade, I.C., usual sizes	4 25	4 50

Note.—Round lots of 14x20 could be purchased of 25c. per box less.

Charcoal Tin Boiler Plates.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	8 50	8 75

Charcoal Tin Boiler Plates.

Cookley Grade—		
I.X.X., 14x56, 50 sheet bxs	Per lb.	
" 14x60, " "	6½c.	7c
" 14x65, " "		

Iron and Steel.

Common Iron, per 100 lb	2 40	\$2 50
Refined " " "	2 75	2 90
Horse Shoe " " "	2 75	2 90
Band " " "	3 20	
Hoop " " "	3 20	
Swedish " " "	4 00	4 50
Nova Scotia Bar iron.....	2 75	
Sleigh Shoe Steel " " "	2 75	
Machinery, Tire Steel	3 00	3 25
Best Cast Steel, per lb.	0 13	0 14
Russian Sheet " " "	0 11	0 12
Tank Plates " " "	2 25	2 50
Boiler Rivets.....	4 75	5 00

Boiler Tubes.

2-inch	13c
3-inch	18½

Boiler Plate.

½ inch	\$3 50
5-16 " "	3 35
¾ " " "	3 25

Sheet Iron.

1 to 20 gauge	3 50
22 to 24 " "	3 75
24 to 26 " "	4 00

Canada Plates.

Blaina.....	3 00	3 10
Boars Head.....	3 15	3 25
Maple Leaf.....	3 00	3 10
All Bright.....	3 50	

Galvanized Iron.

Queen's Head—		
16 to 24 gauge, per lb	5½, 6c	
26 gauge, " "	5½, 6½	
28 " " "	6, 6½	
Gordon Crown—		
16 to 24 gauge, per lb	5½, 6	
26 gauge, " "	5½, 6½	
28 " " "	6, 6½	

Note.—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, ½ inch, per lb.....	4½c
" 7-16 inch " " "	5½
Trace, per doz. pairs.....	\$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards.....	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—Ingot.

Lake Superior, per lb	0 00	0 00
Baltimore " " "	0 17	0 18
English B.S. " " "	0 17	0 18

Bolt or Bar.

Cut lengths, round, $\frac{1}{2}$ to $\frac{3}{4}$ in.	\$0 28	\$0 31
" round & square		
1 to 2 in	0 26	0 28

Note—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,		
16 oz, 14x48 and 14x60	\$0 21	0 22
Untinned, 14 oz, and light,		
16 oz, irregular sizes	0 22	0 23

Note.—Extra for tinning, 2½ cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x 48 and 14x60 0 30 0 32
Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb.. 0 22 0 26
" 35 to 45 " " 0 21 0 22
" 50 lb and above per lb 0 20 0 21

Boiler & T. K. Pitts.

Plain Tinned, per ss..... 0 26
Spun " " " " " " 0 30

Wire.

Pure, in coils—
From 1 to 20 gauge..... 0 25 0 27
From 20 gauge, up..... 0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge. 0 21 0 25
" 27 to 30 " " 0 23 0 29
" 30 and up..... 0 26 0 29
Sheets, hand-rolled 2x4 ft.. 0 23 0 25

Zinc Spelter.

Foreign, per lb..... 0 06 0 06½
Domestic " " " " " " 0 05½ 0 05½

Zinc Sheet.

5 cwt casks..... 0 06½ 0 06½
Part casks " " " " " " 0 06½ 0 07

Lead.

Imported Pig, per lb..... 0 04 0 04½
Domestic " " " " " " 0 04 0 04½
Bar, 1 pound " " " " " " 0 05 0 05½
Sheets, 2½ lbs, per square ft, by roll 5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll 4 75 5 00

Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 27½ p.c. discount.

Note.—Cut lengths, net price; ton lots 27½ and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb 0 20 0 22
Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb.....	\$0 20	\$0 21
Other makes " " "	0 19	0 20
Pure White Lead, ground in oil, Associat'n guarantee, per lb.	5½	6
No. 1 Do.....	0	5½
No. 2 Do.....	"	0 4½
No. 3 Do.....	"	0 4½

Prepared Paints.

(In ½, 1, and 1 gallon tins.)
Pure, per gallon.....\$1 10
2nd qualities " " " " " " 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)		
Venetian Red, per lb.....	0 05	
Chrome Yellow " " "	0 09	
Golden Ochre " " "	0 06	
French " " " "	0 05	
Marine Black " " "	0 09	
" Green " " "	0 09	
Chrome " " " "	0 08	
French Imperial Green " " "	0 14	

Colors, Dry

Yellow Ochre (J.C.) in bbls, per lb	0 01½
(J.F.L.S.) " " "	0 01½
Venetian Red (R.C.2) " " "	0 01½
(1343) " " "	0 02
English Oxides " " "	0 03½
American " " " "	0 02½
Paris Green, per lb.....	0 15½
Burnt Sienna " " " "	0 08½
Burnt Umber " " " "	0 06
Drop Black " " " "	0 09
Chrome Yellows " " " "	0 12
Greens " " "	0 12
Golden Ochre " " " "	0 09½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 70
Brown Japan " " "	0 70
No. 1 Carriage " " "	1 50
Gold Size Japan " " "	1 40
Pure Orange Shellac " " "	2 20
Hard Oil Finish " " "	1 50

Linseed Oil (in bbls).

Raw, per gal.....	0 77
Boiled " " "	0 80

Turpentine (in bbls).

Selected Packages, per gal.....	0 56	0 57
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Castor Oil.

Best, per lb.....	0 12	0 13
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Glue (in bbls)

Common, broken	0 10	0 11
French medal	0 12	0 13
Cabinet makers	0 17	0 18
White.....	0 16	0 17

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	0 05½
" No. 2	0 04½
" No. 3	0 04½

A. G. Peuchen & Co.'s Prices.	
Paint Oil, boiled	0 35
Peuchen's Pure English Paint in 1, ½ and ¼ gals.	per gal 1 12½
Peuchen's Prepared Paint	1 00
2nd Quality Mixed Paint	0 75
Carriage Colors, quarts	0 55
Pure Lead, a guarantee	0 06½
Best White Lead	0 05½
No. 1 Lead	0 04½
No. 2 Lead	0 04½
Yellow Ochre	0 01
Golden Ochre, French	0 02
Extra Golden	0 03
Paris Green, pure	0 18
One pound package, pure	0 20
Coeckson's Venetian Red	1 50
Best Vermillion	0 15
2nd Quality Vermillion	0 10
3rd "	0 07
No. 1 Furniture Varnish	0 65
Brown Japan	0 65
No. 1 Carriage	1 25
Elastic Oak	1 25
Orange Shellac	2 00
White Shellac	2 25

Acme Paints.	
Neal's Carriage, discount 40 p. c.	
English Oxide, by the barrel	0 02
American Oxide	0 01½
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p. c.	
Granite Floor, in tins, 90c, 47½c	0 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	
" Wagon and Imperial, dis 40 p. c.	
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz	1 25
Acme Carriage Top Dressing, \$1 75	per doz 4 00 8 00

HARDWARE.

Ammunition—Cartridges.	
Rim Fire Pistol, dis. 40 per cent. Amer	
Rim Fire Cartridges, Dom. 50 and 10.	
Rim Fire Military, net list. Amer.	
Central Fire Pistol & Rifle, discount 15 p. c., Amer.	
Central Fire Cartridges, Dom. 30 & 10	
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p. c. Amer.	

Wads.	
Eley's, per 1,000	\$0 25 \$1 60

Anvils.	
Per lb.	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.	
Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.	
Sewing, per gross	5 65 1 59
Pegging, "	0 65 1 25
Brad, "	0 85 1 60
" handled	3 60 7 30
Saddlers', "	0 45 1 60

Awl Hafts.	
Patent Peg, per gross	7 50 9 00
" Sewing, "	7 50 9 00

Awl and Tool Sets.	
Millar's Falls, per doz	2 80 8 30

Axes.	
Per box	6 00 12 00

Axle Grease.	
Per gross	8 00 15 00

Bath Tubs.	
Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.	
Brass, N.P., 60 to 66½, 50 and 10 to 80 p. c., dis.	

Door.	
Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50
Cow.	
American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 p. c.	

Farm.	
American, each	2 00 5 00

House.	
American, per lb.	0 35 0 40

Bellows.	
Hand, per doz	3 35 4 75
Moulders'	7 50 10 00
Blacksmiths' discount	35, 40 per cent.

Belting.	
No. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 per cent.	

Bench Stops.	
Per doz	5 00 6 00

Bits—Auger.	
Gilmour's dis 55 to 60 p. c.	
Excelsior—Jennings', discount 60 per cent.	

Jennings' Imitation, list 45, 47½ per cent.	
Jennings' Gen, net list to 5 p. cent. dis.	
Car.	
Gilmour's, 47½ to 50 per cent.	

Expansive.	
Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.	
Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.	
Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.	
All sizes, per lb.	0 11 0 15

Bolts.	
Carriage, dis. 60 and 5 per cent. to 65 per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis. 40 to 45 p. c.	
Elevator, dis., 35 to 40 p. c.	
Machine, dis., 60 to 60 and 5 p. c.	

Boring Machines.	
Complete, with Augers, ea.	5 25 7 00

Braces.	
Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.	
Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.	
Light, dis. 35 to 40 per cent.	
Reversible, dis., 65 to 70 per cent.	
Vegetable, per doz	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.	
From 8 to 12 inch, per doz.	5 00 40 25

Butts—Brass.	
Wrought Brass dis. 60, 60 and 10 per cent.	

Cast Iron.	
Loose Pin, dis. 60 to 60 and 5 per cent.	

Wrought Steel.	
Fast Joint, dis. 60, 60 & 5 p. c.	
Loose Pins, " 60, 60 & 5 p. c.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.	
Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.	
Horse, per doz	0 70 0 95

Carpet Stretchers.	
American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.	
Bissell, per doz	22 50
World	21 75
Daisy,	24 00
Star,	18 00

Crown Jewel, per doz	
Grand Rapids,	29 00 32 40

Cartridges—See Ammunition.	
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Castors.	
Bed, new list, dis. 50 p. c.	
Plate " dis. 50 p. c.	

Cattle Leaders.	
No 31 and 32, per gross	8 50 11 25

Cement.	
Portland, car load lots	3 2
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.	
Carpenters' Colored, per gross	0 50 0 85
White, lump, per lb.	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.	
American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz	0 85 4 00

Churns.	
Amer., dis. 50 p. c. to 60 p. c.	

Clamps.	
Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clips.	
Axle, dis. 65 p. c.	

Coffee Mills.	
Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
" No. 2	2 70

Compasses, Dividers, etc.	
American, dis., 60 to 62 and ½ p. c.	

Cradles, Grain.	
Canadian, discount 25 p. c.	

Door Springs.	
Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English, "	2 00 4 00

Draw Knives.	
American, dis. 70.	
Canadian, dis 25 to 35 p. c.	

Drills and Drill Stock—Breast.	
Millar Falls, per doz	16 00 51 50
P. S. & W., dis. 40 per cent.	

Twist.	
Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.	
Dis. 17½ to 22½ p. c.	

Fawcets.	
Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star,	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.	
Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10	
Barton Smith, dis 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis., Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25 p. c.	
Horse Rasps, Kearney & Foote's dis Am list, 50 p. c.	
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33½ p. c.	

Fluting Machines.	
Each	0 60 2 00

Forks.	
Hay, Manure, etc., dis. 40 p. c. to 42½ p. c.	

Freezers, Ice Cream.	
Peerless, discount 45 p. c.	
Gem, dis, 50, 50 & 10 p. c.	

Fruit Presses.	
Henis' per doz	4 00
Enterprise, discount 10 p. c.	

Fry Pans.	
Acme, discount 50, p. c.	

Gauges—Marking, Mortise, etc.	
Stanley's, dis. 50, 55 p. c.	

Wire Gauges.	
Winn's, Nos. 26 to 33, each	1 65 2 40

Glass.	
4th quality Star, 1st break	1 50 1 55
" 2nd "	1 60 1 65
" 3rd "	3 75 3 80
" 4th "	4 05 4 10
" 5th "	4 35 4 40

Window Glass.	
Pilkington's ordinary	
1st break	\$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	6 50

Picture Glass.	
Pilkington's ordinary.	
1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Glue Pots.	
Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.	
P. S. & W., per doz	4 25 4 65

Hammers—Nail.	
Maydole's net list.	
Can. discount 25 to 27½ p. c.	

Tack.	
Magnetic, per doz	1 10 1 50

Sledge.	
Canadian, per lb.	0 12½ 0 15

Ball Pean.	
English and Can., per lb.	0 25 0 37½

Handles.	
Axe per doz	1 00 3 50
Store door "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.	
Firmer per gross	3 00 4 50
Socket Firmer "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.	
C. & B., discount 30 p. c.	

Hoe.	
C. & B., discount 30 p. c.	

Saw.	
American, per doz	1 00 1 25

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Hooks—Cast Iron		Pencils.		Scale Beams.		Cigar Box Nails, dis. 35 p.c.	
Bird Cage, per doz	0 50 1 10	Dixon's, per gross	1 00 4 25	Canadian, B. S. & M. dis. 40 per cent.		Shoe Finders' Tacks & Nails, dis. 25 p.c.	
Clothes Line, "	0 27 0 63	" Carpenter	2 25 3 60	Scrapers.		Tape Lines.	
Harness, "	0 72 0 88	Picks.		Box, per doz	2 10 4 50	English, ass skin per doz	\$2 75 \$5 50
Hat and Coat, per gross	1 00 3 00	Picture Nails.	6 00 9 00	Foot, "	40 3 50	English Pat. Leather	5 50 9 75
Chandelier, per doz	0 50 1 13	Porcelain Head, p. gross	1 65 3 00	Screens.		Chesterman's, each	0 90 2 85
Wrought Iron.		Brass Head, "	40 1 00	Window, patent, per doz	6 00 7 50	" steel, each	0 80 8 00
Wrought Hooks and Staples, Can.		Planes.		Screw Drivers.		Thermometers.	
dis. 17½, 20 p.c.		Wood, bench, Canadian, or American	dis. 50.	Sargent's, per doz	65 4 00	Tin case & dairy, dis. 75 p.c.	
Wrought Hooks and Staples, Amer		Wood, fancy Canadian, or American	dis. 35, 37½ per cent.	Screws.		Ties.	
dis. 75 to 75 and 10 per cent.		Bailey's (Stan R. & L. Co.) 33½ to 35	per cent.	Wood, flat head iron, dis. 47½ percent.		Cow, per doz	1 25 2 50
Wire.		Miscellaneous, dis. 10 to 12½ per cent.		Wood, round head iron, dis. 42½ per cent.		Tinner's Shears and Snips	
Hat and Coat, dis. 35, 40 p.c.		Bailey's Victor, dis. 10 to 12½ per cent.		Wood, flat and round head, brass,		P.S. & W., 10 p.c. advance on American	
Belt, per 1,000	0 60 2 70	Plane Irons.		dis. 25 p.c.		list.	
Screw, bright, Eng., dis. 40, 5, 45 per		English, per doz	2 00 5 00	Bench, wood, per doz	3 25 4 00	Tinware.	
cent.		Pliers and Nippers.		Bench iron per doz	4 25 5 75	Stamped, dis. Assn list, 70, and 12½ per	
Horse Nails.		Button's Genuine, per doz. prs. dis		Scythes.		cent.	
Canadian, dis. 50 to 50 and 10 p. cent.		37½, 40 p. c.		Canadian, dis. 33½ to 35 p. c.		Japanned, dis. Prices on application	
Ice Picks.		Button's Imitation, per		doz.		Pieced, dis.	
Star, per doz	3 00 3 25	doz.	7 40 10 25	Shears.		Transom Lifters.	
Kettles.		German, per doz	60 2 60	B. & W., japanned, dis. 75 per cent.		Payson's, dis. 25 per cent.	
Brass spun per lb	0 25 0 30	Plumbs and Levels		B. & W. N. P., dis. 65 p. c.		Traps.	
Copper, "	0 40 0 45	S. R. & L. Co., dis. 65 p. c.		Seymour's dis. 60 p. cent.		Game, Newhouse, dis. 17½, 20 per cent.	
Enamelled Can. 50 p.c.		Poppers.		Ætna, dis. 75 @ to 75 and 10 per cent.		Game, H. & N., or P.S. & W., discount 57½	
American, 50 and 10, 60 and 5 per cent		Corn, square, per doz	1 35 2 00	Heinisch 60 per cent.		to 62½ p.c.	
Keys.		Per doz	4 00 5 50	Sheaves.		Mouse, per doz	0 35 1 50
Lock, Can, dis. 50 p.c.		Pulleys.		Sliding Door, per set	77 1 40	Rat	2 00 4 50
Cabinet, Trunk, and Pad-		Hothouse, per doz	55 1 00	Shot.		Trowels.	
lock, Am. per gross	1 60 4 75	Axle	22 33	Canadian, dis. 7½ per c.		Disston's, discount 10 p.c.	
Knobs.		Screw	27 1 00	Shovels and Spades.		German, per doz	4 75 9 00
Door, japanned, and N.P., Can. list		Awning	35 2 50	Canadian, dis. 37½ to 40 per cent.		Brade's	00 10 50
dis. 50 p.c.		Pumps.		Sieves.		S. & D., discount 35 p.c.	
Bronze, Berlin, per doz	2 75 3 25	Rumsey, Cistern & Pitcher Spout,		Wood Rim, black, p. doz	1 15 1 35	Triers.	
Bronze, Gem, "	6 00 9 00	55, 60 per c.		" tinned, "	1 35 1 60	Butter, per doz	6 25 9 00
Lava	8 75 10 00	Punches.		Tin Rim, "	2 30 2 45	Trucks.	
Shutter, porcelain, F. &		Saddler's, per doz	1 00 1 85	" black, "	1 80 2 25	Warehouse, each	2 25 6 50
L. screw, per gross	\$1 30 4 00	Conductors' "	9 00 15 00	Snap.		Twines.	
Ladles.		Tinner's solid, per set	72	Harness, German, p. gro.	2 00 5 50	Bag, per lb	0 12½ 0 20
Melting, per doz	1 70 4 50	hollow, per inch	1 00	Acme, "	3 00 5 00	Wrapp'g, mott'd, pr. pack.	0 50 0 60
Lemon Squeezers.		Putty.		Lock, Andrew's	4 50 11 50	" cotton, per lb	0 18 0 20
Porcelain lined, per doz	2 20 5 60	Bladder, per 100 lbs	2 00 2 25	Soldering Irons.		Mattress, per lb	0 33 0 45
Galvanized, "	1 87 3 85	Tins, lbs	2 50 2 75	Per lb	0 30 0 32	Staging	0 27 0 35
King, wood, "	2 75 2 90	Rail.		Wrought Spikes.		Broom	0 30 0 55
" glass	4 00 4 50	Barn Door, per foot	3 3½	Discount, net list.		Binding, flax, per lb	0 06 0 06½
All glass,	1 20 1 30	Sliding Door, "	3½ 3½	Spoke Shaves.		" jute	0 06 0 06½
Lines.		Rakes.		Wood, English	1 80 5 00	Vises.	
Fish, per gross	1 05 2 50	Cast Steel and Malleable, Canadian		Iron, American	1 35 2 35	Hand, per doz	4 00 6 00
Chalk,	1 90 7 40	list dis. 40 to 42½ per cent.		Spoons and Forks.		Bench, parallel, each	2 00 4 50
Locks—Door.		Razors.		Sheffield Sterling.		Coach, each	6 00 7 00
Canadian, dis. per cent.	50	Boker's, per doz	7 50 11 00	Tea Spoons, per gross	7 50 12 00	Peter Wright's, per lb	0 12 0 13½
Russell & Erwin, per doz	2 90 7 50	Wade & Butcher's	3 60 10 00	Dessert " "	21 00	Pipe, each	5 50 9 00
Cabinet.		Razor Stropps.	1 25 3 60	Table " "	30 00 30 00	Saw, per doz	6 50 13 00
Eagle, dis. per cent	33½	Rivets and Burrs.		Dessert Forks	24 00	Washer Cutters.	
Paaloek.		Copper Rivets, dis. 45 to 47½ p.c.		Medium " "	27 00	Per doz	4 00 8 50
English and Am. per doz	50 6 00	Iron " 40 per cent.		Table " "	36 00	Well Wheels.	
Scandinavian, "	1 00 2 40	Burrs, Iron, 30, 33½ per c.		Squares.		Amer. per doz 8, 10 & 12 in.	3 38 6 00
Eagle, dis. per cent	15 1 17½	Rivet Sets.		Iron, per doz	1 65 2 90	Wire.	
Mallets.		Canadian, dis. 30, 35 per c.		Steel, dis. 75 p.c.		Market, bright and annealed, Nos. 1	
Tinsmiths', per doz	1 25 1 50	Rope.		Try and bevel, dis. 50 to 52½ per cent.		to 16, 10 per cent. advance on list	
Carp'trs', hickory	1 25 3 75	Sisal, per lb	12 12½	Staples.		from stock. From factory 5 per	
Lignum Vitæ, "	3 85 5 00	Manilla, " No. 1	14½ 15	Fence, galvanized, per lb	5 5½	cent advance.	
Caulking, each	1 60 2 00	" No. 2	13½	Wrought Iron, dis. 75, 75 and 10 per		Market, oiled, coppered, 10 p.c. ad-	
Mattocks.		Cotton, "	22 25	cent.		vance. From factory 5 per cent.	
Canadian, per doz	8 50 10 00	Deep Sea, "	15 16	Stocks and Dies, Amer. dis. 25 per		advance.	
Meat Cutter.		Rules.		cent.		Market, tinned, per lb	0 04½ 0 08
Enterprise, dis. per cent	20 25	Boxwood, dis. 75 & 10 & 5 80 per cent.		Stone.		Galvanized Fence, 10 per cent. ad-	
Dixon's, each	1 60 2 00	Ivory, dis. 40, 40 & 5 per cent.		Washita, per lb	0 15 50	vance on list.	
Woodruff's " "	1 10 1 70	Sad Irons.		Hindostan, per lb	0 06	Tinned Broom, from 19 to	
Hale's, "	1 05 1 50	Mrs. Potts, per set	0 95	" Slips, per lb	9	22 gauge, per lb	0 06 0 06½
Hume, "	13 00 16 00	" N. P.	1 25	Labrador, per lb	0 13	Malin's Wire on spools, dis. 30 to 45	
Mincing Knives.		Sand and Emery Paper.		" Axe, "	0 15	per cent.	
American, per doz	42 2 35	B. & A. sand, dis. 25, 30 p.c.		Turkey " "	0 50	Clothes Line, galv., p. 100ft	0 25 0 55
Molasses Gates.		Emery, per quire	55 90	Arkansas " "	1 50	Barbed Wire.	
Stebbin's Patent, dis. per cent, 65 to		Sash Cord.		Water-of-Ayr " "	0 10	Galv. steel barb fencing	
70 per cent.		Per lb	22 50	Scythe, per gross	3 50 5 00	"Lock Barb," 4 point	0 51 0 05½
Nails.		Sash Locks.		Grind, per ton	15 00 18 00	Ditto Glidden 2 point	0 05½ 0 06
Cut, 3 inch and upwards		Triumph and Morris, dis 37½, 40 per		Stove Polish.		Galv. Steel, plain twist	0 05
per keg	2 70	cent.		Per gross	1 50	Galvanized Barb, "Ly-	
Brads & Moulding Nails, discount 55		Kempshall's dis. 40, 62½ per cent.		M.L.S., per gross	2 50	man," 2 to 4 points	0 05½ 0 06
to 60 per cent.		Canadian, dis. 45, 50 p. c.		Jacoby " "	5 00	Terms, 60 days or 2 per cent off for	
Wire Nails, 60 to 65 per cent.		Sash Weights.		Mirror Black Lead, per gr.	2 00	cash—10 days.	
Nail Pullers.		Sectional, per lb	2½ 3 00	Jos. Dixon's, bulk, per lb.	0 07	Wire Cloth.	
German & American	1 85 3 50	Sausage Stuffers.		Dixon's Plumb " "	0 15	Ordinary, discount 25 p.c.	
Nail Sets.		Each	1 00 3 00	M.L.S. Paste, per gross	9 00	Painted Screen, p. 100 sq ft	2 25 2 35
Square, round and octa-		Saws.		Nicholson's, per doz	1 00 1 25	Wrenches.	
gon	3 38 4 00	Hand, Disston's, dis. 10 p. c.		Tacks, Brads, etc.		Agricultural, dis. 70.	
Diamond	12 00 15 00	S. & D., dis. 35 to 40 per cent.		Cut, Carpet, gim, blued, dis. 35 p.c.		Standard, dis. 60, 60 & 10 p.c.	
Oil.		Cross-Cut, Disston's, per ft. 35 to 55.		" tinned, dis. 45 p.c.		Coe's Gen'ne, dis. 40, 45 p.c.	
Canada Refined Oil (Toronto)	0 14½	S. & D. dis. 25 to 35 per cent.		Swedes' iron, blued or tinned, dis. 42½ p.c.		Diamond, dis. 33½, 35 p. c.	
Carbon Safety " "	0 17½	Hack, complete, each	1 75 2 75	Upholsterers' dis. 42½ p.c.		Tower's Engineer, each	2 00 3 00
Canada W.W. " "	0 20	" frames only	75	Copper Tacks and Nails, dis. 35 p.c.		" S., per doz	5 80 7 50
American W.W. " "	0 25	Saw Sets.		Trunk and Clout Nails, " 40 p.c.		G. & K.'s Pipe	6 00
Castor " per lb	0 11½ 0 12	Per doz	1 65 9 00	Patent Brads, dis. 40 p.c.		Burrell's " each	3 40
S. R. Seal " per gal	0 63 0 65	Scales.		Finishing Nails, dis. 35 p.c.		Pocket, per doz	1 25 2 00
Oilers.		Canadian List, dis. 40 p.c.		Wringers.		Each	3 50 5 00
McClary's Galvan. Iron							
Oil Can, with Pump,							
per doz	19 50						
Zinc and Tin, dis. 50, 50 and 10.							
Copper, per doz	1 25 3 50						
Brass, "	1 50 3 50						
Malleable, dis. 25 per ct.							
Pails.							
Galvanized, per doz	2 00 3 50						

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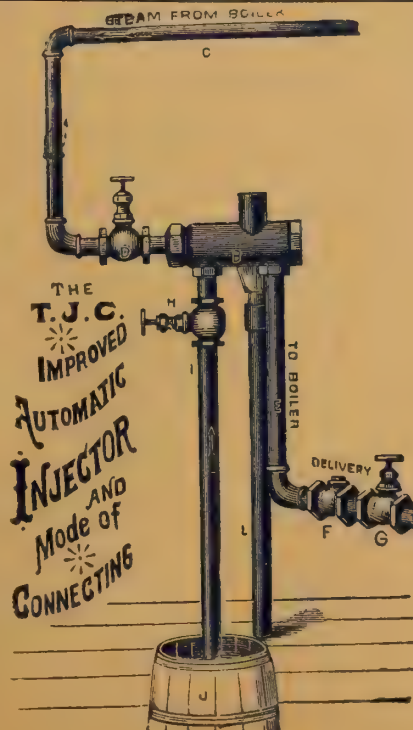
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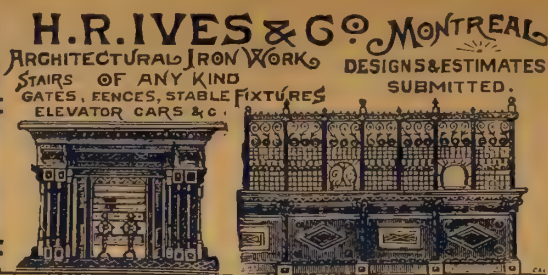
As every Injector is tested before it leaves the factory, we know that if properly connected (as in diagram) and instructions are carried out, they cannot fail to work. We therefore offer to PAY THE EXPENSES of any man to come to the factory, and \$25 PER DAY WHILE THERE, if the Injector does not work, provided it has not been misused.

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17½	14 00	40 to 57
20	15 00	57 to 72
22½	21 00	72 to 93
25	22 50	93 to 120
30	27 00	120 to 160
35	30 00	160 to 220
40	35 00	220 to 290
45	38 00	290 to 308

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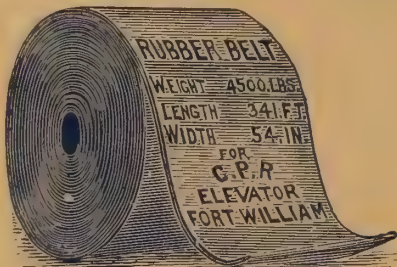
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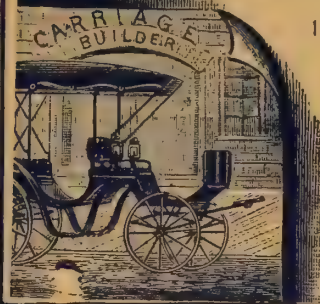
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Vol. 2.

TORONTO AND MONTREAL, JULY 5, 1890

No. 27

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. Hugh C. McLean, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

Changes in advertisements and new advertisements must reach this office not later than Thursday morning of each week.

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For the purpose of inducing members of the trade who are possessed of special information, which would be of benefit to the trade generally, the publishers of "Hardware" will pay a fair price for such articles. Address "Hardware," Toronto.

TRADE IN STRUCTURAL IRON.

So far the year's trade in structural iron shows a falling below the level kept up in the three final years of the last decade. One reason is, that the trade of those years was exceptionally good. A quiet spell succeeding it was naturally to be looked for, and the present lowness of pulse is more or less due to desultory activity in trade. The tide was in, it ran high, and was long in equilibrium. It is coming in more slowly again. The trade will be brisk once more in due time, but the time is hardly yet due. The construction of great buildings cannot go on at the same rate as the construction of homes for the people. It must be a series of fitful movements until we have more large cities. The finishing of the big edifices begun a year or two ago is the chief basis of call for structural iron at present.

While we consider the present is a gap between two busy seasons, the second of which is as certain to come as the other has gone before, the reason for it occurring at this time is not entirely because there is a suspension in the laudable emulation to put up grand buildings. That emulation is still strong, and the effects of it have only begun to appear in the fine structures that have already been raised under the stimulus of it. There are now projected some of the finest yet conceived and a few of them will be well advanced before next

January. That others of them will not be, and that all of them will not have made more progress, are facts chargeable to circumstances rather than to building intentions. One of the circumstances is the greater scarcity of money. Unfavorable productive conditions have operated adversely for two years, and the sequence of this fact is not a profusion of the blossoms of architecture. The great financial and insurance companies saw many ways of disposing of their money other than the investment of it in piles of brick and stone for their own glorification. The time was favorable for the obtaining, not perhaps of much more interest, but of much better security for loans. While farm lands were depreciating in rental value because of the yearly decline in the prosperity of the farming industry, while city real estate investments were getting to be regarded as very precarious, investors grew more and more fastidious, exacted larger margins of security, and thus put themselves in a good position, as fundamentally both farm land and city real estate were after all pretty sound. This opening for investment kept money out of great buildings.

A special circumstance that set back the trade in structural iron was the strike among Toronto building mechanics. That strike lasted three months. Not only did this delay building operations that would involve structural iron, but it was the cause of projects being cancelled for this year. There are some great buildings which will not be brought far enough this year to benefit the iron trade at all, that would have used a large amount of structural material before the end of the year if they had not been retarded by the strike.

That trade has not been large is the cause of an evil that has crept in and made the season's business further unsatisfactory. That evil is under-bidding carried to a losing degree. The contracts for furnishing structural iron have gone this year so far at low prices, and this is the fact simply because the harvest is small and the reapers many.

The Carnival brings many to our fair city. Among whom was Mr. C. M. Irwin, hardware merchant, of Arthur, Ont. He favored this office with a call.

FIVE MONTHS' IMPORTS.

The statement of imports into Canada of metals and hardware for the five months ended May last, as compared with the same period of last year, is given below. The total imports were valued at £418,737, as against £465,133 last year, a decrease of £46,396. In hardware and cutlery there is a decrease of £4,129. The imports of iron, etc., show decreases of £21,436 in pig, £17,800 in railroad, £2,083 in bar, £4,361 in cast and wrought iron, and £1,411 in unwrought tin. There are increases of £4,507 in tin plates, £3,189 in steel, £2,139 in lead and £815 in hooks, sheets, etc.; with regard to machinery steam engines are responsible for a reduction of £1,615, but other descriptions were imported to a larger amount by £5,801. We reported last month copper ore to the value of £2000, but none was exported previously to May this year, and up to the end of May in 1889 we sent out no copper at all.

	Five months ended May	1889.	1890.
Iron, etc.—			
Pig Iron	£ 28,368		£ 6,932
Bar, etc.....	20,705		18,624
Railroad.....	105,196		87,396
Hoops, Sheets, etc.....	45,026		45,841
Tin Plates.....	73,785		68,278
Cast, Wrought, etc., Iron.....	43,709		39,348
Steel.....	39,672		42,861
Lead.....	17,746		19,885
Tin, Unwrought.....	12,092		10,681
Machinery—			
Steam Engines.....	5,120		3,505
Other Descriptions.....	26,962		32,763
Hardware and Cutlery.....	46,752		42,623

YET ANOTHER FIBRE PLANT.

The London Daily News say that an apparently well-authenticated report describes the discovery of a plant which, if it possesses all the qualities attributed to it, threatens to become a powerful rival of jute. To what special genus the plant belongs is not stated; but M. Brackenbush, a chemist, who discovered it growing abundantly on the shores of the Caspian, has given it the name of "Kanoff." The plant possesses a splendid fibre, soft and elastic, with a glossy, satin-like texture. It is strong and pliable, and can be dyed without injury. M. Brackenbush believes that from its marvelous abundance and consequent cheapness, and its extraordinary durability, "Kanoff" will successfully compete with any other textile for sacking, ropes and pack thread. The fibre has a greater resistance than hemp, and its specific gravity is less.

PORT ARTHUR MINES.

Reports show that iron prospects along the Minnesota boundary on the Canadian side are remarkably good. That district was recently visited by the assistant state geologist of Minnesota and a Philadelphia expert, who were pleased with the whole iron district, tributary to the Port Arthur, Duluth and Western Railway. The other day an expert returned from examining some locations which the Kingston and Pembroke Mining Company are said to contemplate purchasing from a Canadian resident of eastern Ontario, and was very favorably impressed with the outcroppings on the Minnesota side. All the American mining work, as soon as the Port Arthur railway reaches the boundary, will be shipped in bond via Port Arthur, and several strong companies have been organized. On the Ahkoken range some ten miles in length of claims have recently been located, and exploratory work has been done on those surveyed. One bed of ore, which lies 66 feet in height above the tableland, has been uncovered, and shows a width of 46 feet of solid ore, which is a magnetic, free from sulphur and phosphorus or titanium, and will average 68 per cent. of metallic iron.

The United States Baryta Company are making up the first shipments of sulphate of barium, consisting of 1,000 tons, which is unusually pure, and will be shipped to Cleveland. It is claimed that German barytas cannot compete with the Algoma product in either price or quality.

Reports from the Badger are to the effect that the new strike is increasing, not only in richness but extent, and some wonderful revelations in the way of production are looked for shortly.

A vein of manganite carrying a surface of 45 per cent. of metallic manganese, was discovered on the Silver islet location at Cape Gargantua, lake Superior, 250 miles east, by H. S. Sibley, who has been looking over the whole 100,000 acres now owned by a Detroit syndicate. This is a most valuable discovery, as it is a much sought-for mineral.

Native silver worth \$2,000 per ton has been discovered on a farm in the township of Oliver, about ten miles from Port Arthur.

OPPORTUNITIES FOR YOUNG MEN.

A young man asked me the other day if I thought there were as many opportunities for the bright young man of the present day as existed when his father and grandfather were young men. His mind was evidently dwelling upon the conspicuous examples of success which the generation just passing off the stage has presented. I asked him in turn if he knew of any real bright fellow that was out of a job just now—if he knew of any who had real merit that was not in demand in half a dozen different directions. I asked him further if he had reflected upon

the daring and enterprise, hard work and unrelenting industry in the face of discouragements that build up the establishments that are now his admiration. I asked him also if he realized that in the days of their founders these concerns which are now household words were new departures, enterprises in which the community could see no real good—no success nor usefulness. Then I asked him, as a final question, if he for a moment could persuade himself that the same keen insight as the future wants of the people, the same heroic devotion to a principle or line of conduct, and the same persistent energy and industry would not accomplish quite as much at the present time as ever before. He said I had given him some new ideas. For this I was thankful. The trouble is when we look back we see only the giants of the forest that have weathered all the gales. We do not realize that they are the few out of the many who were standing when the first storm came. When we look at the present we see the multitude of common place persons, who, from lack of natural endowment or from disinclination to work, will never amount to anything. We are not bright enough to single out the few who are slowly, but surely, forging ahead in the race, and who a few years hence will stand pre-eminent in the business world, just as a few names of men of a preceding generation now stand for about all that generation accomplished. For my part, I think the present time and the present condition of business in general afford quite as many opportunities to the young man of brains and energy as any other period in our history. There is no reason for holding back. If you have got a good business idea jump into the fray and strike boldly. The best man will win every time.—“Vannant,” in Office.

DOES IT PAY TO HANDLE THE BEST GOODS?

In the majority of cases we believe the above question would have to be answered in the affirmative. No matter how small the store, restricted the trade, or indigent the neighborhood, there will be at times a call for the best goods in the market, and as it is always a poor policy to let the demands of regular or even transient customers remain unsatisfied, it naturally follows that every dealer ought to keep a small supply of the finest grade of certain lines of goods. But if there is a spark of ambition in the retailer's soul, if he wishes to advance with the times instead of remaining about where he began, there is no option in the matter. He must be ready at all times to supply the demand for goods above the average quality. Extra goods are almost invariably trade winners, because the supply in most lines, owing to various reasons, is generally limited; whereas it is seldom that the lower grades ever run short, and when every dealer can

fill in abundance the demand for the latter class of goods, one has no decided advantage over the other. On the other hand, the smaller supply of extra quality and the timidity of many retailers in stocking up with them gives a splendid opportunity to the sagacious dealer who makes a specialty of several lines of the best goods in market. It is not enough to claim that you sell the finest articles to be got; that plan has been literally worked to death. The public have become so habituated to the habit some dealers have of never acknowledging that they are either out of the finest goods or never had them in stock, that it takes a good deal more than the dealer's word now-a-days to effect a sale of inferior goods in the guise of extra. Success in such endeavors to deceive the public is more fatal to one's prospects than failure would be; “cutting one's own throat” is the only phrase that will describe the folly of the practice, for it invariably recoils upon those addicted to it with disastrous effect. The most successful retailer of whose career we have especial knowledge, is a dealer in a neighboring city who has been in business about fifteen years and began with about as small an equipment financially as perhaps any man who ever entered the trade. His most partial friend would hesitate to describe him as an especially bright man, his ability being of about the average. Yet that man has got together a splendid business, owns several houses and a round sum in bank, is highly respected by the community, and in fact holds an exceptionally enviable position. We have studied as well as we could, with the information at our disposal, the secret of this prosperous trader's success, and have come to the conclusion that it is to be found chiefly in the circumstances that the public can almost always depend upon getting the very best goods at his store, and that, if by one of those oversights that will occur no matter how careful the supervision of the proprietor, the finest grades run out of stock, it is an invariable rule to inform the customer of the fact, instead of attempting to deceive him by selling a little something inferior and calling it the best. The confidence of many of his customers has been won so completely that labels are superfluous and brands as though they were not. The fact that the goods have been sold to them as being of a certain grade is sufficient. In consequence of this dealer's thorough reliability in these respects, special efforts are not needed to push the business; on the contrary, it appears to be growing at a rate which is not relished by his employees, who, in spite of constant additions to their number, are compelled to work at their highest rate of speed and on several days for very long hours. Given these two essentials, viz.: the finest goods and a determination never to deceive customers regarding quality, and there is no reason why nine out of ten retailers should not meet with a success equal to that of the dealer referred to above. —Merchants' Review.


CAVERHILL, LEARMONT & CO'Y,

Best American Screen Wire Cloth

(Two carloads, from 18 to 42 inches wide.)

Devore's Spring Hinges, Nos. 1, 2 and 3

Window Screen Corner Brackets, Door Screen Brackets.

 Write for Prices, as we
are Headquarters.

MONTREAL.

IDEAL SUCCESS IN BUSINESS.

A very interesting question to ask our leading merchants is, to what do you attribute your success? And many and varied are the answers. Let us inquire, for instance, and ask this question, say of three of our equally successful merchants—of course excluding monopolists and patentees. We get such replies as this: My success is due to assiduous labor and executive ability, exercised to an advantage. Another: I attribute my position to wise advertising, putting myself before the public, living in a wide sphere, making my wares as good as possible, reaping my money with a general reputation, associating myself with my business. Third man: I do no advertising, it is useless; nor do I care to pose in my business; advertising is robbery. I make my money by being close, living for myself and grasping all I can. My business is my monument, and I leave it to my heirs.

These are a sample of the answers which we hear. We will suppose our first man accumulates, enjoys as he goes along and gives in proportion to his income. Then let us compare the second and third answers. What has the close man gained in making something and grasping, regardless of his surroundings? We say he is fearless, fearing God and man, pushing by shrewdness ahead. It is true he gives employment to many, though at the same time decreases wages generally by his closeness. He becomes old, we will say, and glories in his ambition and his czarism, is looked upon with awe by his employees. He has, it may be said, led a blind life up to this time, and is dead to laudation by his fellow citizens. In this condition he is to be pitied. How much, then, is a man better than a sheep, if, as Tennyson says, he nourishes a blind life within the brain? Our more liberal minded merchant who has lived in a larger sphere and is known in his business, through all his shrewdness, as one who gives consideration to all, is the ideal citizen. A man never throws away money who spends it in giving employment to those

engaged in legitimate business, though the line of occupation is entirely different to the one in which he is engaged, for his ambition to gain is generally followed by liberality in giving, thus encouraging benevolent institutions and crowding out honest efforts. This man naturally receives favorable consideration from his fellow-citizens, and the republic receives him with a cheer. His equally generous competitor is obliged to say you got there and deserve what praise is due one engaged in so laudible a vocation. A contrast between leading business methods must lend confidence to our generous and open-hearted merchants.—The American Merchant.

ASSOCIATIONS OF RETAILERS ARE A SUCCESS.

Who is it that says associations of retailers are a failure? We venture to say that of those who say this, one half are those who have been disappointed in an effort to use the associations for their own individual and financial benefit. No others ever say such things as this. Of the latter class I met a member the other day, who, once high in authority, now grovels outside of the pale. He said: "I tell you that all retailers' associations are failures and are doomed soon to fade off the face of the earth. They don't rise to the grandeur of the occasion, and fail to improve the opportunities offered them of acquiring renown, etc., etc." Many of our readers have heard all this cant before, so it's hardly worth while to dissect it further than to say, that disappointed ambition lends a gangrene hue to everything.

This kind of man looks always through a glass of his own making—and one should not care for drivelings. Of the other class this much: If a man goes into an association expecting to draw his four per cent. interest as he does in a savings bank, that's where he makes a great mistake. In the savings bank the directors and officers work hard to produce that per cent., but in the associations all the members are directors and officers,

and each individual must do his part of the work if he expects to draw a dividend.

The scriptural injunction of "Seek and ye shall find; knock and it shall be opened unto you," is just as good advice for the member desirous of the benefits of association work as it is to those who seek after heavenly graces. It must amuse, even if it does exasperate, a faithful working member to be stopped in the street once in a while by members who never attend a meeting to be asked: "What have you done?" It is a fact that such members go home to their cigar and paper, and calmly await the good results that are to flow from the labors of others. We know of a case of that sort right in this city. This member has never attended a meeting since the night he was elected. He closes early, has plenty of help, and has time to attend, but doesn't like the exertion. He is good as far as intentions go, and never kicks at what is done. But he is a bad member, because he does not go and help do. Now, we have the two classes who say that associations are a failure, and we hardly think that they make a very creditable showing as far as they are personally concerned.

One never hears a good, active member say these things. He knows that success always means hard work, and that often hard work does not mean success. Therefore, like a true active citizen and a good business man he labors for what may come. There will always be enough earnest and hard-working men in the trade to make success possible and to discount the croaking of the ravens. If any reader doubts the truth of the success of retailers' associations, let him ask the first intelligent drummer that comes in his place. When manufacturers' men are instructed to keep on the right side of the Retailers' Association, it certainly must not be without cause.

It is true that one meets those men occasionally who know nothing of associations. But that kind is the \$10 a week kind, who never hardly know what their price lists tell. They don't count. No! once for all—retailers' associations are a success.—Pennsylvania Grocer.

PARIS

Our first two instalments have been delivered in splendid condition. We have fortnightly supplies coming forward, and hope to be entrusted with many orders that have not yet been received. BEWARE OF OFF SHADE Paris Green, so called. We tested a sample of such last season, it was American, and found it to contain 32 p.c. Barytes. BEWARE OF WET Paris Green, which though but slightly damp, saves the maker 2 cents per pound. When you buy Paris Green see that you get it. Permit us to recommend our 1 pound round cardboard packets. This very poisonous article should not be exposed for sale in open drums. To induce the introduction of packets, we offer 1 or 2 lbs. at 1 cent per lb. extra, instead of 2 cents as heretofore. IN PRICE, we are competitors as well as in quality.

GREEN

Manufactured by our Glasgow House.

FERGUSON, ALEXANDER & CO., - MONTREAL.



A stove and plow foundry is about to be established at Westport, Ontario, by Wm. McGuire.

Mr. George J. McKie, president of the Simcoe board of trade, was married to Miss Archibald, on Thursday, the 25th inst.

Mr. Auld, of Auld & Woodyott, Guelph, has just returned from a tour through the Maritime Provinces and reports a good business there. This firm's lawn mowers are having large sale here.

The contract for supplying the hardware needs of the British Columbia penitentiary during the year beginning the first of this month, has been awarded to T. J. Trapp & Co., hardware dealers, New Westminster.

The producers' Refinery, at Petrolea, has been sold to an American syndicate at \$25,000 for the plant and \$25,000 for the crude oil on hand, making a total of \$50,000. The new firm are replacing the old stills with others of a larger capacity.

Application is made for the incorporation by letters patent of the Eagle Sulky Harrow Company, limited. The capital stock is fixed at \$100,000, and Brantford is to be the chief place of business. The proposed incorporators are: Simeon Hewitt, William Hewitt, Frank Pollard, Charles Hotchkiss and Reuben Pollard, all of Brantford.

Tenders were received by the Commissioner of Public Works for Ontario, up to noon on Monday, 30th ult., for the construction of boiler house, coal vault, six steam boilers and pipes and hydrants for fire protection at the Asylum for the Insane, London, Ont.; four steam boilers and steam-heating apparatus at the Asylum for Idiots, Orillia,

Ont.; three steam boilers for the Education Dept., Toronto; and fences for jail yards, Sault Ste. Marie.

The third annual meeting of the Boiler Manufacturers' Association of the United States and Canada, will be held in New York city, beginning Tuesday, July 1st. Among the more important questions to be discussed is the advisability of the association forming a company to insure at a moderate rate all boilers made by the members. Hon. Wm. Windom, Secretary of the Treasury, will have his department of the government represented at the meeting by the Supervising Inspector General of the United States and several other inspectors. The Navy Department will also be represented.—Age of Steel.

At the Civil Assize Court the Peuchen Company brought an action against the Imperial Bank and the Ontario Supply Company to recover \$709, the value of 25 barrels of turpentine purchased, but not delivered. The plaintiffs alleged that they paid for the turpentine by a marked cheque, and the Imperial Bank endorsed and delivered over a bill of lading to the plaintiffs calling for the goods. The turpentine was at the time stored at Quebec, but before the plaintiffs could secure possession it was seized by the customs' officers. The plaintiffs then demanded their money back from the bank, but were refused on the ground that they had simply acted as agents. Judgment was given for the plaintiffs with costs.

A meeting of the creditors of S. & J. Armstrong, of McKellar, Muskoka, will be held at the Walker house, on July 3. The firm commenced business in 1870, as general dealers and lumber merchants. In 1881 they claimed to be worth over \$20,000, but a couple of years later they effected a compromise with their creditors for 50 cents on the dollar. In August last they asked for an extension of time, which was granted. It is said their liabilities are now about \$20,000,

and in a circular which they have issued they state that they will not be able to pay 100 cents on the dollar. William Beattie, of Parry Sound, is the largest creditor, being interested to the extent of over \$4,000, and the others are mostly in Toronto.

The McClary Manufacturing Company's employes, to the number of about 200, spent an enjoyable day at Port Stanley on Saturday, it being their annual pic-nic. A good programme of races was well carried out, and a baseball match between the moulders and a picked nine resulted in favor of the latter. Dancing was indulged in by many of the excursionists, and all returned home at an early hour that evening evidently well pleased with the day's outing. The committee to whose efforts much of the success of the affair is due were Messrs. H. Porter, L. Sage, G. Murray, D. McPherson, L. Limage, J. Stephenson, A. Reid, C. Ball, T. Hogg, jun., Wm. Lehman, J. Boyle, G. Wilson, J. Connors, H. Graham and J. H. Herrick.

On Saturday night the William Hamilton Manufacturing Company's works, Peterboro, were visited by a destructive fire, which commenced in the moulding shop. This and the pattern shop were destroyed. The boiler and machine shops were divided from the burnt buildings by brick walls, and the good work of the firemen and of the employes in the shops saved these departments. Only the hardest work prevented the machinery from being burned. The loss is between \$30,000 and \$40,000, half of it in patterns. The insurance on these departments was \$7,000. There are 200 men employed in the works, but a new building, about completed, will be used for the moulding shop, and the men will soon be at work again. The destroyed building will be replaced at once.

Twelve hundred miners at the Springhill collieries, N. S., are out on strike, and everything is at a standstill except the pumps. The matters in dispute are concerning the

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

BINDER CORD.

RED CAP.

PURE MANILLA AND MIXED.

docking of a whole box of coal for short weight or for stone. It appears that when the coal comes to the surface it is measured, and if it is short measure or contains any stone the coal cutter gets nothing for his labor. The men contend that every box should be weighed as it comes to the bank head, and the men should be paid according to the work done, and that no deduction should be made for less than 28 lbs. of stone. The manager says that it would be impossible to separate coal from stone on the surface, and if sent out with stone the reputation of their coal would be ruined. The men are supported by the lodge of United Workmen, and have promises of outside help. The strike must prove disastrous to both parties. The output of this mine is a half million tons a year, mostly to the upper provinces, and Springhill is a town of 5,000 people, absolutely dependent on the mines.

KICKS.—BY THE BOSS KICKER.

Upright men shall be astonished at this, and the innocent shall stir himself against the hypocrite.

Though I speak, my grief is not assuaged; and though I forbear what am I eased?

But now he hath made me weary.—*Book of Job.*

Yes, verily, some buyers in this land make me weary, and if my snap shots will only hit the target the lessons intended for those particular ones may prove a success. I'll push the bottom; you do the rest. Yea, though I offend, yet will I speak. I have had painted a panorama which I propose to unroll, that some may see themselves as others see them.

"Jamsey, turn up the lights and pull the curtain."

Ah, what have we here? This is a life like portrait of a gentleman who is not in want of any new goods. He receives you with a hypocritical smile, invites you to take a seat in the office, but "really don't want to

look or purchase anything in your line this time."

You have called for the past ten years and and received the same stereotyped reply.

"Perhaps when you come again it may be different." To this merchant we give the advice, "Don't be a clam."

"Jamsey, turn the crank!"

Well, here we have portrait number two. A good looking face, somewhat hard as to the lines around the mouth, but a passably pleasant cast of features.

"What does he say?" "Oh, very sorry, but cannot possibly find time to see you today, to-morrow or any day this week. Am very busy, and don't want to take up your time, etc." We have traveled over a thousand miles, with several hundred pounds of extra baggage, but "he really has no time to look you over."

Yet this same person has several salesmen on the road to represent his firm, and when you ask the question: "What would you think, my dear sir, should your customers treat your representatives as you treat me, and what would the result be as to your business?" he begins to think, but, alas, the "seed falls on stony ground," and you leave without an order, as usual. Advice to him: "Do unto others as you would have others do unto you."

"Jamsey, turn the crank!"

Here we have a gentleman who goes willingly with you to your room, armed with a long memorandum book and a foot rule. He measures every sample and enters the same with a pencil sketch in his "log book." The price is also compared with a long list of other manufacturers, together with the number of square inches of the article displayed.

He spends, perhaps, the best part of the day, causing you to go without your dinner, and after raising your expectations to the idea that a very large order will be your just

reward for a Job-like patience, he leaves you with the remark:

"Well, I shall visit your city in a few weeks and will call on your house and perhaps leave an order."

For this gentleman I am willing to purchase a copy of the story of Job, and have no objection to throwing in a half dozen of boils to bind the bargain.

"Jamsey, turn the crank!"

This portrait "brings sadness to your heartstrings which they never knew before."

He makes and breaks engagements as a clock ticks the seconds.

A traveler's time is of no importance to him and he cares nothing for the picture of a drummer "cooling his heels" while waiting with impatience at the hotel, oftentimes hours together. For him let us all subscribe to a fund and purchase a watch suitably inscribed with the old mottoes: "Time and tide wait for no man," "Procrastination is the thief of time."

"Jamsey, turn the crank quickly!"

Here we have a face not easily forgotten. How we love to look at his genial, loving smile, and with what satisfaction we clasp his hand as it grasps ours in a friendly, hearty shake! Do we love him? Yes; as his friendship is worth its weight in gold, for it is true in every particular. Recognizing as he does that a traveler is a man sent upon the road for business, working with heart and soul in the interests of the employer, separated from all he holds dear at a happy home, this buyer meets us with promptness, transacts his business quickly, and as he bids you "Good bye" you feel the satisfaction that he is numbered among your warmest friends.

"Jamsey, don't turn the crank. Let this portrait remain in sight, that we may feast our eyes upon a true specimen of manhood."
—American Stationer.



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TORONTO AND MONTREAL.

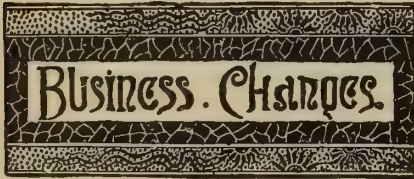
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Roofing Material, Building Paper, Plaster, Cement, etc.

IMPORTANT NOTICE.

We are now using strong thin cord in the manufacture of our O. K. Building Paper, whereby we not only add greatly to the strength of the paper but also prevent any chance of its tearing at the edges.



ONTARIO.

Peterboro—Hamilton, Wm., (The) Mfg. Co., foundry, partially burnt out, partially insured.

St. Onge—Bourgie, Urgel, general store, assigned in trust.

MANITOBA AND NORTH-WEST TERRITORIES.

Elkhorn—Stewart & Van Nostrand, general store, succeeded by G. H. Roswell.

NOVA SCOTIA.

Bridgewater—Wilson & Wade, general store, dissolved.

Dartmouth—Dartmouth, Ropewalk, Co., Mfrs., style changed to consumers, Cordage, Co., of Montreal and Halifax.

NEW BRUNSWICK.

St. John—Connor, Thomas & Sons, Ropewalk, business purchased by the Consumers, Cordage, Co., of Montreal and Halifax, who carry on the business under that style.

OUR BUYERS AT HOME.

The following from a correspondent of the American Bookseller will be read with interest by many Canadian buyers who go to England and whose experiences are similar.

A young American friend of mine is here paying his first visit; he complains bitterly of the difficulties he experiences in seeing any of the London publishers. Boys in buttons take his card, and see whether the great man is in; usually the great man is engaged, and the American caller is requested to wait. In nine cases out of ten he does not wait; if he does, and finds that the great man has read the papers, or got rid of his chiropodist, the conversation is always of a most non-committal order; "he will think it over," "call in a day or two," etc., etc., which makes the average Yankee, or still more Chicago man, swear. One of the Chicago book men is said to have forced the consignee; he came

with a big order. Small boy, as usual, took his card, and came back with his usual answer: "Engaged; wait a few minutes." The Chicago man said: "I've come 4,000 miles to buy some of his books, and if he does not see me he may go to hell." This message procured an interview.

Mr. Kimball had a very similar experience, which he tells with considerable humor. He was prowling about after some old editions, and stumbled into a store in Holborn. He managed to see the proprietor, or rather one of the partners. "Have you a set of the 12 vol. Waverly, such and such an edition?"

"Oh yes!"

"Well, can I see it?"

"Wait, and I'll show it to you."

Away goes the English bibliopole, dives into a cellar, and in ten minutes emerges with a set. Kimball took them. Then he asked for a set of another standard. Again the bibliopole disappeared direct into his cellar, and emerged, after the lapse of ten minutes, with a coveted set. Mr. Kimball wanted some other sets, so he said: "In place of your putting yourself to the trouble of fetching the things up stairs, let us go down, and see what you have?"

"Go down to the cellar! Impossible, my dear sir, quite impossible."

"Why impossible?" said the Philadelphian. "You may have books that I want badly, although not on my list. I may take a lot of them."

"Impossible. Never heard of such a thing!"

Then he consulted his partner. "No, no; never allow any one down stairs. Utterly unheard of; quite impossible."

"Do you want to sell your books?" asked Kimball.

"I think I do not want to sell; in fact, rather not."

Mr. Kimball's language is reported to have been unfit for the Quaker City, and more calculated for the latitude of Harrisburg.

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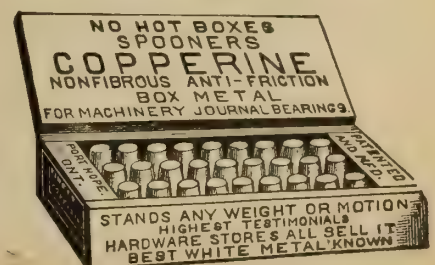
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DOMINION GLUE AND BONE FERTILIZER CO.

Application has been made to the Dominion Government for the incorporation of the Dominion Glue and Bone Fertilizer Co. with a capital of \$25,000. The gentlemen interested in this venture are Messrs. P. J. McNally, Saunderson Percy and B. Belden, of Toronto; George McNally, Montreal, and August V. Wahl, Chicago. The company intend to erect the factory at Mimico.

THE NEW COPPER PROCESS.

The new method of manufacturing articles from copper by electrical deposition seems to be attracting much attention, especially in England, where the idea originated. The process is considered by some as second only to the Bessemer process. There seems to be practically no limit to its application. Large tubes, vats, cylinders, and the like can be made direct from rough copper far cheaper than by any other process. The electrical conductivity of the annealed copper is greater by 4 1-2 per cent. than that of the best commercial copper; and the copper can be varied in tensile strength and ductility according to the requirements. The process is not confined to copper. It is equally applicable to nickel, silver or gold. A silver-plater in St. Louis recently placed a fresh egg in his silver bath. The result was a delicate work of art—a silver egg. After having the egg in his possession over a year, he broke it and was much surprised to find it as fresh as when first laid. Here was a new discovery, and subsequent discoveries led to the fact that many perishable substances, such as fresh and cooked meats, from which the blood had been expelled, cheese, the most perishable fruits, such as bananas, peaches, grapes, etc., could be preserved indefinitely by this mechanical process. He asserts that the process may even be successfully applied to embalming.—American Manufacturer.

HONOR AND BUSINESS.

The merchant who buys largely from the jobber, and the jobber who purchases heavily from several manufacturers, are, with the latter, supposed to be good judges of the commodities in which they deal, and, as far as the quality is concerned, are all equally concerned. The jobber's purchases are guaranteed by the manufacturer to be perfect in material and make; at least there is a tacit understanding to that effect, even if it is not expressed in the contracts. The jobber is not expected to see every article which he purchases. Samples and the price form the foundation of his transactions. Beyond these there is nothing besides his confidence in the manufacturer.

The goods arrive safely at their destination. The receiving clerk and the buyer of the house may both see the packages, but may not take the time to give their contents

a critical examination. The heads of the respective departments to which the goods are assigned in the store for sale and reshipment to customers may see only the original packages from the time they are received until they are shipped to the retail merchant.

The latter may not open them for weeks after their receipt. But he is at home, in the midst of a large constituency of consumers, to whom he is impelled to guarantee the quality of their purchases. By-and-by a package, just as it left the factory, is opened and its contents are found inferior or defective. Those articles he cannot sell for more than cost, and perhaps they would not bring even that—so bad, indeed, as to be worthless and unsalable. He cannot sell them. He may claim rebate for them from the jobber; but the jobber may refuse to receive or pay for them because too long a time has elapsed since they were purchased. (We are referring now to imperishable merchandise.) Rather than lose a good customer, however, the jobber resorts to the manufacturer for redress, and if he refuses to refund the purchase money for the same reason, trouble ensues. The merchant is angry, the jobber is vexed, and the manufacturer is disgruntled more than either of the others, for he finds it very difficult to discover the party most to blame.

If all prove finally unyielding, the foreman or inspector of the factory is in danger of losing his situation unless he can clear his skirts of the error; the manufacturer loses the patronage of the jobber; the jobber offends the merchant, and the latter charges the goods to profit and loss?—no, but to the jobber, and deducts the amount from the next settlement. Who can blame him? On the other hand, the manufacturer may allow the jobber for the amount of the defective goods, and the jobber may refuse to be as honest with the retail merchant.

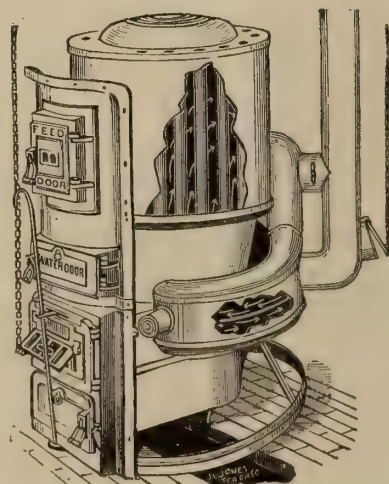
Thus the difficulty, turning upon a "point of honor," or rather even-handed justice, has created more evil feeling and distrust than

years of fair dealing can eradicate. That honesty is said to be the best that has no policy; but in cases like these honesty has a policy, and the true business man will not hesitate to right a wrong even at a sacrifice for the sake of securing peace and to retain a profitable customer. Perhaps, on the whole, it is not best always to trust to the exercise of honor in such transactions, but one does not like to be always asking for written contracts. It may be a foolish feeling, but the written contract is a good business document and may save a world of trouble.

Another case: Two business men in the city have financial transactions. One day A calls up B to the telephone and asks for a loan of a few hundred dollars for a temporary accommodation. "Certainly," replies B; "but I never loan money on a telephone message. Come yourself, or send your written order, and I shall be pleased to let you have what you want." "Humph," says A, "Curious fellow that; but he's right after all. He may think it's all square—no doubt fully recognizes my voice; well, I never thought of it before, but it's 'business' sure enough, and I honor him for it."

Points of honor are valuable at proper times and seasons; but the written guarantee never comes amiss.—Chicago Journal of Commerce.

As an instance of the way in which credit may do the work of money, McLeod, the author, quotes the Guernsey, England, meat market, built at a cost of \$20,000. Instead of borrowing this sum at a fixed rate of interest, the Governor issued 4000 cardboard tickets, on which were inscribed "Guernsey meat market notes." They represented \$5 each, and were legal currency by universal consent. With these notes the contractor was paid, and with them he paid his workmen and those who supplied the materials. They were freely taken by the tradesmen for goods, by landlords for rent, and by the authorities for taxes. When the market was completed the real money received from the rents of the stalls was devoted to the redemption of the notes, and in ten years all the meat market notes were redeemed. Thus the market was built without paying any interest on borrowed money, and to the detriment of nobody.—Iron Age.



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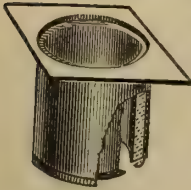
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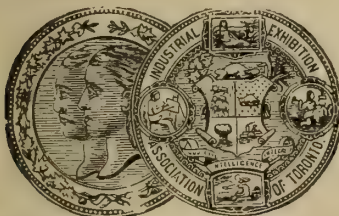
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TORONTO, July 3, 1890.

Trade this week is absolutely without any special feature. The holidays have had the effect of somewhat curtailing the volume of business, both in the city and country, and on this account the movement of goods has hardly been as great as for a few weeks past. Travellers orders were less frequent this week, also orders by mail; in fact the trade has experienced a short period of comparative quietness. However, next week, a resumption of activity may be looked for.

Metals are still dull and do not exhibit the firmness that lately was the rule. We do not, however, alter prices, the present weakness not yet having resulted in any actual decline here.

The crop reports that continue to come in all speak very hopefully for the coming yield. It is in the North-west, however, that the best results are expected. In the Province of Quebec the yield will barely be an average one, even with the best of weather from now on, and it is much more probable that the total crop of Quebec will be rather below the average. In Ontario the crops are certainly looking well, but there is not yet any reason to believe that the total yield will be much, if any above the results shown in former years. Manitoba and the North-west generally are expected to have one of the largest crops in the history of the country, if nothing happens now to destroy them. But this season of the year is usually the most anxious one for the crops, and should damage come, and it might any day, the total yield throughout the Dominion may not be larger than last year, in which case the business outlook would be anything but bright.

During the past month or so there has been a pleasing improvement in remittances, especially so in the Province of Ontario. Although there is practically no business doing in wheat or coarse grains, farmers having none to sell, they have received large sums of money for their cattle and dairy produce, thus relieving the financial stringency that was so apparent in country districts. The country retailers have benefitted by this through receiving a good deal of money from farmers on account of outstanding indebtedness, and in turn have remitted to the wholesale men, who now appear pretty well satisfied with the way money is coming in.

IRON.

While there has been no change in the local market the prospects on the other side of the water are said to be decidedly brighter mainly owing to encouraging reports received from America, and further considerable inquiries being placed on the market by shippers to

the East, both these features more or less being connected with the upward movement in silver. English mail advices say: The statistical position is still gaining ground. Two more furnaces have been put out, reducing the number in operation to 82, or the same as last year at this time, when stocks in Connel's stores amounted to 1,027,000 tons, against 723,000 tons at present. Shipments continue large, and for 1890 are 211,000 tons, comparing with 188,000 tons to the same date last year. Manufactured iron makers are securing orders rather more freely both from shippers and consumers; and judging from the numerous inquiries which are made with the view of cabling offers to the East, there should be a considerable expansion in this branch of business should the present rates of exchange with India and China be maintained or advance further. The demand for steel is not so active, and quotations current vary very much according to the condition of individual order books. Speaking generally, however, it may be said that prices are 5s. to 7s. 6d. a ton lower than a week or ten days ago. At Middlesbrough stocks in public stores are still decreasing, and have now fallen below 100,000 tons, comparing with 219,000 tons at the same time last year. Shipments continue to show improvement, and this is most marked in connection with the demand for abroad, which is a healthy sign. The manufactured iron and steel makers are not securing much new business as buyers, and appear to have the idea that prices will go lower, and cannot be induced to place new orders except at figures below the range of current quotations. In the face of the stronger tone in the Pig Iron Market, manufacturers are very reluctant to accept the business thus offered them. In Staffordshire makers are enabled to do rather more business, having obtained a reduction in wages amounting to 3d. a ton; but buyers are very chary of making fresh purchases, as they seem to think prices will go lower yet.

COPPER.

Copper continues easy, but is without quotable change. The movement here is limited, and although prices are not reduced, it is not unlikely that holders of the metal would shade our figures in order to make sales. The English market has continued active, and quite a large business has been done in merchant bars. Stocks continue to be rapidly reduced, and if the present rate of decrease continues the supply will be down to a dangerous level by December. The New York market continues strong at the late advance.

TIN AND TIN PLATE.

Ingot tin is again easier in the old country, and is rather unsettled here, although actual figures are not reduced.

The improvement in tin plates is maintained, but the movement in them is not particularly active. The English market for tin plates has remained quite firm and fairly active. Orders have been placed with greater freedom, and a large business done during the past fortnight.

LEAD.

Lead is unchanged, although the market exhibits a degree of firmness. An immediate advance is not looked for, however, and the article is moving out but quietly. Soft Spanish is cabled at £13. 5s., with the English market moderately active.

ANTIMONY.

Antimony is entirely featureless, with consumers holding off in expectation of a decline in the future. Dealers, however, say that

there is not much chance of this, and that indications point toward higher values.

STEEL RAILS.

Demand is without improvement and prices remain the same as quoted last week. Heavy sections quoted at £4 10s., and light sections £5 to £5 15s. f.o.b. at N. W. England shipping point.

SCRAP METALS.

Wrought scrap continues weak, but no further decline has been experienced. The mills are paying \$14 per ton, and seem to be willing to take all that is offering at these figures. The great bulk of the wrought scrap appears to have been disposed of, however, as offerings at present are not very large. Cast scrap is also weak, and slow of sale, there is a good deal being offered. Scrap copper and bars are featureless. Dealers' prices are as follows:—No. 1 heavy scrap, 60 per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap, 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 25c.; new scrap copper, 10c.; heavy scrap copper 10½c.; old copper bottoms, 8½c.; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 9c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2½ to 2¾c.; country mixed rags, \$1 to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PAINTS AND COLORS.

Turpentine has again advanced this week, and is now quoted at 61 to 62c. per gallon. There has been an advance of 4½c. in Savannah, and the oil would now cost in the neighborhood of 60c. laid down here. Stocks are very light, but there are a few small lots on the way. The demand is at present active and is increasing, on account of the high prices in the South dealers here are purchasing very little, so that the chances are that the market will be comparatively bare for some time to come. Linseed oil is as scarce as ever, only about 10 bbls. reaching the city this week. While quotations are not changed the figures given are fancy prices, and the arrival of fresh stocks which are expected soon now, will in all probability cause the market to decline. The market in Montreal is reported to be absolutely bare of oil. Dealers here are quoting lower figures for future delivery, or around 73½c. for raw and 76½c. for boiled. There is quite an active movement in Whitelead. Pure lead, association guarantee is selling at 5¾c. Glue is in fair request, especially for imported, but prices remain as before. Castor oil is still scarce and inquired for, while the demand for Paris Green is quite active.

CEMENT.

There is no immediate change in the cement market from last week. The prices very seldom vary, but when they do, it is in the spring or fall. A fair demand is reported at the following prices:—Portland cement \$2.80 per bbl., and native cement \$1.10.

HIDES, ETC.

HIDES—Cured are still sold at 6¼c. The demand is good, the supply rather behind hand. Green steers' are 7c. for No. 1, 6c. for No. 2, and 5c. for No. 3. Cows' are 1c. lower for each class. All hides are now in pretty good condition, the American, as well as our own market is quite receptive, while slaughter, now at its minimum, is too slow to keep prices down.

TALLOW—Rough is 2c., and rendered is 5¼c.

WOOL—Fleeces are 20c., clothing fleeces 22c., ordinary pulled is 20c., super 23½c., and extra-super 28c. Easier prices have been followed by lower supplies.

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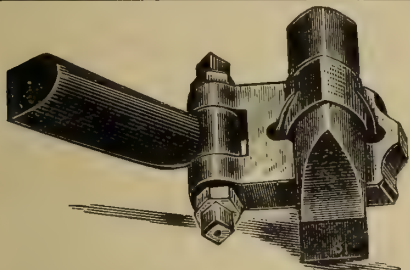
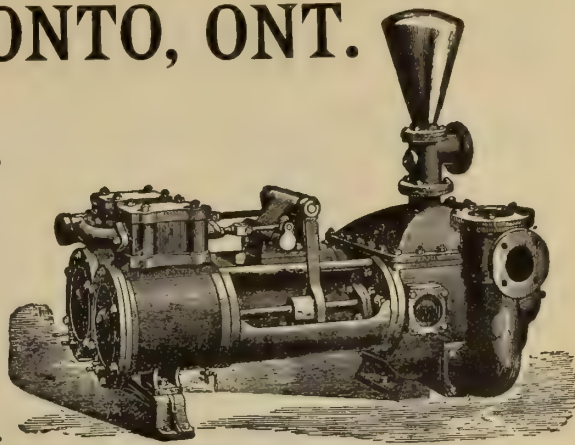
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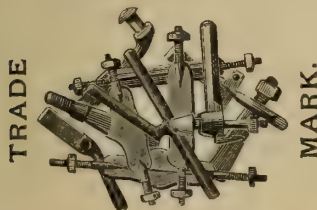
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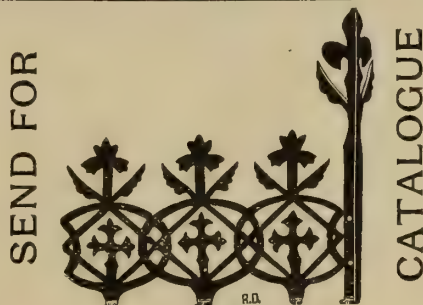
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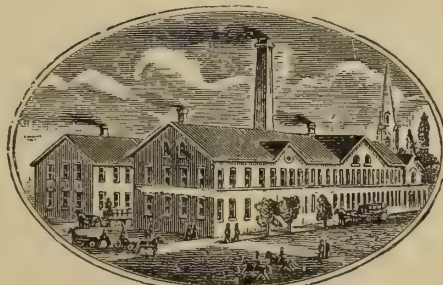


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Atlantic Glue Works, Berlin,

MONTREAL

MONTREAL MARKETS.

JULY 3, 1890.

The iron market continues steady. Founders are once more coming into the market which is a good indication that prices have reached bottom, at least in their estimation. Sales of Summerlee are reported at \$21.50 and Carnbro at \$18.50. Bar iron is still selling at \$2.40 for Canadian and \$2.75 for English. Copper is very firm at 16 to 16½ for ingot which is 1 to 1-2 below New York prices.

CANADA PLATES.

Canada plates are stronger at \$2.85 to \$3. Small lots on spot can be bought below the inside price, but dealers will not undertake to import large orders under \$2.85.

NAILS.

In nails business has been very quiet, which is usually the case at this time of the year, and few fresh orders have been booked during the past week. The tone of the market is steady at last week's decline in prices, and makers do not anticipate any further cutting as prices are lower now than they have been for some time past, considering the cost of raw material at the present. The demand for horseshoes continues good, and prices are firmly held at \$3.65 for round lots, and \$3.75 per keg, in small lots. Horse nails are firmly enquired for at former quotations.

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	....	2 50
8 dy to 9 dy, " " "	....	2 75
6 dy to 7 dy, " " "	....	3 00
4 dy to 5 dy, Am. pat	....	3 25
3 dy fine hot cut, " " "	....	5 50
4 dy to 5 dy, cold cut, Can pat.	....	3 00
3 dy, cold cut, " " "	....	3 50
2 dy, hot cut, nails " " "	....	5 70
Steel Wire		
Cut Nails Nails		
10 dy to 60 dy, per keg	.....	\$2 60 \$3 60
9 dy " " " " "	.....	2 85 3 95
8 dy " " " " "	.....	2 85 4 30
7 dy " " " " "	.....	3 10 4 65
6 dy " " " " "	.....	3 10 5 00
5 dy " " " " "	.....	3 35 5 00
4 dy " " " " "	.....	3 35 5 30
3 dy " " " " "	.....	4 10 6 35
3 dy fine " " " " "	.....	5 60 8 05

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 50
4 dy @ 5 dy, per keg	.....	3 75
6 dy @ 7 dy, " " "	.....	3 50
8 dy @ 9 dy, " " "	.....	3 25
10 dy @ 30 dy, " " "	.....	3 00
Cut spikes, " " "	.....	2 75

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	.....	\$4 90
1 " " " " "	.....	4 50
1½ " " " " "	.....	4 20

Finishing nails 75c. per keg over same size hot cut, viz., from \$6.60 for inch to \$2.65 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.60 for 1-inch to \$3.40 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$7.10 for 1-inch to \$3.90 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand 50 per cent. discount, for small lots. P. B. & Co. brand 50 per cent. of list for small lots. Large lots 50 four months, with 5 per cent off for cash in 30 days.

GLASS.

The demand for glass has been fair and the market has ruled more active with a

larger volume of business doing. Arrivals have been fair but stocks have not accumulated much in consequence of which the tone is firm and the advance in prices noted last week has been maintained. We quote first break \$1.40 to \$1.60, second do. \$1.50 to \$1.60, 50 feet, \$3.25 to \$3.50 and 100 feet \$3.40 to \$3.75.

PAINTS AND OILS.

There has been a better demand for leads and paints and a more active business transacted, which is due to the recent fine weather and the fact that stocks in second hands are light. The feeling is firm and prices are maintained. We quote choice brands at \$6.50 to \$6.75; No. 1 at \$5.50 to \$5.75; No. 2 at \$4.50, and No. 3 at \$4.25. Business in oils continues quiet, sales being principally confined to small lots on spot, but some large quantities have been placed for future delivery. Steam seal is firmly held at 50c. on spot, and to arrive at 44 to 45c. Steam refined seal is scarce and firm at 55c., but large quantities are offering for future delivery at 51½c. Linseed oil is in good demand and firm at 70 to 72c. for boiled, and 67 to 69c. for raw. Cod oil is moving very slow at steady prices. The demand for turpentine is good of which the supply is small, and the advance in prices noted last week has been sustained, with round lots selling at 60c., and small quantities at 62c. per gallon.

CHEMICALS.

With the exception of a little movement in Caustic soda, business is dull and featureless. Bleaching powder continues to droop, owing to the lack of orders. Sal soda is firm, owing to the hot weather, the production being reduced thereby. Bicarb soda is unchanged and selling here at \$1.90 to \$2. Copperas is higher in the home markets, also sulphurs, here there is nothing doing, buyers being well supplied. Gambier is firm and selling freely at 6½ to 7c. Cutch is higher at 7¼c. We quote:—Alum, \$1.60 to \$1.75; caustic soda, \$2.25 to \$2.75; copperas, 80 to 90c; cocoa nut oil, 6¼c to 6½c; carbolic acid, 55c to 60c; bleaching powder, \$2 to \$2.50; borax, 7½c to 8½c; soda ash, \$2.20; cream tartar, 26c to 27c; tannic acid, 45c to 55c, and sal soda, 90 to \$1.10.

CEMENT AND FIRE BRICK.

There has been a somewhat better feeling in the cement market during the past week owing to the fact that arrivals have been small, in consequence of which stocks on spot have been reduced considerable but we have no improvement in prices to note which are still very unsatisfactory to the importer. The demand has been fair but principally for small lots and we do not hear of any large sales except one of 700 barrels, which lot was held on ships account and sold to a western buyer at \$2.20 ex-wharf. Business on the whole has been moderately active and the tone of the market steadier. We quote round lots at \$2.25 to \$2.45 and small lots at \$2.50 to \$2.75 per barrel as to brand. Arrivals of fire bricks to date are below the average for which the demand continues good and prices are firm at \$20 to \$25 per 1000 as to brand.

NEW YORK MARKETS.

NEW YORK, July 3, 1890.

At this point nothing has transpired the past few days reflecting any change in the market for iron or steel, and advices from other centres are likewise devoid of new or specially interesting points. As a matter of fact the surface indications are that the quietude incidental to the season prevails univer-

sally. In the various industries in which iron is largely used work is going on at a very good pace, chiefly on orders that have been booked the past thirty days, but deliveries on prior contracts seem to provide ample supplies, and in the absence of important or extensive new orders for finished productions, not more than ordinary interest is manifested in crude materials for future delivery. However, production and consumption appear to be well balanced in most departments, and remarkable steadiness characterizes values nearly all along the line. Advices by cable indicate a turn for the better in the British iron trade, and the improvement in several departments is reflected in higher prices for warrants. Tuesday's advices show an advance to 45s. 10d. on Scotch, 43s 3½d. on Cleveland and 52s. on hematite.

STEEL RAILS.

The situation in the steel rail department is practically the same as noted last week. Manufacturers East and West are as a rule well off for orders, having enough to keep their mills engaged the next two or three months. On early deliveries prices are therefore quite firm at \$31 f. o. b. at Eastern mill. Distant future deliveries, however, might be secured at a lower cost.

COPPER.

There has been some irregularity in prices of Lake Superior copper, but the little disturbance is apparently confined to outside holders and possibly one or two small producers. In any event it has no far-reaching effect. As a matter of fact the large producers and holders are as confident at the present time as they were a week ago. Outside holdings to the extent of 200,000 lbs. have been parted with at 16½c., and a limited quantity was offered at the same figures Tuesday. However, one of the mining companies sold ingot at 17c. for August delivery, and a large block was also taken at the same figures for future delivery, the buyer in the latter transaction having the option of taking half wire bars and cakes on 30 days' notice. Arizona ingot is held very firmly at 15½c., and for common casting brands 14½c. is quoted. London cables show £1 5s. decline on merchant bars, the latest quoting £57 15s. for spot and £58 10s. for futures.

TIN.

Except that prices have gradually sagged under the weight of lower London quotations there has been no interesting move in the pig tin market. Speculation is practically at a standstill at the moment and the trade demand slow. Straits is now offered at 21c. in 5-ton lots from store and at 21.10@21.15c. in smaller quantities, while 20.85c. net would buy 10-ton lots for July delivery. The latest London cables quoted £93 for prompt and £93 10s. for futures.

LEAD.

In the pig lead market there has been no important movement. Cheap lots seem to have disappeared, however, and the market looks strong in tone. Holders do not offer spot stock at less 4.52½c. is considered close value on shipments. Prices remain very firm in the West.

SPELTER.

About 10 carloads of prime Western spelter have been sold, to arrive, at 5½c.; but 5.55c. is now asked for the same, and 5½@5.65c. for spot. The lower prices are named by outside holders only; smelters ask 5.65c. upward.

TIN PLATE.

In the tin plate market business has continued slow and prices are without important change.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

Eastlake Metallic Shingles

SHEET STEEL

Pressed Brick

AND

Elevator Fire-Proof Siding Plates.

Our Shingles and Siding Plates are the heaviest and cheapest manufactured. Price List and Catalogue on application.

The Metallic Roofing Co. of Canada

[Limited.]

Rear 84, 86, 88 and 90 Yonge Street, TORONTO.

PUSH ON THE HANDLE AND THE SCREW GOES IN.

Will last a lifetime. Two Sizes.

Sold by CAVERHILL, LEARMONT & Co., Montreal, & all other dealers



Electric Supplies for Electric Lighting, Electric Bells, Wire Annunciators. Contractors for Electric Work.

HENRY S. THORNBERRY & CO., 39 King St. W. Toronto.

Clarke's Common Sense Sliding-Door Hanger

Slides back and forth with a more Graceful and Easy Motion and with less noise than any other Hanger.

With this hanger there is :

No Side-draft.
No Kicking.
No Flanges on the wheels.

No Jumping the Track.

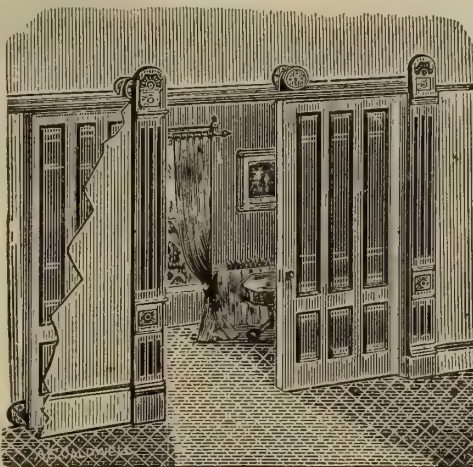
No Inaccessible Tracks in the Pockets.

No Tearing Down of Lath and Plaster.

No Dead Weight of heavy doors constantly hanging to the track.

No Tracks to be put in until ready to hang the doors.

No False Pockets in the Tracks for either



Single or Double Doors.

Doors equipped with this Hanger are suspended at the upper front corner and supported or rest upon a single roller secure to the lower inner corner, perfectly balanced, moving easily

Common Sense Hangers can be applied to doors that have been hung with any other hanger without removing the plastering, woodwork, or any of the sheathing of the pockets, or creating any muss whatever.

MANUFACTURED BY

THE PETERBOROUGH LOCK MANUFACTURING COMPANY,
PETERBOROUGH, ONT.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

HAVE COMPLETE STOCK OF FOLLOWING SEASONABLE GOODS :

Harvest and Garden Tools, Lawn Mowers, Rubber Hose,
Garden Shears, Hose Reels, Green Wire Cloth, Fly Traps,
Dish Covers, Ice Cream Freezers, Preserving Kettles.
(Enamelled and Granite).

PLEASE WRITE FOR QUOTATIONS.

Builders' Hardware, House Furnishing Goods, Tinsmiths' Supplies. Plumbers' Supplies, Steamfitters' Supplies, Brush and Broom Makers' Supplies.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



The above Brand of Lead
Requires no Association Guarantee.

It is the STANDARD of the Dominion for
Purity, Fineness and Whiteness.

WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

**Williamson
& Lambe**
STORAGE.

54 & 56
Wellington St. E.,
TORONTO.

DESKS
**OFFICE, LIBRARY,
CHURCH AND SCHOOL
FURNITURE.**

JOHN M. BLACKBURN & CO.,
41 COLBORNE ST., TORONTO,
—AND—
162 ST. JAMES ST., MONTREAL.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb ingots, per lb	25.	26½
Straits 100 lb ingots.....	25.	26½
Strip " " " " " "	27.	28½

Tin Plates—Charcoal Plates, Bright.

Bradley M.L.S.	Per box.	
I.C., usual sizes	\$6 25	\$6 50
I.X., " "	7 50	7 75
I.X.X., " "	8 75	9 00
Raven & P.D. Grades—		
I.C., usual sizes	4 75	5 25
I.X., " "	5 75	6 25
I.X.X., " "	6 75	7 25
L.X.X., " "	7 75	8 25
D.C., 12½ x 17	4 50	
D.X., usual sizes	5 50	
D.X.X., " "	6 25	6 65

Note.—Other brands might be shaded
by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	4 25	4 50
I.C., special sizes	4 25	4 50
B.V. Grade, I.C., usual sizes	4 25	4 50

Note.—Round lots of 14x20 could be
purchased of 25c. per box less.

Charcoal Plates—Tern.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	8 50	8 75

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.	
I.X.X., 14x56, 50 sheet bxs	6½c.	7c
" 14x60, " "		
" 14x65, " "		

Iron and Steel.

Common Iron, per 100 lb	\$2 40	
Refined " "	2 75	
Horse Shoe " "	2 75	
Band " "	3 20	
Hoop " "	3 20	
Swedish " "	4 00	4 50
Nova Scotia Bar iron.....	2 75	
Sleigh Shoe Steel	2 75	
Machinery, Tire Steel	3 00	3 25
Best Cast Steel, per lb.	0 13	0 14
Russian Sheet " "	0 11	0 12
Tank Plates	2 25	2 50
Boiler Rivets	4 75	5 00

Boiler Tubes.

2-inch	13c
3-inch	18½

Boiler Plate.

½ inch.....	\$3 50
5-16 " " " "	3 35
¾ " " " "	3 25

Sheet Iron.

1 to 20 gauge	3 50
22 to 24 " "	3 75
24 to 26 " "	4 00

Canada Plates.

Blaina.....	3 00
Boars Head.....	3 15
Maple Leaf.....	3 00
All Bright.....	3 50

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5½, 6c
26 gauge, " "	5½, 6½
28 " " " "	6, 6½

Gordon Crown—	
16 to 24 gauge, per lb	5½, 6
26 gauge, " "	5½, 6½
28 " " " "	6, 6½

Note.—Cheaper grades about ½ cent
per lb less.

Chain.

Proof Coil, ½ inch, per lb.....	4½c
" 7-16 inch " " " "	5½
Trace, per doz. pairs.....	\$3 60
German coil, per 100 ft	1 65

Jack chain, iron, single, per doz yards	0 13	0 50
Jack chain, double, per doz yards	0 15	
Jack chain, brass, single, per doz yards	0 20	1 10

Copper—Ingot.

Lake Superior, per lb	0 00	0 00
Baltimore " "	0 17	0 18
English B.S. " "	0 17	0 18

Bolt or Bar.

Cut lengths, round, $\frac{1}{2}$ to $\frac{7}{8}$ in .	\$0 28	\$0 31
" round & square		
1 to 2 in	0 26	0 28

Note.—Complete, lengths about fifteen
feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz. and light, 16 oz, 14x48 and 14x60	\$0 21	0 22
Untinned, 14 oz. and light, 16 oz, irregular sizes	0 22	0 23

Note.—Extra for tinning, 2½ cents per
pound, and tinning and half planishing
5 cents per pound.

Planished and tinned, 14x		
48 and 14x60	0 30	0 32
<i>Braziers. (In sheets.)</i>		

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb..	0 22	0 26
" 35 to 45 " " "	0 21	0 22
" 50 lb and above per lb	0 20	0 21

Boiler & T. K. Pitts.

Plain Tinned, per ss.....	0 26
Spun " " " "	0 30

Wire.

Pure, in coils—		
From 1 to 20 gauge.....	0 25	0 27
From 20 gauge, up.....	0 28	0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21	0 25
" " 27 to 30 " " "	0 23	0 29
" " 30 and up.....	0 26	0 29
Sheets, hand-rolled 2x4 ft..	0 23	0 25

Zinc Spelter.

Foreign, per lb.....	0 06	0 06½
Domestic " " " "	0 05½	0 05½

Zinc Sheet.

5 cwt casks.....	0 06½	0 06½
Part casks	0 06½	0 07

Lead.

Imported Pig, per lb.....	0 04	0 04½
Domestic " " " "	0 04	0 04½
Bar, 1 pound " " " "	0 05	0 05½
Sheets, 2½ lbs, per square ft,		
by roll	5 00	5 25
Sheets, 3 to 6 lbs, per sq ft,		
by roll	4 75	5 00

Note.—Cut sheets half cent per lb ex-
tra. Pipe, by the roll, usual weights
per yard, lists at 7c per lb and 27½ p.c.
discount.

Note.—Cut lengths, net price; ton lots
27½ and 5 p.c. dis.; waste pipe, in 7 ft
lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb 0 20 0 22
Note.—Prices of this graded according
to quantity. The prices of other quali-
ties of solder in the market indicated
by private brands vary according to
composition.

Antimony.

Cookson's, per lb.....	\$0 20	\$0 21
Other makes " " " "	0 19	0 20
Pure White Lead, ground in oil,		
Associat'n guarantee, per lb.	5½	6
No. 1 Do.....	0 5½	
No. 2 Do.....	0 4½	
No. 3 Do.....	0 4½	

Prepared Paints.

(In ½, 1 and 1 gallon tins.)	
Pure, per gallon	\$1 10
2nd qualities " " " "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)	
Venetian Red, per lb.....	0 05
Chrome Yellow " " " "	0 09
Golden Ochre " " " "	0 06
French " " " "	0 05
Marine Black " " " "	0 09
" Green " " " "	0 09
Chrome " " " "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) in bbls, per lb	0 01½
(J.F.L.S.) "	0 01½
Venetian Red (R.C.2) "	0 01½
(1343) "	0 02
English Oxides "	0 03½
American "	0 02½
Paris Green, per lb.....	0 15½
Burnt Sienna "	0 08½
Burnt Umber "	0 06
Drop Black "	0 09
Chrome Yellows "	0 12
" Greens "	0 12
Golden Ochre "	0 02½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 70
Brown Japan " " " "	0 70
No. 1 Carriage " " " "	1 50
Gold Size Japan " " " "	1 40
Pure Orange Shellac " " " "	2 20
Hard Oil Finish " " " "	1 50

Linseed Oil (in bbls).

Raw, per gal.....	0 77
Boiled " " " "	0 80

Turpentine (in bbls).

Selected Packages, per gal.....	0 61	0 62
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Castor Oil.

Best, per lb.....	0 12	0 13
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Glue (in bbls)

Common, broken " " " "	0 10	0 11
French medal " " " "	0 12	0 13
Cabinet makers " " " "	0 17	0 18
White.....	0 16	0 17

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	0 05½
" No. 2	0 04½
" No. 3	0 04½

A. G. Peuchen & Co.'s Prices.	
Paint Oil, boiled	0 35
Peuchen's Pure English Paint in 1, ½ and ¼ gals.	per gal 1 12½
Peuchen's Prepared Paint	1 00
2nd Quality Mixed Paint	0 75
Carriage Colors, quarts	0 55
Pure Lead, a guarantee	0 06½
Best White Lead	0 05½
No. 1 Lead	0 04½
No. 2 Lead	0 04½
Yellow Ochre	0 01
Golden Ochre, French	0 02
Extra Golden	0 03
Paris Green, pure	0 18
One pound package, pure	0 20
Cookson's Venetian Red	1 50
Best Vermillion	0 15
2nd Quality Vermillion	0 10
3rd	0 07
No. 1 Furniture Varnish	0 65
Brown Japan	0 65
No. 1 Carriage	1 25
Elastic Oak	1 25
Orange Shellac	2 00
White Shellac	2 25

Acme Paints.	
Neal's Carriage, discount 40 p. c.	
English Oxide, by the barrel	0 02
American Oxide	0 01½
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p. c.	
Granite Floor, in tins, 90c, 47½c.	0 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	
" Wagon and Imperial, dis 40 p. c.	
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz.	1 25
Acme Carriage Top Dressing, \$1 75	per doz 4 00 8 00

HARDWARE.

Ammunition—Cartridges.	
Rim Fire Pistol, dis. 40 per cent. Amer	
Rim Fire Cartridges, Dom. 50 and 10	
Rim Fire Military, net list. Amer.	
Central Fire Pistol & Rifle, discount 15 p. c., Amer.	
Central Fire Cartridges, Dom. 30 & 10	
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p. c. Amer.	

Wads.

Eley's, per 1,000	\$0 25 \$1 60
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Anvils.

Per lb	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	6 65 1 59
Pegging, " "	0 65 1 25
Brad, " "	0 85 1 60
" handled	3 60 7 30
Saddlers', " "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, " "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	6 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Brass, N.P., 60 to 66½, 50 and 10 to 60 p. c., dis.	
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Door.	
Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50
Cow.	
American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 p. c.	

Farm.	
American, each	2 00 5 00

House.	
American, per lb	0 35 0 40

Bellows.	
Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount	35, 40 per cent.

Belting.	
No. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 per cent.	

Bench Stops.	
Per doz	5 00 6 00

Bits—Auger.	
Gilmour's dis 55 to 60 p. c.	
Excelsior—Jennings, discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jenning's Gen, net list to 5 p. cent. dis.	

Car.	
Gilmour's, 47½ to 50 per cent.	

Expansive.	
Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.	
Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.	
Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.	
All sizes, per lb	0 11 0 15

Bolts.	
Carriage, dis. 60 and 5 per cent. to 65 per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis., 40 to 45 p. c.	
Elevator, dis., 35 to 40 p. c.	
Machine, dis., 60 to 60 and 5 p. c.	

Boring Machines.	
Complete, with Augers, ea.	5 25 7 00

Braces.	
Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 00 29 00

Brackets—Shelf.	
Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.	
Light, dis. 35 to 40 per cent.	
Reversible, dis., 65 to 70 per cent.	
Vegetable, per doz	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.	
From 8 to 12 inch, per doz.	5 00 40 23

Butts—Brass.	
Wrought Brass dis. 60, 60 and 10 per cent.	

Cast Iron.	
Loose Pin, dis. 60 to 60 and 5 per cent.	

Wrought Steel.	
Fast Joint, dis. 60, 60 & 5pc.	
Loose Pins, " 60, 60 & 5pc.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.	
Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.	
Horse, per doz	0 70 0 95

Carpet Stretchers.	
American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.	
Bissell, per doz	22 50
World	21 75
Daisy, " "	24 00
Star, " "	18 00
Crown Jewel, per doz	29 00
Grand Rapids, " "	32 40

Cartridges—See Ammunition.	
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Castors.	
Bed, new list, dis. 50pc.	
Plate " " "	dis. 50pc.

Cattle Leaders.	
No 31 and 32, per gross	8 50 11 25

Cement.	
Portland, car load lots	3 2
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.	
Carpenters' Colored, per gross	0 50 0 85
White, lump, per lb	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.	
American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz	0 85 4 00

Churns.	
Amer., dis. 50 p. c. to 60 p. c.	

Clamps.	
Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clips.	
Axle, dis. 65 p. c.	

Coffee Mills.	
Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
" No. 2	2 70

Compasses, Dividers, etc.	
American, dis., 60 to 62 and ½ p. c.	

Cradles, Grain.	
Canadian, discount 25 p. c.	

Door Springs.	
Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English, " "	2 00 4 00

Draw Knives.	
American, dis. 70.	
Canadian, dis 25 to 35 p. c.	

Drills and Drill Stock—Breast.	
Millar Falls, per doz	16 00 51 50
P. S. & W., dis. 40 per cent.	

Twist.	
Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.	
Dis. 17½ to 22½ p. c.	

Fawcetts.	
Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star, " "	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.	
Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10	
Barton Smith, dis. 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis., Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25pc.	
Horse Rasps, Kearney & Foote's dis Am list, 50 pc.	
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33½ p. c.	

Fluting Machines.	
Each	0 60 2 00

Forks.	
Hay, Manure, etc, dis. 40 p. c. to 42½ p. c.	

Freezers, Ice Cream.	
Peerless, discount 45 p. c.	
Gem, dis. 50, 50 & 10 p. c.	

Fruit Presses.	
Henis' per doz	4 00
Enterprise, discount 10p. c.	

Fry Pans.	
Acme, discount 50, p. c.	

Gauges—Marking, Mortise, etc.	
Stanley's, dis. 50, 55 p. c.	

Wire Gauges.	
Winn's, Nos. 26 to 33, each	1 65 2 40

Glass.	
4th quality Star, 1st break	1 50 1 55
" 2nd "	1 60 1 65
" 3rd "	3 75 3 80
" 4th "	4 05 4 10
" 5th "	4 35 4 40

Window Glass.	
Pilkington's ordinary	
1st break	\$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	6 50

Picture Glass.	
Pilkington's ordinary.	
1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Glue Pots.	
Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.	
P. S. & W., per doz	4 25 4 65

Hammers—Nail.	
Maydole's net list.	
Can. discount 25 to 27½ p. c.	

Tack.	
Magnetic, per doz	1 10 1 50

Sledge.	
Canadian, per lb	0 12½ 0 15

Ball Pean.	
English and Can., per lb.	0 25 0 37½

Handles.	
Axe per doz	1 00 3 50
Store door "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.	
Firmer per gross	3 00 4 50
Socket Firmer "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.	
C. & B., discount 30 p. c.	

Hoe.	
C. & B., discount 30 p. c.	

Saw.	
American, per doz	1 00 1 25

Plane.	
American, per gross	3

Hooks—Cast Iron			Pencils.			Scale Beams.			Cigar Box Nails, dis. 35 p.c.		
Bird Cage, per doz	0 50	1 10	Dixon's, per gross	1 00	4 25	Canadian, B. S. & M. dis. 40 per cent.			Shoe Finders' Tacks & Nails, dis. 25 p.c.		
Clothes Line, " "	0 27	0 63	" Carpenter, " "	2 25	3 60	Scrapers.			Tape Lines.		
Harness, " "	0 72	0 88	Picks.			Box, per doz	2 10	4 50	English, ass skin per doz	\$2 75	\$5 50
Hat and Coat, per gross	1 00	3 00	per doz	6 00	9 00	Foot, " "	40	3 50	English Pat. Leather	5 50	9 75
Chandelier, per doz	0 50	1 13	Picture Nails.			Screens.			Chesterman's, each	0 90	2 85
Wrought Iron.			Porcelain Head, p. gross	1 65	3 00	Window, patent, per doz	6 00	7 50	" steel, each.	0 80	8 00
Wrought Hooks and Staples, Can.	dis. 17, 20 p.c.		Brass Head, " "	40	1 00	Screw Drivers.			Thermometers.		
Wrought Hooks and Staples, Amer	dis. 75 to 75 and 10 per cent.		Planes.			Sargent's, per doz	65	4 00	Tin case & dairy, dis. 75 p.c.		
Wire.			Wood, bench, Canadian, or American	dis. 50.		Screws.			Ties.		
Hat and Coat, dis. 35, 40 p.c.			Wood, fancy Canadian, or American	dis. 35, 37 1/2 per cent.		Wood, flat head iron, dis. 47 1/2 per cent.			Cow, per doz	1 25	2 50
Belt, per 1,000	0 60	2 70	Bailey's (Stan R. & L. Co.) 33 1/2 to 35	per cent.		Wood, round head iron, dis. 42 1/2 per cent.			Tinner's Shears and Snips		
Screw, bright, Eng., dis. 40, 5, 45 per cent.			Miscellaneous, dis. 10 to 12 1/2 per cent.			Wood, flat and round head, brass, dis. 25 p.c.			P. S. & W., 10 p.c. advance on American list.		
Horse Nails.			Bailey's Victor, dis. 10 to 12 1/2 per cent.			Bench wood, per doz	3 25	4 00	Tinware.		
Canadian, dis. 50 to 50 and 10 p. cent.			Plane Irons.			Bench iron per doz	4 25	5 75	Stamped, dis. Assn list, 70, and 12 1/2 per cent.		
Ice Picks.			English, per doz	2 00	5 00	Scythes.			Japanned, dis. Prices on application		
Star, per doz	3 00	3 25	Pliers and Nippers.			Discount 40 per cent. to 42 1/2 per cent.			Pieced, dis. " " "		
Kettles.			Button's Genuine, per doz. prs. dis 37 1/2 p. c.			Scythe Snaths.			Transom Lifters.		
Brass spun per lb	0 28	0 30	Button's Imitation, per doz.	7 40	10 25	Canadian, dis. 33 1/2 to 35 p. c.			Payson's, dis. 25 per cent.		
Copper, " "	0 40	0 45	German, per doz	60	2 60	Shears.			Traps.		
Enamelled Can. 50 p.c.			Plumbs and Levels			B. & W., japanned, dis. 75 per cent.			Game, Newhouse, dis. 17 1/2, 20 per cent.		
American, 50 and 10, 60 and 5 per cent			S. R. & L. Co., dis. 65 p. c.			B. & W. N. P., dis. 65 p. c.			Game, H. & N., or P. S. & W., discount 57 1/2 to 62 1/2 p.c.		
Keys.			Poppers.			Seymour's dis. 60 p. cent.			Mouse, per doz	0 35	1 50
Lock, Can. dis. 50 p.c.			Corn, square, per doz	1 35	2 00	Etina, dis. 75 @ to 75 and 10 per cent.			Rat " "	2 00	4 50
Cabinet, Trunk, and Padlock, Am. per gross	1 60	4 75	Pruning Shears.			Heinrich 60 per cent.			Trowels.		
Knobs.			Per doz	4 00	5 50	Sheaves.			Disston's, discount 10 p.c.		
Door, japanned, and N.P., Can. list dis. 50 p.c.			Pulleys.			Sliding Door, per set	77	1 40	German, per doz	4 75	9 00
Bronze, Berlin, per doz	2 75	3 25	Hothouse, per doz	55	1 00	Shot.			Brade's " "	00	10 50
Bronze, Germ., " "	6 00	9 00	Axle, " "	22	33	Canadian, dis. 7 1/2 p. c.			S. & D., discount 35 p.c.		
Lava, " "	8 75	10 00	Screw " "	27	1 00	Shovels and Spades.			Triers.		
Shutter, porcelain, F. & L screw, per gross	81 30	4 00	Awning, " "	35	2 50	Canadian, dis. 37 1/2 to 40 per cent.			Butter, per doz	6 25	9 00
Ladles.			Pumps.			Sieves.			Trucks.		
Melting, per doz	1 70	4 50	Rumsey, Cistern & Pitcher Spout, 55, 60 per c.			Wood Rim, black, p. doz	1 15	1 35	Warehouse, each	2 25	6 50
Lemon Squeezers.			Punches.			" tinned, " "	1 35	1 60	Twines.		
Porcelain lined, per doz	2 20	5 60	Saddler's, per doz	1 00	1 85	Tin Rim, " "	2 30	2 45	Bag, per lb	0 12 1/2	0 20
Galvanized, " "	1 87	3 85	Conductors, " "	9 00	15 00	" black, " "	1 80	2 25	Wrapp'g. mott'd. pr. pack.	0 50	0 60
King, wood, " "	2 75	2 90	Tinner's solid, per set	72		Snaps.			" cotton, per lb	0 18	0 20
" glass " "	4 00	4 50	hollow, per inch	1 00		Harness, German, p. gro.	2 00	5 50	Mattress, per lb	0 33	0 45
All glass, " "	1 20	1 30	Putty.			Acme, " "	3 00	5 00	Staging " "	0 27	0 35
Lines.			Bladder, per 100 lbs	2 00	2 25	Lock, Andrew's " "	4 50	11 50	Broom " "	0 30	0 55
Fish, per gross	1 05	2 50	Tins, lbs	2 50	2 75	Soldering Irons.			Binding, flax, per lb		
Chalk, " "	1 90	7 40	Rail.			Per lb	0 30	0 32	" jute " "		
Locks—Door.			Barn Door, per foot	3	3 1/2	Wrought Spikes.			Vises.		
Canadian, dis. per cent.	50		Sliding Door, " "	3 1/2	3 3/4	Discount, net list.			Hand, per doz	4 00	6 00
Russell & Erwin, per doz	2 90	7 50	Rakes.			Steel, dis. 75 p.c.			Bench, parallel, each	2 00	4 50
Cabinet.			Cast Steel and Malleable, Canadian list dis. 40 to 42 1/2 per cent.			Try and bevel, dis. 50 to 52 1/2 per cent.			Coach, each	6 00	7 00
Eagle, dis. per cent	33 1/2		Razors.			Staples.			Peter Wright's, per lb	0 12	0 13 1/2
Padlock.			Boker's, per doz	7 50	11 00	Wood, English	1 80	5 00	Pipe, each	5 50	9 00
English and Am. per doz	50	6 00	Wade & Butcher's " "	3 60	10 00	Iron, American	1 35	2 35	Saw, per doz	6 50	13 00
Scandinavian, " "	1 00	2 40	Rivets and Burrs.			Spoons and Forks.			Washer Cutters.		
Eagle, dis. per cent	15	1 17 1/2	Copper Rivets, dis. 45 to 47 1/2 p.c.			Tea Spoons, per gross	7 50	12 00	Per doz	4 00	8 50
Mallets.			Iron " 40 per cent.			Dessert " "	21 00		Well Wheels.		
Tinsmiths', per doz	1 25	1 50	Burrs, Iron, 30, 33 1/2 p. c.			Table " "	30 00	30 00	Amer., per doz. 8, 10 & 12 in.	3 38	6 00
Carp'tt's, hickory " "	1 25	3 75	Rivet Sets.			Dessert Forks, " "	24 00		Wire.		
Lignum Vitæ, " "	3 85	5 00	Sisal, per lb	12	12 1/2	Medium " "	27 00		Market, bright and annealed, Nos. 1 to 16, 10 per cent. advance on list from stock. From factory 5 per cent. advance.		
Caulking, each	1 60	2 00	Manilla, " No. 1	14 1/2	15	Table " "	36 00		Market, oiled, coppered, 10 p.c. advance. From factory 5 per cent. advance.		
Mattocks.			Cotton, " No. 2	13 1/2	15	Squares.			Market, tinned, per lb	0 04 1/2	0 08
Canadian, per doz	8 50	10 00	Deep Sea, " "	15	16	Iron, per doz	1 65	2 90	Galvanized Fence, 10 per cent. advance on list.		
Meat Cutter.			Rules.			Steel, dis. 75 p.c.			Tinned Broom, from 19 to 22 gauge, per lb	0 06	0 06 1/2
Enterprise, dis. per cent	20	25	Boxwood, dis. 75 & 10 & 5 80 per cent.			Try and bevel, dis. 50 to 52 1/2 per cent.			Malin's Wire on spools, dis. 30 to 45 per cent		
Dixon's, each	1 60	2 00	Ivory, dis. 40, 40 & 5 per cent.			Staples.			Barbed Wire.		
Woodruff's " "	1 10	1 70	Sad Irons.			Fence, galvanized, per lb	5	5 1/2	Galv. steel barb fencing	0 51	0 05 1/2
Hale's, " "	1 05	1 50	Mrs. Potts, per set	0 95		Wrought Iron, dis. 75, 75 and 10 per cent.			Ditto Glidden 2 point	0 05 1/2	0 06
Hume, " "	13 00	16 00	N. P. " "	1 25		Stocks and Dies, Amer. dis. 25 per cent.			Galv. Steel, plain twist	0 05	0 05
Mining Knives.			Sand and Emery Paper.			Stone.			Galvanized Barb, "Lyman," 2 to 4 points	0 05 1/2	0 06
American, per doz	42	2 35	B. & A., sand, dis. 25, 30 p.c.			Washita, per lb	0 15	50	Terms, 60 days or 2 per cent off for cash—10 days.		
Molasses Gates.			Emery, per quire	55	90	Hindustan, per lb	0 06		Wire Cloth.		
Stebbin's Patent, dis. per cent, 65 to 70 per cent.			Sash Cord.			" Slips, per lb	9		Ordinary, discount 25 p.c.		
Nails.			Per lb	22	50	Labrador, per lb	0 13		Painted Screen, p. 100 sq ft	2 25	2 35
Cut, 3 inch and upwards			Sash Locks.			" Axe, " "	0 15		Wrenches.		
Brads & Moulding Nails, discount 55 to 60 per cent.			Triumph and Morris, dis 37 1/2, 40 per cent.			Turkey " "	0 50		Agricultural, dis. 70.		
Wire Nails, 60 to 65 per cent.			Kempshall's, dis. 40, 62 1/2 per cent.			Arkansas " "	1 50		Standard, dis. 60, 60 & 10 p.c.		
Nail Pullers.			Canadian, tis. 45, 50 p. c.			Water-of-Ayr " "	0 10		Coe's Gen'ne, dis. 40, 45 p. c.		
German & American	1 85	3 50	Sash Weights.			Scythe, per gross	3 50	5 00	Diamond, dis. 33 1/2, 35 p. c.		
Nail Sets.			Sectional, per lb	2 1/2	3 00	Grind, per ton	15 00	18 00	Tower's Engineer, each	2 00	3 00
Square, round and octagon	per gross		Sausage Stuffers.			Stove Polish.			" S, per doz	5 80	7 50
Diamond	12 00	15 00	Each	1 00	3 00	Per gross	1 15	7 50	G. & K's Pipe " "	6 00	
Oil.			Saws.			M. L. S., per gross	2 50		Burrell's " each	13 40	
Canada Refined Oil (Toronto)	0 14 1/2		Hand, Disston's, dis. 10 p. c.			Jacoby " "	5 00		Pocket, per doz	1 25	2 00
Carbon Safety " "	0 17 1/2		S. & D., dis. 35 to 40 per cent.			Mirror Black Lead, per gr.	2 00		Wringers		
Canada W. W. " "	0 20		Cross-Cut, Disston's, per ft. 35 to 55.			Jos. Dixon's, bulk, per lb.	0 07		Each	3 50	5 00
American W. W. " "	0 25		Hack, complete, each	1 75	2 75	Dixon's Plumb. " "	0 15				
Castor " " per lb	0 11 1/2	0 12	" frames only	75		M. L. S. Paste, per gross	9 00				
S. R. Seal " " per gal	0 63	0 65	Per doz	1 65	9 00	Nicholson's, per doz	1 00	1 25			
Oilers.			Scales.			Tacks, Brads, etc.					
McClary's Galvan. Iron			Hand, Disston's, dis. 10 p. c.			Cut, Carpet, gimp, blue, dis. 35 p.c.					
Oil Can, with Pump,			S. & D. dis. 25 to 35 per cent.			tinned, dis. 45 p.c.					
per doz	19	50	Hack, complete, each	1 75	2 75	Swedes' iron, blue or tinned, dis. 42 1/2 p.c.					
Zinc and Tin, dis. 50, 50 and 10.			" frames only	75		Upholsterers' dis. 42 1/2 p.c.					
Copper, per doz	1 25	3 50	Per doz	1 65	9 00	Copper Tacks and Nails, dis. 35 p.c.					
Brass, " "	1 50	3 50	Scale Beams.			Trunk and Clout Nails, " 40 p.c.					
Malleable, dis. 25 per ct.			Scale Beams.			Patent Brads, dis. 40 p.c.					
Pails.			Scale Beams.			Finishing Nails, dis. 35 p.c.					
Galvanized, per doz	2 00	3 50	Scale Beams.								

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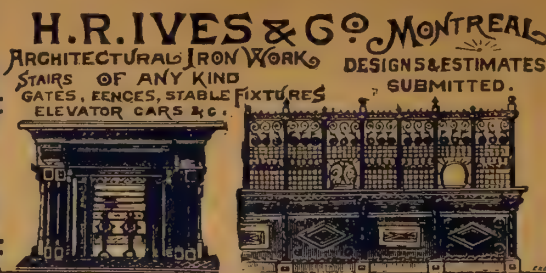
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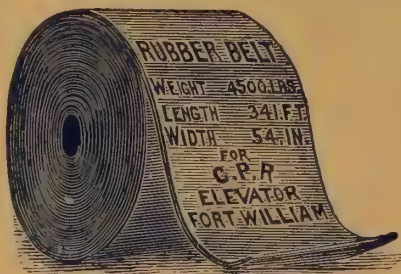
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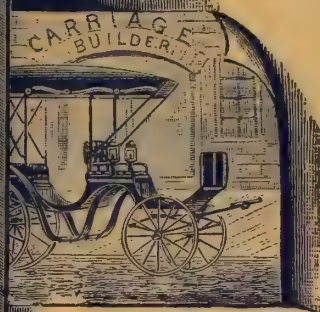
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CIRCULAR AND PAMPHLET ADVERTISING.

A CANADIAN correspondent, in debating the question of pamphlet advertising in PRINTERS' INK a few weeks ago, made the assertion that pamphlets, even though properly addressed, frequently did not reach their destination, but remained piled up in the corners of the country post-offices until they were old enough to sell to the paper mills. This letter came under the notice of the Postmaster General, who considered it a slur upon the postal system and directed the District Inspector to call upon the writer and either clear the Department of the odium or remedy the evil if it was actually found to exist. PRINTERS' INK correspondent now writes: "I proved to the gentleman's satisfaction that the evil was genuine, but not confined to Canadian post-offices, as the same thing was going on just as regularly in Uncle Sam's domain, and I showed him also that it could not be remedied. The emoluments of country postmasters are not sufficient to enable them to have suitably arranged offices, extra clerks, full compliment of letter and newspaper boxes, etc., which would be needed for the proper distribution of the flood of books, pamphlets, calendars, almanacs and sample papers which continually pours into every post-office."—Printers' Ink.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 6 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street.

Vol. 2.

TORONTO AND MONTREAL, JULY 12, 1890

No. 28

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. Hugh C. McLean, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

Changes in advertisements and new advertisements must reach this office not later than Thursday morning of each week.

CONTRIBUTIONS WANTED.

For the purpose of inducing members of the trade who are possessed of special information, which would be of benefit to the trade generally, the publishers of "Hardware" will pay a fair price for such articles. Address "Hardware," Toronto.

THE LATE MR. HENRY MEADOWS.

Mr. Henry Meadows, of H. Meadows & Co., manufacturers of stoves, etc., Ottawa, died on Thursday the third inst. A life which touched its social environment at so many points, cannot receive the attention it deserves in the limits of an editorial notice. A mere reference to the biography of so useful and active a man will itself take the writer pretty far afield, and will set the circles moving at a considerable radius from the central personal life that is under review. The Ottawa citizenship of Mr. Meadows coincided in time with the most prosperous period in the new era of that city's history. By its new era we mean the beginning that it made under the auspices of its present name and of the royal favor which made it the seat of government and legislation. Its most progressive years since it was By-town have fallen in the past quarter of a century, and of the citizens whose time and abilities were taxed to realize that progress one of the most ungrudging in his services was Mr. Meadows.

Mr. Meadows was born in 1834 at Wilbarston, in Northamptonshire, England. His parents came to Canada in his childhood,

and settled in Kingston. In that town he spent the years of his boyhood and youth. He was fond of yachting, and was partner with some other comrades in the Fanny Fern, which had a good racing record in those days. Mr. John R. Kemp, manager of the Bank of Commerce, Mr. Geo. W. Yarker, manager of the Federal Bank, Mr. Hugh Scott, of Scott & Walmsley, insurance underwriters, are Torontonians who were school-fellows of his. Two other Kingston school-mates,—Dr. A. H. Horsey of the Palmer House, Chicago, and Mr. Geo. P. Drummond, son of the manager of the Bank of Montreal—lay dead at the same time as himself. Of the Ottawa stove men who were down with typhoid three years ago, Messrs. Blyth, Kerr, Meadows and Esmond, all but the last have gone, in the order named, the first two dying from the direct consequences, the third from remoter effects of that fever. Bright's disease was the ultimate cause of Mr. Meadows' death, after three months' illness.

A short time after Mr. Meadows went to Ottawa the financial collapse of many concerns in that town severely strained the sinews of surviving business. Mr. Meadows got through the trial safely. His record as a business man is a singularly unblemished one. His unquestioned integrity and his far reaching benevolence are worthy of fuller mention than our space allows. He was identified with nearly all the public charities of Ottawa. He was the founder of the Old Men's Home, and a director of the Protestant Orphans' Home. He was one of the original stockholders in the Ladies' College, and was for fifteen years treasurer of the School Board. For many years he was president of St. George's Society, which fraternity as well as the School Board attended his funeral in a body.

Mr. Meadows was one of the best authorities in Canada on heating. He was often brought across the whole length of the settled province to give an opinion. He heated Rideau Hall. His brother, Mr. Geo. B. Meadows, manager of the Chown & Cunningham Manufacturing Co. here, learnt his business with the deceased, and scientific heating in this country has been greatly the better of these two men's connection with it.

SILVER LEGISLATION AND PRICES.

In the first place silver is like any other commodity, it does not amount to much as property unless there is a demand for it. The tension or slackness of demand is what shifts the index up or down along the scale of value. An enormous quantity of silver is annually mined in the north-western quarter of the United States. The supply has been for a long time gradually outstripping the demand, so that between the summit of value reached years ago and the point at which price now rests there is a lengthy void. Silver has sunk in value 30 per cent. in the last twelve years. That shrinkage too has taken place in spite of a greatly increased consumption. A huge artificial demand for silver as coinage was created by the Bland Act in 1878, since which time by the operation of that measure 350,000,000 silver dollars have been coined. This, as we have seen, did not keep the price of silver from falling. If the demand had been confined to the manufacture of articles of jewelry, plate, mountings, and the manifold tasteful applications that we have to day, it would seem that the price would have been lower. So at all events the representatives of the large silver interest maintain, and to mend the market for their commodity, they have for a long time been calling for a free silver coinage. Several bills have been prepared in deference to this demand from the silver interest, but none which would go the length of a free coinage of silver could have any hope of being carried. Two, the Senate Bill, and Secretary Windom's Bill, stand ahead of any others in their chances to be adopted, and of these two Windom's is the more acceptable. It provides for the issue of certificates for bullion deposited with the government, and is not a coinage measure. Its certificates are of the nature of warehouse receipts, and are redeemable in gold at the market price of the silver they represent. It thus answers the demand for the legislative creation of a silver market as the basis of a currency. The Windom Bill, however, does not proceed from an interest that believes in the policy of giving a factitious value to silver. It is a compromise, in which more of eastern con-

servatism is imported than in any of the other measures. The Senate Bill, on the other hand, represents the wishes of the West. The East is the centre of American commerce, while the West is the centre of American population. The commercial wisdom of the nation would discourage any further inflation of silver, but it has to recognize the strength of numbers if not of financial sagacity to be against it, and therefore concurs in a measure that appears to be the less of two evils. The men from the West never have a transaction with a foreign nation perhaps in the whole course of their lives, and are therefore incapable of seeing in their fulness the effects of an enormous increase in the silver coinage.

The silver bills before Congress would base the increased coinage upon the same comparison between gold and silver as the Bland Act of 1878. That is, 412½ grains troy of silver of standard fineness shall be always legally equal to 25 8-10 grains troy of gold, of standard fineness. This is an arbitrary ratio, and cannot correspond with the fluctuating ratio between the values of the metals that various circumstances shall from time to time determine. Indeed, it does not nearly represent the present market value of silver relatively to that of gold. There was a time when silver was undervalued relatively to gold, but that was many years ago, when the world's supply of gold received a sudden expansion from the opening of the Californian and Australian mines. The later great output of silver has reversed this, and now silver is overvalued relatively to gold, when 412½ grains of it is said to be equal in purchasing power to 25 8-10 grains of gold. In the world's market its value is 30 percent. below this. Still this old value is given to silver in the coinage, and silver men want the coinage increased that more of their metal may go for this than goes at present. In trade with foreign countries, the basis of all transactions is gold. The intrinsic value is all that is recognized. Therefore, the American who pays in to his own bank to settle a foreign account by a bill of exchange, must deposit as many dollars in gold as there are dollars demanded on his invoice. Every silver dollar he pays is accepted as 70c. at present, and in ten years may be accepted at but 50c., according as the world's market for silver may rule. An English draft for £100 would be paid by a little under \$487 in gold, but by above \$695 in silver. Yet, in the United States the holder of a silver dollar is legally as rich a man and can buy as much as he who holds a gold dollar.

The free coinage of silver was the thing originally sought, and yet desired but not to be hoped for. By it every man who brought silver bullion to the treasury would be entitled to have it coined free into silver dollars of 412½ grains troy of standard fineness. This would soon sweep the gold coinage out of existence, for there are uses for gold to which it can be more profitably put than to be

coined into an equivalent for so low a weight of silver. Therefore, the free coinage idea did not carry when it was boomed twelve years ago, and instead of it a limited coinage bill, Bland's, was adopted. If free coinage had been adopted there would soon be an overflowing circulation, and thus the value of silver would deteriorate in currency, for in the form of currency it is ultimately as much on the market as it is in the bar. The financial sense of the American people, which financial sense is yet chiefly in the East, would have nothing to do with the Bland dollars. They were scarcely touched at the outset. But a place was found for them, and that was in the South, which had not yet entered upon that industrial career which is transforming it. There the Bland dollars went, and were accepted by the East as exchange deposits in southern banks, while the gold gravitated north. In the south, impoverished after the war, the silver was accepted the more readily because of the irredeemable paper money then circulating. A debtor class was made use of for the introduction of silver. In time, the immense growth of population, commercial development, and above all the shrinkage of the national bank note circulation, made room even in the East for silver to pass current, and it does so now. But the East is opposed to any further increase of the coinage, which all the measures except the Windom Bill, contemplate, and that bill provides a market that is to be the security for a great part of the currency.

An increased silver circulation may have no ill effects for some years. If the coinage demand for silver is maintained by the substantial basis of good times, if the American people have several series of fine crops, etc., to make the need for a larger circulation, the coinage may go on increasing for a long time before the bucket slops over. The contracted circulation of the national bank notes has left a gap that silver may be a long time poured into if no bad times come. That gap will swallow \$200,000,000. But, the financiers who control the real estate concerns, the trust and loan companies, the insurance companies, banks, etc., insist on a gold basis for all transactions that require a few years to mature. They exact gold contracts, and any man who invests money on a five year loan is wise to do so. This caution shows the watchers of the money market are not sanguine as to the value of silver money in a few years.

As to the effect upon the prices of commodities, an effect supposed to be due to natural workings of the laws of exchange, little can be said. Indirect consequences to prices are more likely than are direct ones from increased silver circulation. First, speculative excitement might be looked for, the same as on the eve of the budget being brought down with some momentous change expected. This would affect prices for the time. But in so large a country as the

United States, touching reciprocally the commerce of so many other countries, there could not well be any disturbance of the equilibrium of prices that would not affect outside markets as well. The speculative feeling that was certain to be engendered by pending silver legislation, would be exhibited in the rush for corners, not because of high prices, but because of inflated currency. These movements would give an impulse to buying, which would really raise prices in the country, and would correspondingly affect prices in Japan or India. But these are indirect effects, and accidents, rather than normal consequences of the silver agitation, which may have no important bearings on prices of commodities. Indeed no silver bill may pass this session.

It may be added that dollars are the only coins contemplated in any of the proposed legislation. It is only these that come into competition with gold. For values less than a dollar, gold is unsuitable, as the coin becomes too small for use. On the other hand the silver small pieces need not be intrinsically worth what they circulate for. They are not involved in large sums or to any important extent in international exchange.

TRADE PROSPECTS.

As is usual just at this time of the year, the all-absorbing topic of conversation amongst commercial men is the crop prospects. It is felt that there is need of a really bountiful harvest in Canada to avert a great deal of financial suffering. Our imports for the last three years have considerably exceeded our exports—a state of things which has puzzled some of our astute bankers, who annually look to our foreign balance sheet for an answer to the question: "Has the country made money?" It does not seem to have appeared to any of these gentlemen, judging from their writings and speeches, that this debit balance has been covered by moneys brought into Canada for permanent investment by settlers, loan companies, railways, and other like corporations, manufacturing companies, etc. This money comes into Canada through the mail, over which there is no established check, while the imported goods having to be passed through the various custom houses are all taken account of. For this reason we believe that Canada has been more than holding her own all along, notwithstanding the poor crops she has experienced of late years. We furthermore are of the opinion that the resources of this country are so far-reaching, and her capacity for money-making so great, that with a series of bountiful harvests there would be seen strides in the progress of our towns and cities that are seldom witnessed even in the United States. At the time of our writing, 8th July, it can be safely said that not for many years has the prospect been so bright. While some kinds of fruit are behind in the quantity of their yield, and others are not quite up to the standard of quality, owing to


CAVERHILL, LEARMONT & CO'Y,

Best American Screen Wire Cloth

(Two carloads, from 18 to 42 inches wide.)

Devore's Spring Hinges, Nos. 1, 2 and 3

Window Screen Corner Brackets, Door Screen Brackets.

 Write for Prices, as we
are Headquarters.

MONTREAL.

the singular weather of the past winter, the hay, grain, and root crops, are looked upon as being excellent. In Ontario the two things to be feared are drought, and its opposite too much rain, both of which evils, so far, have not shewn themselves, while in the Northwest the terrible bugbear is the early frosts. These frosts, however, are regarded by those who know as easily averted troubles, and as in reality nothing more than a punishment to the careless farmer—it being claimed that healthy grain, growing in well drained and thoroughly tilled soil, experiences no difficulty in withstanding the slight frosts which take place in the summer. In Manitoba, and the adjoining territories, the crop is reported as ahead of all previous records, and it is confidently asserted that owing to the severe lesson of the last two years, the farmers have this year taken much greater pains with their farming. They are sanguine people in our far-west, but they all seem to agree that if the harvest is housed as plentifully as the present would forecast, the whole of their country will be placed in an independent position without a dollar's debt to the eastern loan companies and wholesale merchants. May such indeed be so is our earnest wish. Another month will settle many doubts.

THE CARNIVAL.

Toronto has had its Summer Carnival. It was not a success, in fact, it was a positive failure. We have no sympathy with the promoters. Toronto has a good thing in its Industrial Exhibition and it had no right to hold a carnival. It was simply copying Hamilton. Some Toronto people were a little jealous of the great success of Hamilton's meeting last year. The promoters of Hamilton's Carnival had an object in view. They wanted a gathering of business men and the Carnival was chiefly a means of entertaining them. It was a plucky thing for the Hamilton people to do but their Carnival was a big success and everybody went away thoroughly satisfied with it. The Toronto people had not the grit nor the go about them

that the Hamilton people had. It was pointed out to them that a Merchants' Convention would make their Carnival a success but the Toronto people are too much given to fakes and their carnival was one of the biggest fakes of the age. A carnival every year for Hamilton may perhaps be more than she could be expected to undertake. Why not run a gigantic fair there, say every fourth year, during the time of the Merchants' Convention, and in other years let the Carnival and Convention be held in succession at London, Kingston and Ottawa?

ARTISTIC STORE ARRANGEMENT.

It is rarely that one sees the æsthetic element entering into the arrangement of a hardware store, the only prompting to which the retailer listens in the bulk of cases is that of utility. And yet one of the most important facts in the successful working of the machinery of a retail business is artistic arrangement of the store. It is a subject which properly demands a large proportion of the retailer's attention, but one which is frequently disregarded if not entirely ignored. A retailer may have his establishment equipped with every novel appointment under the sun; he may carry a stock of the choicest and completest character; his salesman may be of perfection in the matter of ability, yet, in one particular, the retailer may fail; his establishment may be badly and inartistically arranged. It is not attractive to a purchaser to be confronted by a bewildering miscellany of articles, all glaringly labeled, with a view to induce him to purchase against his will. The chances are that by such a spectacle he is, unconsciously, filled with reprehension. The design should be to attract, not confuse, the customer. The aim should be to create a want, not to force an article on the customer contrary to his wish. Such recourse, results, oftener than not, unsuccessfully. The dealer should ask himself the question, how can I, with my facilities as to space, attractively display my goods? The store should

not present the unsystematic condition of an old curiosity shop, where no one knows the place of an article but the owner, and he but imperfectly. The appearance of each article should be carefully comprehended and the best locality in the store selected, so as to show the article to advantage. Some classes of goods produce a discord in the mind of a purchaser when placed approximate to others. A lawn-mower or carpet-sweeper, in all the garish gaiety of green and red paint, placed against a case containing pearl-handled dessert cutlery causes a shock, and an unpleasant one at that. Everything should be regarded in its relation to others; just as the chords on a harpsichord harmonize or are discordant, so is it with goods.

In the large cities of this country and Europe there is a competition which acts as a tonic or accelerant to the retailer to study the fitness of things. This competition has, in that respect, a salutary value; hence the desire for attractiveness observable in those places. Yet, for one artistically and properly-arranged establishment there exists ten that are not so.

A sterling rule is that which enjoins:—Let every part of your place intended for inspection be properly capable of such inspection. Look well to your lighting. Avoid those dark corners where the customer loses what good impression he may have formed of your store. Consider well the arrangement of the light. What will enhance the value of a britannia metal coffee-pot will take fifty per cent. off the coffee-grinder.

Let your store be a place where the customer can flit, in proper and orderly succession, from the first thing you show him, through all you have to show him, to the last thing at the door. Please him with variety; do not satiate him with profusion. In this vein it should be remembered that one attractive article alone is oftener more attractive than twenty of such articles together. The Parisian picture dealer robes his window in drapings of an appropriate color and displays one chef d'œuvre of art. One spray of diamonds upon a black plush ground will attract more attention than a store window ablaze with half the wealth of an emperor.—American Merchant.

PARIS

Our first two instalments have been delivered in splendid condition. We have fortnightly supplies coming forward, and hope to be entrusted with many orders that have not yet been received. BEWARE OF OFF SHADE Paris Green, so called. We tested a sample of such last season, it was American, and found it to contain 32 p.c. Barytes. BEWARE OF WET Paris Green, which though but slightly damp, saves the maker 2 cents per pound. When you buy Paris Green see that you get it. Permit us to recommend our 1 pound round cardboard packets. This very poisonous article should not be exposed for sale in open drums. To induce the introduction of packets, we offer 1 or 2 lbs. at 1 cent per lb. extra, instead of 2 cents as heretofore. IN PRICE, we are competitors as well as in quality.

GREEN

Manufactured by our Glasgow House.

FERGUSSON, ALEXANDER & CO., - MONTREAL.



G. D. Wood & Co. got the Government contract for supplying the hardware this year to the Stony Mountain penitentiary.

Letters patent have been issued incorporating the Silver Centre Mining Company of Ontario (limited), with a capital stock of \$300,000.

Bain Bros., wagon-makers, of Woodstock, are negotiating for the lease of the building in Brantford, formerly occupied by A. Harris, Son, & Co., where they intend, under certain conditions, to carry on their business.

Work on the reduction works at Rat Portage has been stopped because some of the machinery has been held at Port Arthur for duty. The board of trade has taken the matter up, and the Winnipeg board will be asked to assist.

At 12.30 Sunday morning the oil shed in the rear of the Barnum wire and iron works at Walkerville caught fire and a general alarm was rung. The department did splendid work, and, although the shed was filled with oil, kept the fire confined to that building.

The roof of the Henderson foundry in Campbellford was lifted, in the storm of the 2nd inst., in one mass and dropped on the street, breaking electric light poles and mixing telephone, and incandescent light wires in confusion. The incandescent circuit was running at the time, but was promptly shut off.

Recent reports from the Thunder Bay silver district are most encouraging. At the Badger the shaft on the new discovery has been sunk 75 feet. Drifting has been done each way from the bottom for 20 feet. The

Beaver is taking out a large quantity of shipping ore, and the mine is turning out \$500 of silver concentrates per day.

The old firm of Estey, Atwood & Co., St. John, N. B., dealers in rubber goods and mill supplies, assigned the other day for the benefit of creditors. The firm did a large wholesale and retail business, in which there has lately been strong competition here. It is stated that there were complications with an American firm, which brought on the difficulty.

Sealed tenders addressed by registered mail to Robert J. Leigh, town clerk, will be received up to 6 o'clock p. m., July 16, 1890, for supplying the town of West Toronto Junction with four double horse troughs, with cover complete, and four drinking fountains, the same as used in the city of Toronto. All tenders to be marked "Tender for Fountains."

On Wednesday Mr. Alex. Duncan, merchant at Farquhar, drove to Exeter station for the purpose of taking home with him a load of goods, which was composed of boxes and barrels. After getting his load he left for home and when driving through the north end of the village the horse took fright and run away, throwing Mr. Duncan out. He hung to the lines and was dragged a considerable distance before he let go his hold, and when picked up it was found that one of his ears was nearly torn off and his face considerably scratched. He was badly shaken up.

Parlor matches are the most dangerous article sold by retail dealers. When packed on shelves as I have often seen them, they are liable to fall and ignite. I saw a dealer a short time ago who dropped a package out of his wagon; there was a blaze in an instant, and an entire loss. They are very dangerous for the household as well. I knew a lady who lost the sight of her eye, by the tip of a parlor match flying against the pupil

thereof. Every dealer should provide himself with a tin box in which to keep these goods. Kept on shelves or in drawers is inviting danger.—Retail Grocers' Advocate.

The Western Fair Directors are evidently determined to make the Western Fair, Sept. 18th to 27th, the best of Canadian fairs from the handsome increase offered in prizes for live stock and agricultural classes and the large amount set apart for the speed programme. Information is received that they are now arranging for the best attractions that money can procure to please their visitors. The principal manufacturers are coming to their assistance by placing in the main building machinery to manufacture their goods, in view of the public, which will be alike pleasing and instructive. They expect a large attendance from this section. Mr. Thos. A. Browne, their new secretary, will be pleased to send prize list to any one on receipt of post card.

Mining operations are progressing well this season at Wicket City. The Canadian Copper Co. have about \$1,000,000 worth of nickel matte turned out by the smelter in a comparatively short time. The Dominion Mineral Co. had to shut down their smelter lately, their supply of roasted ore having given out, as they only work one mine yet, and it takes from one to three mines to keep a furnace going night and day. The Vivians, of Swansea, Wales, will soon have their smelting works ready to start. There is also far more development work being done to test the mining claims this year than in any previous season, and especially in the townships of Denison, Graham, and Drury, where large operations will be probably inaugurated before long. The ridiculously high prices asked by speculators and others for undeveloped properties are doing more than anything else to keep mining back. Practical men are not going to put money earned by long years of industry in other lines of business into risky mining claims by the cart load.

H. S. HOWLAND, Sons & Co.

WHOLESALE HARDWARE,

37 Front Street West, . . . Toronto.

BINDER CORD.

RED CAP.

PURE MANILLA AND MIXED.

PREVENTING STOVES FROM RUSTING.

To prevent Russia or planished iron from rusting during the warm, damp weather, is rather difficult, says Metal Worker, unless the iron is kept from the air. As the iron is a rapid conductor of heat, the moisture in the air is liable to be condensed on its surface, which soon forms rust, and so ruins the appearance of the iron. Wrapping the iron in paper or cloth and putting it in a dry place will keep away much of the moisture, but the safest way is to cover the surface of the iron with some substance that is water proof. If the iron is covered with a thin coat of boiled linseed oil, the oil will soon dry and form a covering which can be removed with turpentine when required. Varnishes of various kinds have been used for the purpose, and while they will protect the iron from rust they are difficult to remove and will show any scratches. A cheap varnish can be made by adding six ounces resin to one gallon of gasoline, and by scraping up a small quantity of paraffine and adding to the above, the varnish will have more body.

FILES AND THEIR USES.

To choose a flat file, turn its edge upward and look along it, selecting one which has an even sweep from end to end, and having no flat places or hollows. To choose a half-round file, turn the edge upward, look along it and select that which has an even sweep and no flat or hollow places on the half-round side, even though it be hollow in the length of the flat side.

In draw-filing, take short, quick strokes, which will prevent the file from pinning and scratching. Long strokes, no matter how long the work may be, are useless, save to make scratches. Remember it is less the number of strokes given the file than the weight placed upon it that is effective; therefore, when using a rough file, stand sufficiently

away from the work to bring the weight of the body upon the forward stroke. New files should be used at first upon broad surfaces, since narrow edges are apt to break the teeth if they have the fibrous edges unworn.

For brass work, use the file on a broad surface until its teeth are dulled, then make two or three strokes of the file under a heavy pressure upon the edge of a piece of sheet iron, which will break off the dulled edges of the teeth, and leave a new fibrous edge for brass work.

Use bastard-cut files to take off a quantity of metal of ordinary hardness; second-cut in fitting, and also to file unusually hard metal; smoothing to finish in final adjustment or preparatory to apply emery cloth; dead smooth, to finish very fine work; float file on lathe work.

To prevent files from pinning, and hence from scratching, properly clean them, and then chalk them well.—Stoves and Hardware Reporter.

INVENTORS AND PATENTEES ORGANIZE.

A number of gentlemen met on Tuesday night, in Temperance hall, Toronto, who are specially interested in the laws relating to patents of invention. There appears to be a broad-spread feeling among inventor and patentee solicitors that the laws of Canada are behind other countries in regard to patents and should be amended. At the meeting on Tuesday night, which was presided over by Mr. John Galt, C. E., it was pointed out that an inventor is put to the trouble of sending models of a particular design to the department at Ottawa, which is not required in other countries, and that the expenses in connection with the production of models are altogether too much. Instances and cases were cited to show that the expressions referred to were not in any degree exaggerated. It was resolved "That it is in the interests of inventors that an organization be

formed having for its object the improvement of the existing patent laws of Canada." An association was then formed, to be known as the Canadian Association of Inventors and Patentees. It was also decided to form branches of the association in the different cities and towns of the province.

The officers of the association proper are: President, Mr. John Galt; vice-president, Mr. James L. Grover; secretary, Mr. W. H. Rodden; treasurer, Mr. J. M. Might. An executive committee was appointed to draft a list of the grievances of the inventors and patentees, which will be presented in the form of a bill at the next session of Parliament. The first convention of the new association will be held on September 9, at Toronto.

STEEL CASTINGS WANTED.

ST. JOHN, N. B., July 3, 1890.

EDITOR HARDWARE.

DEAR SIR,—I want a lot of small steel castings. Can you direct where made in Canada?

Yours respectfully,

H. F. COOMBS.

[As several of our readers are manufacturers of steel castings, would they correspond with Mr. Coombs.—ED. HARDWARE.]

Every line of goods embodies a history and a science worth years of study to understand.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.



When writing to our advertisers please inclose the above.

J. W. PATERSON & BRO.,

TORONTO AND MONTREAL.

MANUFACTURERS AND IMPORTERS.

Roofing Material, Building Paper, Plaster, Cement, etc.

We have just received a large consignment of Best Quality English Portland Cement and Scotch Fire Brick, which we offer to the Trade at close prices. Please write for quotations.



ONTARIO.

Bruce Mines—Rutherford, J. P., general store, assigned to W. H. Carney, Sault Ste. Marie.

Hillsdale—Laird & Co. (Ida Laird only), general store, assigned to John Langley, Toronto.

McKellar—Armstrong, S. & J., general store, mills, etc., assigned to Sheriff H. Armstrong, Parry Sound.

Port Dalhousie—Ontario Rubber Co., factory, plant, etc., advertised to be sold by auction on 23rd inst.

Sutherland Corners—McKeown, J. W., general store, succeeded by W. A. Banghart.

Toronto—Sanderson & Co., manufacturers of brushes, assigned to John Ferguson, Toronto.

MANITOBA AND NORTH-WEST TERRITORIES.

Elkhorn—Stewart & Van Nostrand, general store, assigned in trust.

Morden—Haley & Sutton, general store, sold out to Geo. H. Rogers & Co.

Wawanesa—Storey, J. J., general store, admitted T.E. Avison, style, Storey & Avison.

QUEBEC.

Louiseville—Lamy, Thomas, general store, stock, etc., advertised to be sold by auction 8th inst.

Montreal—Dominion Safety Boiler Co., winding up order granted; Martel & Co., painters, dissolved.

NEW BRUNSWICK.

St. John—Estey, Allwood & Co., rubber goods and com., assigned.

Mr. George Grant, a prominent merchant of Trinidad, had an interview with Hon. Mr. Foster, respecting the West India trade with the Dominion. Mr. Grant speaks enthusiastically of the new route opened up with Canada, and believes that a large business can be worked up with the West Indies.

A NEW PAINT OIL SUPERIOR TO LINSEED OIL.

A very important discovery has been made by Adolph Sammer, of the department of chemistry in the University of California. It consists of a sulphochlorinated oleine compound which is decidedly superior to linseed oil and can be made at a lower cost. In the language of the inventor, "While for general purposes of painting this oil is fully as good as linseed oil, it has this advantage over it, that on surfaces which are exposed to the weather it makes the paint wear more than twice as long as linseed oil. Neither the heat and dryness of summer, nor the cold and wet of winter, will cause the paint to scale off or 'chalk.' It preserves its elasticity and gloss better and longer than linseed oil, and never blisters in the sun." A series of tests has recently been concluded by a board of experts in California, who also examined houses in Oakland that had been painted respectively eight, twenty and twenty-eight months. The board was unanimous in its conclusions as to the superiority of the new oil over linseed oil. The oleine used in the manufacture of this new paint oil is extracted from fish oils, and Boston, as the headquarters of the fish-oil industry, will furnish facilities greater than any other Atlantic seaport.—Chicago Journal of Commerce.

ARTISTIC EFFECTS IN HARDWARE.

The hardware trade is presenting a new field for artists. Utility, efficiency and cheapness having reached a high degree of development in the production of hardware, there is now growing up a demand for artistic effects, even in the simplest articles of every-day use. There is room for the expression of taste in the choice of a door-knob, and hardware makers have not been slow to recognize the importance of being able to supply the goods which shall be pleasing in appearance to the most cultivated taste. One example of this new feature of the trade is shown in the painting of landscapes on wire cloth for window screens. Paint-

ters capable of producing artistic work in this line are paid good wages and obtain steady employment. A dealer from Philadelphia, a few days ago, selected an invoice of painted window screens from a New York store. He surprised the manufacturer by selecting, intuitively, in every instance, the work of one artist, and completed his selection before exhausting the supply from that source. There was no signature or indication other than that of intuitive good taste to guide the purchaser. Machinery will not be likely to supplant hand work of this sort.—Hardware, N. Y.

E. R. C. CLARKSON

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In affiliation with TORONTO,

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Temple Buildings, - - - MONTREAL.

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention.

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FOR ALL
ILLUSTRATIVE
AND
ADVERTISING
PURPOSES

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WOOD ENGRAVER,
8 1/2, 10 & 12, KING ST EAST,
TORONTO, CANADA.

G. H. WEDGWOOD & CO.

MANUFACTURERS OF

Colored Japanned Sheet Metal Goods,
SPECIALTY, ADVERTISING SIGNS.

Inventors of the Only Indetectable Imitations of
English Glass Enamel.

79 JARVIS STREET, TORONTO.

Important to the Paint Trade.

TORONTO, May 16, '90,

To W. H. COTTINGHAM,

Montreal.

Kindly send us one box MANDER'S CARMINETTE, per express at once for Toronto Street Railway Co. WE LIKE YOUR COLOR AND WILL USE NONE OTHER.

(Sgd.) J. J. FRANKLIN,
Supt. T. S. Ry Co.

TORONTO LEAD AND COLOR COMPANY, LIMITED,

— MANUFACTURERS OF —

Pure Prepared Paints,

Pure White Lead,

Colors in paste form,

Dry Colors.

— IMPORTERS OF —

Linseed Oils, Glues and General Painters' Supplies.

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Manufacturers of
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BUILDING PAPER

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We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

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Painted Screen Cloth,
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Perforated Sheet Metals,
Wire Cloth, all kinds,
Wire Rope, all kinds,
Metallic Lathing.

Wholesale agents for Ontario Wire Fencing Co. Send for Catalogue mentioning your requirements.

Hamilton, Canada.

BINDER TWINE

Brown's Red Star Standard.
Morris's Red Cap Mixed Manilla
Morris's Red Cap pure Manilla.

No Shoddy or Fancy Named Twines Offered.

HOBBS HARDWARE CO.,
LONDON, - ONT.

CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

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None are genuine unless bearing the

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TRADE

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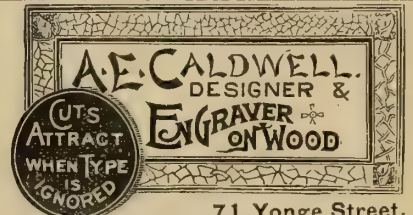
THE DOMINION WIRE ROPE COMPANY,
MANUFACTURERS OF



(Works at Lachine).

FOR HOISTING, MINING, TRANSMISSION OF POWER, TOWING, SHIPS' RIGGING, GUYS, ETC., ALSO LANG'S PATENT WIRE ROPE FOR TRANSMISSION AND COLLIERY PURPOSES.

Signal Strand Clothes Lines & Seizing Wire.
JAMES COOPER, Agent,
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Mention this paper.

DYNAMO BEARINGS.



MONTREAL NOTES.

Mr. J. Ker Osborne, of A. Harris, Son & Co., Brantford, spent a few day in Montreal this week.

Messrs. W. Miller, of Portage la Prairie, Man. and J. Ferres, of Hamilton, were in town this week.

James Crathern, Dame Mary Jane Sibley, widow of the John Caverhill, Dame Emily Margaret Caverhill, wife of George Caverhill, all of Montreal, and Wm. John Mc Master, of Toronto, have filed a continuation of partnership for six months more from June 30, 1890, under the name of "Crathern & Caverhill."

Up to the first of July, 190 vessels arrived in the port of Montreal from sea, as against 169 up to the same date last year. The number of vessels clearing for sea during the same time was 177, against 154 up to the first of the month last year. The aggregate tonnage shows a large proportionate increase in the size of vessels in the St. Lawrence trade this year.

THE TIN PLATE INDUSTRY.

Recent returns published by the Board of Trade," says the Iron and Coal Trades Review, "show a remarkable development of the tin plate trade with Russia, the explanation of which is not readily apparent from an examination of the figures themselves. In May, 1888, our export of tin plates to Russia was only 117 tons; in the same month last year it increased to 752 tons; while last month the quantity reached a large total of 3,724 tons. At this rate of increase Russia will in a few years be as large a buyer of English tinplates as America is to-day. The latter country now takes fully two-thirds of our total production, but the new tariff, it is expected, will tend greatly to restrict this branch of our trade with the United States, if, indeed, it does not practically extinguish it altogether. The heavy purchases of tinplates now made by Russia are due solely to the requirements of the petroleum industry at Batoum. Formerly it was the practice to export the petroleum in barrels, but it has been found that large cans made out of tinplates are very much better adapted for the purpose, and accordingly the petroleum is now sent out from Batoum to India and other countries in cans, instead of the more cumbersome wooden barrels. In view of the enormous quantities of oil which abound all over the world—in Canada, New Zealand, the United States, South Africa, Burmah and elsewhere—the future of the tinplate industry is by no means so gloomy as might appear just now, when we are threatened with the loss of the American market."

Winnipeg merchants are indignant because the police are enforcing the by-law and compelling the removal of low signs and awnings.

THE FUTURE OF COPPER.

The demand for copper is increasing at such an enormous rate that some very high authorities have given it as their opinion that at no distant day the supply of this much needed metal would prove inadequate for current wants. It is stated by a noted authority that the demand for copper for electrical purposes is increasing so rapidly that unless new mines are discovered the productive sources of this important metal will soon be exhausted. No less than 80,000 tons are now required for Berlin alone for electrical purposes, whilst immense quantities are required for the manufacture of sulphate of copper, used, for the purpose of exterminating the phylloxera. One firm in Swansea, Wales, will require 25,000 to 30,000 tons annually for this new copper compound, which virtually annihilates the metal. The new uses to which copper is being put must entail demands upon the native metal which some time ago were not dreamed of. Consequently the future of Canada's mines is exceedingly bright. A leading operator in the metal trade of this city stated a few days ago that when it is taken into consideration that the demand for electrical purposes is only now in its infancy and that it will soon be required for lighting all the villages of civilization, letting alone the towns, he would not be surprised to find the price of copper increase to an almost fabulous extent. Upon making enquiries we found that this gentleman was neither the owner of copper mines nor a holder of the metal.—Montreal Bulletin of Trade.

The tin and stove business of Robert Anthony, East Toronto, has been sold to Edward Jones.

Michigan will hold its second annual International Fair and Exposition in Detroit from August 26th to September 5th. Its liberal minded projectors will bestow \$100,000 in cash premiums upon the manufacturers, skilled producers and breeders of the United

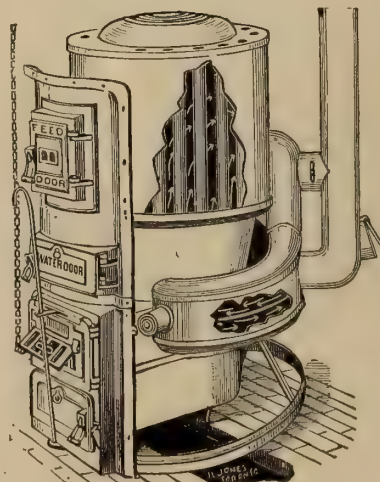
States and Canada whose exhibits may be deemed most worthy.—Carriage Monthly.

Mr. J. J. Blackmore, manager of the White Bronze Works, has resigned and will begin business as a plumber in New York city. He is succeeded by Mr. R. H. Blackmore.

J. & J. Taylor, safe manufacturers, Toronto, are erecting a large addition to their works, which will be equipped with machinery for the manufacture of bank vaults and similar heavy work.

Mr. C. R. Hosmer, manager of the Canadian Pacific Telegraph, on Wednesday received the first message announcing the successful completion of the cable between Halifax and Bermuda. The cable was laid under subsidy from the Imperial Government with a view to establishing a first-class telegraph service between the two places. The rate will be 75 cents per word from Halifax to Bermuda, and from Montreal 81 cents.

After a man has been lighting his pipe out-of-doors for thirty years, sheltering it only with his hand, and with much accompanying expenditure of matches and profanity, it is perhaps some satisfaction to him to know that posterity will be better fixed. An invention is on the way to us from England which will enable the pipe smoker to defy a hurricane. It consists of a metal dome fitting over the mouth of the pipe bowl; in one side is a hole for the introduction of a match, which is ignited by rubbing upon a roughened surface inside the dome, and, so protected, lights the pipe. It will retail, they say, for a few cents; and know doubt it will also be adapted to cigar-lighting, the "dome" or cap being held over the end of the cigar while the match is poked through the hole. This is a small matter, and a still better device, it may be urged, would be to give up smoking altogether. But the man who persists, in spite of all argument, should at least be thankful to the inventor who has thus smoothed away a recurrent ruggedness from his path in life.—Mechanical News.



CLARE BROS. & CO.,
Preston, - Ontario,

MANUFACTURERS OF
COAL AND WOOD
Hot Air Furnaces
and Registers.

12 STYLES, 40 SIZES,

BEST VALUE IN THE MARKET.

Estimates and Illustrated Catalogue sent upon Application.

**IMPROVED PATENT ASBESTOS FLOOR
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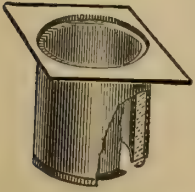
These CROCKS are light,
Easy to fit and Thoroughly
Fireproof, and wherever
known have taken the First
Place in the Market

PATENTEE AND SOLE
MANUFACTURER,

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Office and Factory,

128 Richmond St., W.
TORONTO.

**JAMES MORRISON,**

MANUFACTURER AND WHOLESALE DEALER IN

ENGINEERS AND PLUMBERS' BRASS WORK.

Iron and Brass Valves, Inspirators, Injectors, Ejectors, Revolution Counters,
Engineers' Clocks, Steam and Hydraulic Gauges, Wrought Iron Pipe and
Fittings, Soil Pipe and Fittings, Lead Pipe, Sheet Lead, etc.

Also keep always in stock full lines of

Sanitary Earthenware, Water Closets, Wash Basins, Etc.

MORRISON BRASS WORKS, ADELAIDE ST. WEST, TORONTO.



Gas Stoves, Oil Stoves, Refrigerators.
Evetrough, 8 ft. lengths.

Brass Bird Cages. Ice Cream Freezers.

**WE ARE MAKING 56 STYLES OF COAL AND WOOD
FURNACES AND SCHOOL-ROOM HEATERS.**

Consolidating your trade will Save Time, Freight,
and Money. We make and supply everything used
by Stove and Tinware Dealers.

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LONDON, TORONTO,
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Toronto Plate Glass Importing Co.

Highest Award, Toronto, '87

**GLASS IMPORTERS,**

Bevellers and Mirror Manufacturers.

Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

For Mirrors and other Glasses

TELEPHONE 1599.
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SCREEN WIRE CLOTH, FLY TRAPS,

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WATER-COOLERS

Milk Can Trimmings, Creamery Pail Trimmings.

SEND FOR CATALOGUE.

Thos. Davidson & Co., - - - - - Montreal.

MARKETS

TORONTO, July 10, 1890.

Trade this week has not been marked by any special feature, in fact so far as general business is concerned it has been exceptionally dull. It is fully anticipated, however, that a good fall trade will be done, at prices which will undoubtedly rule higher than today's quotations. While the trade in general are not disposed to anticipate their wants, yet there is a feeling on the part of those who are well informed to supply themselves at present figures for early future delivery.

The movement in building material is later than usual this year in consequence of the labor strikes here. The demand at present is limited, and the probabilities are that there will be no less material sold than usual, although there is reason to believe that more activity will soon be exhibited than is now apparent. A good many orders have been delayed through the strikes, some contracts have been cancelled, and many who proposed building have postponed operations till another year, so that it can safely be said that the volume of business in this line for the year will be below the average.

Shelf goods are moving out rather slowly at the present time, and travellers report considerable difficulty in taking orders. Not only do many merchants hope to see lower prices in the future, and are refraining from ordering in anticipation of such, but general business throughout the country has been so bad for some months past, that retailers positively refuse to buy more than their immediate necessities demand. On this account stocks held are rather smaller than usual, and when the demand does set in, the market will in all probability be considerably strengthened thereby. In regard to the future course of prices there is not a wholesale merchant who will admit that they are likely to be lower. On the contrary they all argue that values are now about as low as they can well be, and that any change will be in the direction of a higher range of prices.

It is satisfactory to note the improvement which has of late been noticed in remittances. Country merchants appear to be in a better position financially than they were a couple of months ago, and are certainly meeting their paper rather more promptly. A good deal of money has lately been disbursed throughout the country and both wholesalers and retailers are feeling the good effect of this. In the monetary situation, however, there is likely to be no particular change till coming crop is marketed. From all appearances the crop is likely to be a good one, and if prices for all country produce do not sharply decline from their present level, we will doubtless have considerable of a financial relief.

IRON.

The market here has a rather firmer tendency, in sympathy, doubtless, with foreign advices which are better in tone. It is considered, too, that values have about touched bottom, and that a reaction should be in order. The mills are fairly busy, and are said to be taking pretty good orders for common bars at around \$2.25. The raw material certainly is cheap, and scrap is quoted fully \$3 per ton below the prices ruling in the States. English mail advices say:—Business has been rather more active, and a decidedly more hopeful view of the

future is now taken than was the case a month ago. The statistical position is a strong one. There are 83 furnaces in blast, being the same number as at the corresponding date in 1889. Stocks in public stores are still decreasing rapidly, nearly 7,000 tons having been withdrawn last week, reducing the quantity thus held to 720,000 tons, against 1,026,000 tons at the same time last year. Shipments, moreover, continue on a large scale, and amount to 220,000 tons, compared with 195,000 tons at the same date in 1889. More orders are being placed for manufactured iron and steel, but competition on the part of makers who are in want of specifications to keep their mills going is so keen that prices still have a downward tendency. At Middlesbrough stocks in public stores are still rapidly diminishing, and are now less than 95,000 tons, comparing with 215,000 tons at the same date last year. Shipments, chiefly on foreign account, have improved wonderfully of late, and are now 80,000 tons short of the abnormally large quantity despatched in the corresponding period of 1889; whereas, in the middle of last month, they showed a falling off of 115,000 tons. The downward course in the prices of manufactured iron and steel has at last received a check, and the tone in these departments is decidedly firmer. Recent low quotations have led to rather more inquiry on shipbuilding account, and merchants have been buying more freely. Although any great rise in prices does not appear likely, there seems a probability of values hardening for some little time to come, and a considerable number of export orders have been placed on this assumption. In Staffordshire the market also shows signs of improvement, though business continues quiet, and is likely to remain so until the quarterly meetings, which are now near at hand.

TIN AND TIN PLATE.

The tinplate market is somewhat more buoyant than it has been for some time past. This may be attributed to the anticipated effect of the McKinley Bill in the United States. Purchases made in the English market are for quantities in excess of immediate requirements. Makers are firm on prices and refuse to negotiate on other than short date contracts.

Ingot tin has sold off a little but as there are large transactions at present figures any further reduction is not by any means anticipated. Heavier supplies are partly the cause of the drop in the English market, this fact having caused holders to tire of their holdings and realize. There have also been apparent forced sales with a view to depressing the market in order to buy cheaper later on.

COPPER.

In copper cable despatches of the 7th shown a steadier market at about 5s. per ton advance both on spot and futures. Sheets, however, have not been effected to the same extent as ingots in consequence of buyers being enabled to provide themselves through second hands. Those dealers who purchased before the advance would probably be willing to part with their stock at slightly below present quotations. The position of copper in all the principal markets appears to be a strong one. The American market has been firm lately at 16½c. per lb. Both in the United States and Europe the metal is going into consumption with unusual, if not unprecedented activity. All sorts of electrical and mechanical concerns in which copper is ordinarily employed are making free use of it, notwithstanding its comparatively high cost. Now there is no corner but trade is on a natural footing, and buyers

are taking the metal without hesitation, although it costs almost, if not quite, as much as when the syndicate was at the height of its power. There has been this spring a steady diminution of the supply of copper abroad. The visible supply has been apparently reduced and the production of the mines has been more than taken. The American mines are running to their fullest capacity, and yet the accumulated stores of copper are growing smaller and smaller. All the arguments tend to sustain the situation, and predictions of considerably higher prices yet are not unheard of.

LEAD.

Lead still remains comparatively high, but the local market is dull, although steady. Soft Spanish is cabled at £13 5s, with the English demand fair.

ZINC.

Zinc spelter and sheets have not shown a great deal of activity, and in fact they can be regarded as neglected. Any slight demand, however, would likely give a considerably firmer feeling to the market. Ordinary Silesian is quoted by cable at £23, with the market rather weak and little doing.

GALVANIZED IRON.

In this there is comparatively nothing doing. The quietness in building operations has had its effect upon the demand for galvanized iron, and the movement has been very limited. Prices, however, are steady.

ANTIMONY.

Antimony is practically unchanged, although Halletts' is quoted at £1 per ton higher than a week ago. Halletts' sells at 21 to 21½c. in New York, and Cookson's at 25 to 26c.

CANADA PLATES.

The Canada plate market as the season advances becomes a matter of interest to metal merchants and consumers throughout the country, and those who have been holding off in anticipation of low prices are a little disappointed, and there is a desire on the part of many to contract at to-day's prices for September and October delivery. In consequence, however, of a majority of consumers feeling that they should have it all their own way, that is get the benefit in the event of any decline and not pay any more when an advance takes place, it is having the effect of preventing merchants from quoting, except for prompt shipment. If a little more firmness was exhibited on the part of some merchants in dealing with their clients throughout the country, a better shade of business in general would be the result. This applies to a wider range than Canada plates.

GLASS.

The glass market remains unchanged, with the demand fairly good. Sales of large lots have been made lately at \$1.50, but we quote on a basis of \$1.55 for first break. Merchants are now meeting freely Montreal figures, of course, plus the freight. It is understood that what stocks lately arrived are in excellent condition, and in quality all that can be desired.

NAILS.

Dealers appear to be fairly well supplied, and the demand is only nominal. Those disposed to purchase car loads would doubtless be able to do so at a shade better than figures.

STEEL RAILS.

The cable reports an improvement in the demand for steel rails, but the cost of production in some districts is above present selling prices and makers are discouraged. More orders are on the market, and makers' prices are firmer. Heavy sections quoted at

NORTHEY & CO., - TORONTO, ONT.

MANUFACTURERS OF
SINGLE AND DUPLEX

Steam and Water-Power Pumps

FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP CONDENSERS

FOR ATTACHING TO

High Pressure Steam Engines,

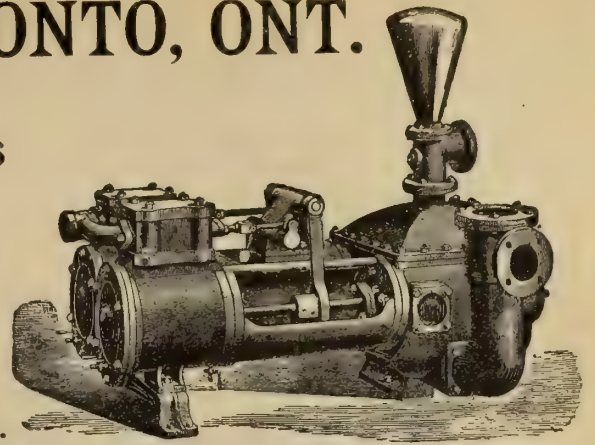
MARINE AND STATIONERY.

GREAT ECONOMY

—IN—

FUEL AND POWER

GUARANTEED.



Prices and particulars on application.

OFFICE AND WORKS: Corner Front and Parliament Sts.

MARKETS—Continued.

£4 17s. 6d. @ £5, and light sections £5 @ £5 10s. @ £6, f. o. b. at N. W. England shipping point.

WIRE.

There is a pretty active demand for fencing wire at the present moment, and considerable shipments have been made to points all through the county. Dealers have advanced prices slightly.

SCRAP METALS.

The scrap metal market is entirely without feature this week, except that all lines are very dull. Wrought and scrap are still weak, but are no lower, although a decline might take place any moment in wrought scrap. Dealers' prices are as follows:—No. 1 heavy scrap, 60 per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap, 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 25c.; new scrap copper, 10c.; heavy scrap copper 10½c.; old copper bottoms, 8½c.; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 9c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2½ to 2¾c.; country mixed rags, \$1 to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PAINTS AND COLORS.

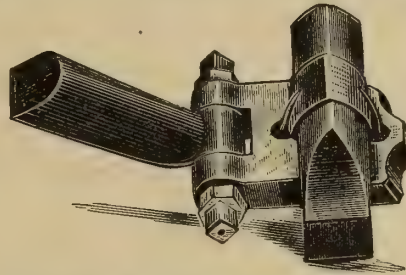
The turpentine market shows increasing firmness and another advance of 2c per gallon has been recorded this week, the article now selling at 63 to 64s. In the south further advances have taken place and the market there is firm. The local market is not very well supplied, while there is a good demand for turpentine at the present moment. A few small parcels are on the way, but no large lots. Dealers in fact, have not purchased heavily, having pursued a waiting policy.



No Duty on Church Bells. Please mention this paper.

BOECKH'S STANDARD BRUSHES

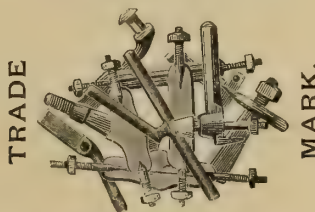
FOR SALE
BY ALL LEADING HOUSES.



CLARRY & CO'S THILL COUPLING, Mirfield's Patent. SAFE, ABSOLUTELY NOISELESS, PERFECT. NO RUBBERS, NO SPRINGS, because none are required. ALL RATTLING PREVENTED. The nicest thing ever invented. A boon alike to the Manufacturer and the Purchaser of Carriages, Buggies, etc. COMPLETE, CHEAP AND EFFICIENT.

CLARRY & CO.,
Sole Owners and Manufacturers,
14 Bay Street, TORONTO
Prices Furnished on Application.

TORONTO DROP FORGE CO.,
68 ESPLANADE ST.



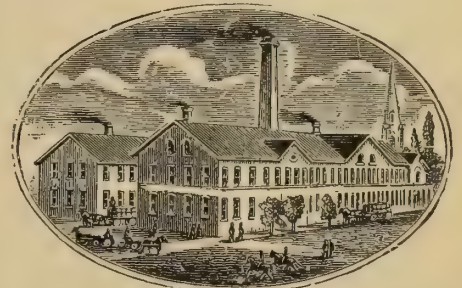
Manufacturers of
CARRIAGE HARDWARE AND
WROUGHT IRON FENCES, Etc.
Drop Forging of every Description.
Prices furnished on application. All work
guaranteed.

SEND FOR



Cresting No. 3.

R. DENNIS,
205 and 211 King St., LONDON, ONT.
Manufacturer of
Cresting, Finials and Vanes
Wire Goods and Iron Work of all kinds.



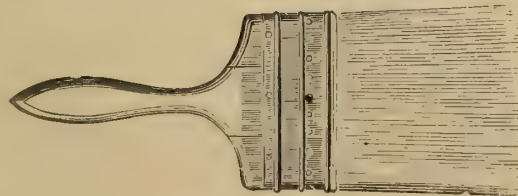
Galt Rag and Metal Co., Dealers in Rags, Bones, Scrap Iron, Copper, Brass, Lead, Zinc, Scrap Rubbers, Paper Stock, &c. Highest Cash Prices Paid. Orders by mail will receive prompt attention. Galt, Ont.

THE LONDON BRUSH FACTORY,

61 and 65 Dundas Street,

MANUFACTURERS OF

EVERY KIND
OF
BRUSHES
HANDLED BY
HARDWARE
TRADE



FULL STOCK
OF
CARPET
SWEEPERS.

Awarded Gold and Silver Medals, 1887 and 1888, Bronze A.D. 1889.

THOS. BRYAN, London, Ont.

Atlantic Glue Works, Berlin,

Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont.

MARKETS—Continued.

in the hope of lower prices. Paris green is now moving out actively and a rather bare market has compelled an advance in prices. It is now selling at $16\frac{1}{2}$ to $17\frac{1}{2}$ c. per lb. No linseed oil has yet arrived and the market continues very firm at previous values. A small lot of castor oil arrived this week and sold readily at quotations.

CEMENT.

The market is weaker; prices for Portland have declined 10c. to \$2.70. Native brands are unchanged.

HIDES, ETC.

HIDES—Are steady at the quotations of a week ago, except cured. A carload of selected sold on Monday at $\frac{1}{4}$ c. advance, that is, at $6\frac{1}{2}$ c. Green rule 7c. for No. 1 steers' 6c. for No. 2, and 5c. for No. 3. Cows' are 1c. lower in each grade.

TALLOW—Is worth 2c. for rough, and $5\frac{1}{4}$ c. for rendered.

NEW YORK MARKETS.

NEW YORK, July 10, 1890.

Although no really large orders for steel rails have been placed recently in this market, previous large contracts and the subsequent business in lots of 1,000 tons or thereabouts leave nearly all the manufacturers comfortably off. The majority have their output for the next three months disposed of, and some are even more favorably situated. Briefly the position is such that higher prices are being figured upon for any delivery this year. The general quotation is now \$32 at mill for standard sections, and test offers indicate that no concession will be made, except possibly on a specially attractive order. Sales of 500 and 1,000 ton lots have been made this week at the \$32 rate. Crude metals used in the manufacture of rails are also firmer, and steel in the form of billets, slabs, etc., is selling at prices quite as high as any touched last month.

IRON.

American foundry pig iron is in very strong position, and present indications suggest that the probability of higher prices during the last quarter of the year, if not before that time. Nearly, if not all the Northern and Southern producers whose product come this way are now short on No. 1 grade. No less than five Southern companies have withdrawn their quotations on that quality, and some have done the same on No. 2. Standard Northern brands are also difficult to obtain for prompt delivery, and the leading companies are so situated that they do not offer for delivery before September, and talk seriously of advancing their prices by or before that date.

OLD MATERIAL.

There is still a very good demand for old iron, rails, and, while actual business has not been done at prices quite up to sellers' idea of value, the market shows unmistakable strength. About 1,500 tons tees at \$24.25 to \$24.50, and 500 tons double heads at \$25.25, f.o.b. cars, have been sold to arrive. Holders now ask \$25 and \$26 respectively. Wrought scrap iron is still quoted at \$21.50 to \$22 for No. 1 on cars, and car wheels at \$18 here.

COPPER.

Cheap lots of Lake Superior copper appear to have been cleaned up or withdrawn. At all events it is stated offers of $16\frac{1}{2}$ c. made the past few days have failed to draw any stock out, and $16\frac{3}{4}$ c. seems to be strictly inside value. The mining companies and the chief outside holders quote 17c. as minimum price near future, and up to $17\frac{1}{2}$ c. for distant future deliveries. Arizona remains at

15 1-2c., and common casting brands at 14 1-2 to 14 3-4c. Operations in the metal have been unimportant the past few days, and the demand at present is hesitant. London cables show a slight depreciation in values there, the latest quoting £57 2s. 6d. for merchant bars on spot and £58 future delivery.

TIN.

Operations in pig tin have been on a very moderate scale the past few days. The official record shows only 30 tons all told on Metal Exchange—10 tons August delivery at 20.80c. and 20 tons October at 20.80@20.85c. and outside dealings appear to have been chiefly of retail character. There is apparently no incentive to speculation and little if any desire on the part of jobbers or consumers to stock up. Straits was quoted Tuesday at 20.85@20.90 in 5 ton lots from store and at 21.00@21.10c. in smaller quantities. Net cash quotations for 10 ton lots were 20.70c. bid, 20.85c. asked spot, 20.75@20.90c. July and August and 20.80@20.90c. September. The latest London cables quoted £93 2s. 6d. for prompt and £93 15s. for futures.

LEAD.

Pig lead has been selling in single carload lots at $4.52\frac{1}{2}$ @ 4.55 c. to a modern extent, and those prices are lowest that holders name for near or distant future delivery. The demand at present is rather slow, chiefly from consumers and for small lots.

SPELTER.

The spelter market remains in strong position. Second hand supplies are comparatively small, and producers are offering future shipments only, quoting 5.50 @ 5.55 c. for prime Western. For spot lots 5.60 @ $5\frac{1}{2}$ c. is still quoted.

TIN PLATE.

In the tin plate trade business continues rather slow, and, in the absence of any change abroad, or increased offerings, prices are kept very steady.

MONTREAL

MONTREAL MARKETS.

JULY 10, 1890.

IRON AND HARDWARE.

The prices of iron and hardware are unchanged and business exceedingly quiet and likely to continue so till something definite can be known of the crops. Summerlee is quoted \$21.50 to \$22 and Cambro at \$18.75. Bar iron is still quoted at \$2.40 for Canadian and \$2.75 for English. Copper ingot is very firm at 16 to $16\frac{1}{2}$, in fact 16c. in one case was refused, this is 1 to $1\frac{1}{2}$ lower than New York. Canada plates continue strong and notwithstanding the firm English market prices here are unchanged, viz.: \$2.85 to \$3.

NAILS.

There is very little sale for nails at the present time, but considerable activity all the same, particularly among jobbers who are cutting prices. All are supposed to sell at the \$2.50 rate, but \$2.45 is about the rate, though some orders have been placed as low as \$2.40. There is a fair demand for horse shoes at \$3.65 for round lots and \$3.75 in small lots. Horse nails are firmly enquired for at former quotations.

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	....	2 50
8 dy to 9 dy, " "	....	2 75
6 dy to 7 dy, " "	....	3 00
4 dy to 5 dy, Am. pat	....	3 25
3 dy fine hot cut, " "	....	5 50

4 dy to 5 dy, cold cut, Can pat.	....	3 00
3 dy, cold cut, " "	....	3 50
2 dy, hot cut, nails " "	....	5 70
	Steel Wire	
	Cut Nails Nails	
10 dy to 60 dy, per keg	.....	\$2 60 \$3 60
9 dy " " "	.....	2 85 3 95
8 dy " " "	.....	2 85 4 30
7 dy " " "	.....	3 10 4 65
6 dy " " "	.....	3 10 5 00
5 dy " " "	.....	3 35 5 00
4 dy " " "	.....	3 35 5 30
3 dy " " "	.....	4 10 6 35
3 dy fine " " "	.....	5 60 8 05

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 50
4 dy @ 5 dy, per keg	.....	3 75
6 dy @ 7 dy, " "	.....	3 50
8 dy @ 9 dy, " "	.....	3 25
10 dy @ 30 dy, " "	.....	3 00
Cut spikes, " "	.....	2 75

COMMON FLOUR BARREL NAILS.

$\frac{3}{4}$ inch, per keg	.....	\$4 90
1 " " "	.....	4 50
1 $\frac{1}{8}$ " " "	.....	4 20

Finishing nails 75c. per keg over same size hot cut, viz., from \$6.60 for inch to \$2.65 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.60 for 1-inch to \$3.40 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$7.10 for 1-inch to \$3.90 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand 50 per cent. discount, for small lots. P. B. & Co. brand 50 per cent. of list for small lots. Large lots 50 four months, with 5 per cent off for cash in 30 days.

GLASS.

So far the demand for glass has been good and the fall look out is very satisfactory. Arrivals have been fair but stocks have not accumulated much in consequence of which the tone is firm and the advance in prices noted last week has been maintained. We quote first break \$1.40 to \$1.50, second do. \$1.50 to \$1.60, 50 feet, \$3.25 to \$3.50 and 100 feet \$3.40 to \$3.75.

PAINTS AND OILS.

For this season of the year a good trade is being done in paints and oils, in fact the spring trade is being done now. The feeling is firm and prices are maintained. We quote choice brands at \$6.50 to \$6.75; No. 1 at \$5.50 to \$5.75; No. 2 at \$4.50, and No. 3 at \$4.55. Ordinary pale seal in moderate demand at 48 to 50c. as to quality. Steam refined seal is scarce and firm at 52 1-2c., and large quantities at 51 1-2c. for future delivery. There is a good demand of Linseed oil, with barely enough stock to meet it and quoted at 71 to 73c. for boiled, and 68 to 69c. for raw. Turpentine has advanced and is now selling at 63 to 65c. There is a prospect of a lower price within the month, but higher prices will rule during the season. The demand for Paris green was very backward this year, owing to the cold weather, and large holders are eager to sell. There is a fair enquiry and quoted at $16\frac{1}{2}$ to 17c.

CHEMICALS.

We note no change in the chemical market and prices are as follows:—Alum, \$1.60 to \$1.75; caustic soda, \$2.25 to \$2.75; cop peras, 80 to 90c; cocoa nut oil, $6\frac{1}{4}$ to $6\frac{1}{2}$ c; carbolic acid, 55 to 60c; bleaching powder, \$2 to \$2.50; borax, $7\frac{1}{2}$ c to $8\frac{1}{2}$ c; soda ash, \$2.20; cream tartar, 26c to 27c; tannic acid, 45c to 55c, and sal soda, 90 to \$1.10.

CEMENT AND FIRE BRICK.

There is a continued better feeling in cement the past week owing to stocks on hand being reduced and a disposition on the part of holders to try and get a small profit on sales. Quotations on round lots, English brand \$2.30 to \$2.45, in small lots \$2.50 to \$2.65 with active business in moderate sized lots. Fire bricks continue in fair demand in small lots. Prices unchanged.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

Eastlake Metallic Shingles

SHEET STEEL

Pressed Brick

AND

Elevator Fire-Proof Siding Plates.

Our Shingles and Siding Plates are the heaviest and cheapest manufactured.

Price List and Catalogue on application.

The Metallic Roofing Co. of Canada

[Limited.]

Rear 84, 86, 88 and 90 Yonge Street,
TORONTO.

PUSH ON THE HANDLE AND THE SCREW GOES IN.

Will last a lifetime. Two Sizes.
Sold by CAVERHILL, LEARMONT & Co., Montreal, & all other dealers



Electric Supplies for Electric Lighting, Electric Bells, Wire Annunciators. Contractors for Electric Work.

HENRY S. THORNBERRY & CO., 39 King St. W. Toronto.

Clarke's Common Sense Sliding-Door Hanger

Slides back and forth with a more Graceful and Easy Motion and with less noise than any other Hanger.

With this hanger there is :

No Side-draft.
No Kicking.
No Flanges on the wheels.

No Jumping the Track.

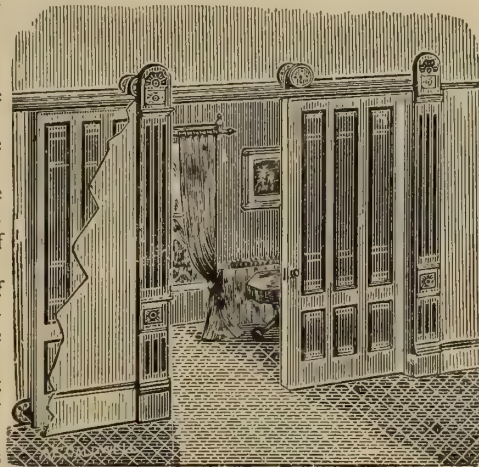
No Inaccessible Tracks in the Pockets.

No Tearing Down of Lath and Plaster.

No Dead Weight of heavy doors constantly hanging to the track.

No Tracks to be put in until ready to hang the doors.

No False Pockets in the Tracks for either



Single or Double Doors.

Doors equipped with this Hanger are suspended at the upper front corner and supported or rest upon a single roller secured to the lower inside corner, perfectly balanced, moving easily.

Common Sense Hangers can be applied to doors that have been hung with any other hanger without removing the plastering, woodwork, or any of the sheathing of the pockets, or creating any muss whatever.

MANUFACTURED BY

THE PETERBOROUGH LOCK MANUFACTURING COMPANY,
PETERBOROUGH, ONT.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH

CONTINENTAL

HARDWARE

AMERICAN

CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

HAVE COMPLETE STOCK OF FOLLOWING SEASONABLE GOODS :

Harvest and Garden Tools, Lawn Mowers, Rubber Hose,
Garden Shears, Hose Reels, Green Wire Cloth, Fly Traps,
Dish Covers, Ice Cream Freezers, Preserving Kettles.
(Enamelled and Granite).

PLEASE WRITE FOR QUOTATIONS.

Builders' Hardware, House Furnishing Goods, Tinsmiths' Supplies, Plumbers' Supplies, Steamfitters' Supplies, Brush and Broom Makers' Supplies.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	" 0 05½
" No. 2	" 0 04½
" No. 3	" 0 04½

Acme Paints.

Neal's Carriage, discount 40 p. c.	
English Oxide, by the barrel	0 02
American Oxide	0 01½
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p. c.	
Granite Floor, in tins, 90c, 47½c	0 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	
" Wagon and Imperial, dis 40 p. c.	
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz	1 25
Acme Carriage Top Dressing, \$1 75	per doz 4 00 8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 per cent. Amer	
Rim Fire Cartridges, Dom. 50 and 10.	
Rim Fire Military, net list. Amer.	
Central Fire Pistol & Rifle, discount 15 p. c., Amer.	
Central Fire Cartridges, Dom. 30 & 10	
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p. c. Amer.	

Wads.

Eley's, per 1,000	\$0 25 \$1 60
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Anvils.

Per lb	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	5 65 1 59
Pegging, " "	0 65 1 25
Brad, " "	0 85 1 60
" handled " "	3 60 7 30
Saddlers', " "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, " "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	6 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Brass, N.P., 60 to 63½, 50 and 10 to 60 p. c., dis.	
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Door.

Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50

Cow.

American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 p. c.	

Farm.

American, each	2 00 5 00
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House.

American, per lb	0 35 0 40
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Bellows.

Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount	35, 40 per cent.

Belting.

o. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 per cent.	

Bench Stops.

Per doz	5 00 6 00
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Bits—Auger.

Gilmour's dis 55 to 60 p. c.	
Excelsior—Jennings', discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jennings' Gen, net list to 5 p. cent. dis.	

Car.

Gilmour's, 47½ to 50 per cent.	
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Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell " "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb	0 11 0 15
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Bolts.

Carriage, dis, 60 and 5 per cent. to 65 per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis. 40 to 45 p. c.	
Elevator, dis. 35 to 40 p. c.	
Machine, dis. 60 to 60 and 5 p. c.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 35 to 40 per cent.	
Reversible, dis. 65 to 70 per cent.	
Vegetable, per doz	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	500 40 23
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Butts—Brass.

Wrought Brass dis. 60, 60 and 10 per cent.	
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Cast Iron.

Loose Pin, dis. 60 to 60 and 5 per cent.	
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Wrought Steel.

Fast Joint, dis. 60, 60 & 5pc.	
Loose Pins, " 60, 60 & 5pc.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz	3 75 4 50

Card.

Horse, per doz	0 70 0 95
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Carpet Stretchers.

American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz	22 50
World " "	21 75
Daisy, " "	24 00
Star, " "	18 00

Crown Jewel, per doz	29 00
Grand Rapids, " "	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50pc.	
Plate " dis. 50pc.	

Cattle Leaders.

No 31 and 32, per gross	8 50 11 25
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Cement.

Portland, car load lots	2 70
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.

Carpenters' Colored, per gross	0 50 0 85
White, lump, per lb	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz	0 85 4 00

Churns.

Amer., dis. 50 p. c. to 60 p. c.	
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Clamps.

Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clips.

Axle, dis. 65 p. c.	
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Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
No. 2	2 70

Compasses, Dividers, etc.

American, dis. 60 to 62 and ½ p. c.	
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Cradles, Grain.

Canadian, discount 25 p. c.	
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Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English, " "	2 00 4 00

Draw Knives.

American, dis. 70.	
Canadian, dis 25 to 35 p. c.	

Drills and Drill Stock—Breast.

Millar Falls, per doz	16 00 51 50
P. S. & W., dis. 40 per cent.	

Twist.

Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.

Dis. 17½ to 22½ p. c.	
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Fawcets.

Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star, " "	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10	
Barton Smith, dis. 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis. Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25pc.	
Horse Rasps, Kearney & Foote's dis Am list, 50 pc.	
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33½ p. c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc, dis. 40 p. c. to 42½ p. c.	
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Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis. 50, 50 & 10 p. c.	

Fruit Presses.

Henis' per doz	4 00
Enterprise, discount 10p. c.	

Fry Pans.

Acme, discount 50, p. c.	
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Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p. c.	
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Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 40
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Glass.

4th quality Star, 1st break	1 55 1 60
" 2nd "	1 65 1 70
" 3rd "	3 90 4 00
" 4th "	4 20 4 25
" 5th "	4 50 4 55

Window Glass.

Pilkington's ordinary	
1st break	\$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	6 50

Picture Glass.

Pilkington's ordinary	
1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Glue Pots.

Tinned, each	0 30 0 90
Enamelled " "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list.	
Can. discount 25 to 27½ p. c.	

Tack.

Magnetic, per doz	1 10 1 50
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Sledge.

Canadian, per lb	0 12½ 0 15
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Ball Pean.

English and Can., per lb.	0 25 0 37½
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Handles.

Axe' per doz	1 00 3 50
Store door " "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer " "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 30 p. c.	
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Hoe.

C. & B., discount 30 p. c.	
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Saw.

American, per doz	1 00 1 25
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Plane.

American, per gross	3 15 3 75
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Hammer and Hatchet.

American, per doz	0 50 0 80
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Cross Cut Saw.

Canadian, per pair	0 18 0 25
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Hangers.

Door 4 and 5 inch, per pair	0 40 0 80
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Hatchets.

Can., dis. 37½, 40 p. c.	</
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Hooks—Cast Iron			Pencils.			Scale Beams.			Cigar Box Nails, dis. 35 p.c.		
Bird Cage, per doz	0 50	1 10	Dixon's, per gross	1 00	4 25	Canadian, B. S. & M. dis. 40 per cent.			Shoe Finders Tacks & Nails, dis. 25 p.c.		
Clothes Line, " "	0 27	0 63	" Carpenter, " "	2 25	3 60	Scrapers.			Tape Lines.		
Harness, " "	0 72	0 88	Picks.			Box, per doz	2 10	4 50	English, ass skin per doz.	\$2 75	\$5 50
Hat and Coat, per gross	1 00	3 00	per doz	6 00	9 00	Foot, " "	40	3 50	English Pat. Leather	5 50	9 75
Chandelier, per doz	0 50	1 13	Picture Nails.			Screens.			Chesterman's, each	0 90	2 85
Wrought Iron.			Porcelain Head, p. gross	1 65	3 00	Window, patent, per doz	6 00	7 50	" steel, each.	0 80	8 00
Wrought Hooks and Staples, Can. dis. 17½, 20 p.c.			Brass Head, " "	40	1 00	Screw Drivers.			Thermometers.		
Wrought Hooks and Staples, Amer. dis. 75 to 75 and 10 per cent.			Planes.			Sargent's, per doz	65	4 00	Tin case & dairy, dis. 75 p.c.		
Wire.			Wood, bench, Canadian, or American dis. 50.			Screws.			Ties.		
Hat and Coat, dis. 35, 40 p.c.			Wood, fancy Canadian, or American dis. 35, 37½ per cent.			Wood, flat head iron, dis. 47½ per cent.			Cow, per doz	1 25	2 50
Belt, per 1,000	0 60	2 70	Bailey's (Stan R. & L. Co.) 33½ to 35 per cent.			Wood, round head iron, dis. 42½ per cent.			Tinner's Shears and Snips		
Screw, bright, Eng., dis. 40, 5, 45 per cent.			Miscellaneous, dis. 10 to 12½ per cent.			Wood, flat and round head, brass, dis. 25 p.c.			P.S. & W., 10 p.c. advance on American list.		
Horse Nails.			Bailey's Victor, dis. 10 to 12½ per cent.			Bench wood, per doz	3 25	4 00	Tinware.		
Ice Picks.			Plane Irons.			Bench iron per doz	4 25	5 75	Stamped, dis. Assn list, 70, and 12½ per cent.		
Star, per doz	3 00	3 25	English, per doz	2 00	5 00	Scythes.			Japanned, dis. Prices on application		
Kettles.			Pliers and Nippers.			Discount 40 per cent. to 42½ per cent.			Pieced, dis. " "		
Brass spun per lb	0 28	0 30	Button's Genuine, per doz. prs. dis. 37½, 40 p.c.			Scythe Snaths.			Transom Lifters.		
Copper, " "	0 40	0 45	Button's Imitation, per doz	7 40	10 25	Canadian, dis. 33½ to 35 p.c.			Payson's, dis. 25 per cent.		
Enamelled Can. 50 p.c.			German, per doz	60	2 60	Shears.			Traps.		
American, 50 and 10, 60 and 5 per cent			Plumbs and Levels			B. & W., japanned, dis. 75 per cent.			Game, Newhouse, dis. 17½, 20 per cent.		
Keys.			S. R. & L. Co., dis. 65 p.c.			Seymour's dis. 60 p.c.			Game, H. & N., or P.S. & W., discount 57½ to 62½ p.c.		
Lock, Can. dis. 50 p.c.			Poppers.			Heinrich 60 per cent.			Mouse, per doz	0 35	1 50
Cabinet, Trunk, and Padlock, Am. per gross	1 60	4 75	Corn, square, per doz	1 35	2 00	Sheaves.			Rat " "	2 00	4 50
Knobs.			Per doz	4 00	5 50	Sliding Door, per set	77	1 40	Trowels.		
Door, japanned, and N.P., Can. list dis. 50 p.c.			Pruning Shears.			Shot.			Disston's, discount 10 p.c.		
Bronze, Berlin, per doz	2 75	3 25	Per doz	4 00	5 50	Canadian, dis. 7½ per c.			German, per doz	4 75	9 00
Bronze, Gem, " "	6 00	9 00	Pulleys.			Shovels and Spades.			Brade's " "	00	10 50
Lava " "	8 75	10 00	Hothouse, per doz	55	1 00	Canadian, dis. 37½ to 40 per cent.			S. & D., discount 35 p.c.		
Shutter, porcelain, F. & L screw, per gross	\$1 30	4 00	Axle	22	33	Sieves.			Triers.		
Ladles.			Screw	27	1 00	Wood Rim, black, p. doz	1 15	1 35	Butter, per doz	6 25	9 00
Melting, per doz	1 70	4 50	Awning	35	2 50	" tinned, " "	1 35	1 60	Trucks		
Lemon Squeezers.			Pumps.			Tin Rim, " "	2 30	2 45	Warehouse, each	2 25	6 50
Porcelain lined, per doz	2 20	5 60	Rumsey, Cistern & Pitcher Spout, 55, 60 per c.			black, " "	1 80	2 25	Twines.		
Galvanized, " "	1 87	3 85	Punches.			Snaps.			Bag, per lb	0 12½	0 20
King, wood, " "	2 75	2 80	Saddler's, per doz	1 00	1 85	Harness, German, p. gro.	2 00	5 50	Wrappg, mottl'd, pr. pack.	0 50	0 60
" glass, " "	4 00	4 50	Conductors, " "	9 00	15 00	Acme, " "	3 00	5 00	cotton, per lb	0 18	0 20
All glass, " "	1 20	1 30	Tinner's solid, per set	72		Lock, Andrew's " "	4 50	11 50	Matress, per lb	0 33	0 45
Lines.			" hollow, per inch	1 00		Soldering Irons.			Staging " "	0 27	0 35
Fish, per gross	1 05	2 50	Putty.			Per lb	0 30	0 32	Broom " "	0 30	0 55
Chalk, " "	1 90	7 40	Bladder, per 100 lbs	2 00	2 25	Wrought Spikes.			Binding, flax, per lb		
Locks—Door.			Tins, lbs	2 50	2 75	Discount, net list.			" jute " "		
Canadian, dis. per cent	50		Rail.			Spoke Shaves.			Vises.		
Russell & Erwin, per doz	2 90	7 50	Barn Door, per foot	3	3½	Wood, English	1 80	5 00	Hand, per doz	4 00	6 00
Cabinet.			Sliding Door, " "	3½	3¾	Iron, American	1 35	2 35	Bench, parallel, each	2 00	4 50
Padlock.			Rakes.			Spoons and Forks.			Coach, each	6 00	7 00
English and Am. per doz	50	6 00	Cast Steel and Malleable, Canadian list dis. 40 to 42½ per cent.			Sheffield Sterling.			Peter Wright's, per lb	0 12	0 13½
Scandinavian, " "	1 00	2 40	Razors.			Tea Spoons, per gross	7 50	12 00	Pipe, each	5 50	9 00
Eagle, dis. per cent	15	1 17½	Boker's, per doz	7 50	11 00	Dessert " "	21 00		Saw, per doz	6 50	13 00
Mallets.			Wade & Butcher's " "	3 60	10 00	Table " "	30 00	30 00	Washer Cutters.		
Tinsmiths', per doz	1 25	1 50	Currier's, per doz	1 25	3 60	Dessert Forks, " "	24 00		Per doz	4 00	8 50
Carp'trs', hickory " "	1 25	3 75	Rivets and Burrs.			Medium " "	27 00		Well Wheels.		
Lignum Vitæ, " "	3 85	5 00	Copper Rivets, dis. 45 to 47½ p.c.			Table " "	36 00		Amer., per doz. 8, 10 & 12 in.	3 38	6 00
Caulking, each	1 60	2 00	Iron " " 40 per cent.			Squares.			Wire.		
Mattocks.			Burrs, Iron, 30, 33½ per c.			Iron, per doz	1 65	2 90	Market, bright and annealed, Nos. 1 to 16, 5 per cent. advance on list from stock.		
Canadian, per doz	8 50	10 00	Rivet Sets.			Steel, dis. 75 p.c.			Market, oiled, coppered, 5 p.c. advance.		
Meat Cutter.			Sisal, per lb	12	12½	Try and bevel, dis. 50 to 52½ per cent.			Market, tinned per lb	0 04½	0 08
Enterprise, dis. per cent	20	25	Manilla, " No. 1	14½	15	Staples.			Galvanized Fence, 5 per cent. advance on list.		
Dixon's, each	1 60	2 00	" No. 2	13½	25	Fence, galvanized, per lb	5	5½	Tinned Broom, from 19 to 22 gauge, per lb	0 07	0 07½
Woodruff's " "	1 10	1 70	Cotton, " "	22	25	Wrought Iron, dis. 75, 75 and 10 per cent.			Malin's Wire on spools, dis. 30 to 35 per cent.		
Hale's, " "	1 05	1 50	Deep Sea, " "	15	16	Stone.			Clothes Line, galv., p. 100ft	0 25	0 55
Hume, " "	13 00	16 00	Rules.			Washita, per lb	0 15	50	Barbed Wire.		
Mining Knives.			Boxwood, dis. 75 & 10 & 5 80 per cent.			Hindostan, per lb	0 06		Galv. steel barb fencing		
American, per doz	42	2 35	Ivory, dis. 40, 40 & 5 per cent.			" Slips, per lb	9		" Lock Barb, 4 point	0 51	0 05½
Molasses Gates.			Sad Irons.			Labrador, per lb	0 13		Ditto Glidden 2 point	0 05½	0 06
Stebbin's Patent, dis. per cent, 65 to 70 per cent.			Mrs. Potts, per set	0 95		" Axe, " "	0 15		Galv. Steel plain twist	0 05	
Nails.			N. P. " "	1 25		Turkey " "	0 50		Galvanized Barb, "Lyman," 2 to 4 points	0 05½	0 06
Cut, 3 inch and upwards			Sand and Emery Paper.			Arkansas " "	1 50		Terms, 60 days or 2 per cent off for cash—10 days.		
Brads & Moulding Nails, discount 55 to 60 per cent.			B. & A., sand, dis. 25, 30 p.c.			Water-of-Ayr " "	0 10		Wire Cloth.		
Wire Nails, 60 to 65 per cent.			Emery, per quire	55	90	Scythe, per gross	3 50	5 00	Ordinary, discount 25 p.c.		
Nail Pullers.			Sash Cord.			Grind, per ton	15 00	18 00	Painted Screen, p. 100 sq ft	2 25	2 35
German & American	1 85	3 50	Per lb	22	50	Stove Polish.			Wrenches.		
Nail Sets.			Sash Locks.			Per gross	1 80	7 50	Agricultural, dis. 70.		
Square, round and octagon	3 38	4 00	Triumph and Morris, dis. 37½, 40 per cent.			M.L.S., per gross	2 50		Standard, dis. 60, 60 & 10 p.c.		
Diamond	12 00	15 00	Kempshell's dis. 40, 62½ per cent.			Jacoby " "	5 00		Coe's Genie, dis. 40, 45 p.c.		
Oil.			Canadian, dis. 45, 50 p.c.			Mirror Black Lead, per gr.	2 00		Diamond, dis. 33½, 35 p.c.		
Canada Refined Oil (Toronto)	0 14½		Sash Weights.			Jos. Dixon's, bulk, per lb.	0 07		Tower's Engineer, each	2 00	3 00
Carbon Safety " "	0 17½		Sectional, per lb	2½	3 00	Dixon's Plumb. " "	0 15		" S., per doz	5 80	7 50
Canada W.W. " "	0 20		Massage Stuffers.			M.L.S. Paste, per gross	9 00		G. & K's Pipe " "	6 00	
American W.W. " "	0 25		Each	1 00	3 00	Nicholson's, per doz	1 00	1 25	Burrell's " "	13 40	
Castor " " per lb	0 11½	0 12	Saws.			Tacks, Brads, etc.			Pocket, per doz	1 25	2 00
S. R. Seal " " per gal	0 63	0 65	Hand, Disston's, dis. 10 p.c.			Cut, Carpet, gimble, dis. 35 p.c.			Wringers		
Oilers.			S. & D., dis. 35 to 40 per cent.			" tinned, dis. 45 p.c.			Each	3 25	5 50
McClary's Galvan. Iron			Cross-Cut, Disston's, per ft. 35 to 55.			Swedes' iron, blue or tinned, dis. 42½ p.c.					
Oil Can, with Pump, per doz	19	50	S. & D., dis. 25 to 35 per cent.			Upholsterers' dis. 42½ p.c.					
Zinc and Tin, dis. 50, 50 and 10.			Hack, complete, each	1 75	2 75	Copper Tacks and Nails, dis. 35 p.c.					
Copper, per doz	1 25	3 50	" frames only	75		Trunk and Clout Nails, " 40 p.c.					
Brass, " "	1 50	3 50	Per doz	1 65	9 00	Patent Brads, dis. 40 p.c.					
Malleable, dis. 25 per ct.			Saw Sets.			Finishing Nails, dis. 35 p.c.					
Pails.			Canadian List, dis. 40 p.c.								
Galvanized, per doz	2 00	3 50									

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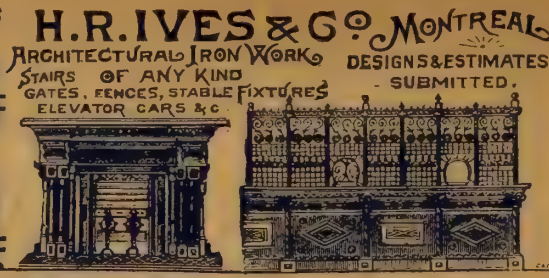
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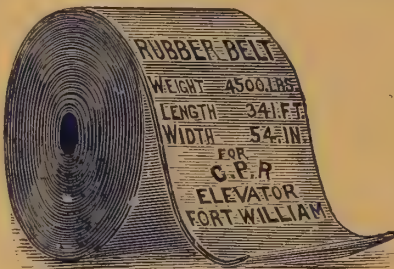
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JULY 19, 1890

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CIRCULAR AND PAMPHLET ADVERTISING.

A CANADIAN correspondent, in debating the question of pamphlet advertising in PRINTERS' INK a few weeks ago, made the assertion that pamphlets, even though properly addressed, frequently did not reach their destination, but remained piled up in the corners of the country post-offices until they were old enough to sell to the paper mills. This letter came under the notice of the Postmaster General, who considered it a slur upon the postal system and directed the District Inspector to call upon the writer and either clear the Department of the odium or remedy the evil if it was actually found to exist. PRINTERS' INK correspondent now writes: "I proved to the gentleman's satisfaction that the evil was genuine, but not confined to Canadian post-offices, as the same thing was going on just as regularly in Uncle Sam's domain, and I showed him also that it could not be remedied. The emoluments of country postmasters are not sufficient to enable them to have suitably arranged offices, extra clerks, full complement of letter and newspaper boxes, etc., which would be needed for the proper distribution of the flood of books, pamphlets, calendars, almanacs and sample papers which continually pours into every post-office."—PRINTERS' INK.

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Vol. 2.

TORONTO AND MONTREAL, JULY 19, 1890

No. 29

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. Hugh C. McLean, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

Changes in advertisements and new advertisements must reach this office not later than Thursday morning of each week.

CONTRIBUTIONS WANTED.

For the purpose of inducing members of the trade who are possessed of special information, which would be of benefit to the trade generally, the publishers of "Hardware" will pay a fair price for such articles. Address "Hardware," Toronto.

STOVE DISPLAY AT THE INDUSTRIAL EXHIBITION.

Editor HARDWARE.

DEAR SIR,—The Industrial Exhibition being again close at hand, would it not be well if the stove manufacturers were to take concerted action to relieve the monotony of their exhibits? What was once a very attractive feature of the Exhibition has degenerated largely into a huge retail salesroom monopoly. Last year, if appearances went for anything, an ordinary observer would imagine that the stove building belonged to a "trust" composed of some three or four prominent manufacturers, the small fry crowded out. A new building is an absolute necessity if the stove interest is to be properly represented, and the committee should take the matter into serious consideration if they wish to encourage manufacturers to make exhibits. Your correspondent has thought that a novel and interesting feature would be the collection into a museum of various stoves which were in use in the earlier years of our country's history. There are many of such—and some very odd ones too—scattered throughout the Province, which could be obtained without a great deal of trouble, and which would serve to show the marked progress which has been made in this branch of Canadian industry. There is little doubt that to the youth and older ones, too, it would prove to be as attractive as almost any other department of the Exhibition. Let us hear from other stove men on this subject.

Yours, etc.,

HUNTER.

What was in the conception of the first promoters of the exhibition idea was something incomparably nobler and farther reach-

ing than the instituting of a great annual market gathering. What gave value to the idea in their eyes was the useful influence they conceived it would exert upon the productive energy of the people, upon their practical patriotism, upon the minds of foreign visitors. They knew that great direct and reflected benefits are accessible through a well-managed exhibition, benefits that are scarcely to be reached any other way, indeed. The embers of industrial prestige must be kept from growing black, and the best modern discovery for the regeneration of them is the exhibition idea, carried out according to the intention of those who broached it.

There is danger that this intention may be frustrated. The menace to it lies in the overgrowth of the trafficking habit at the exhibition. Its usefulness as an occasion of trade is regarded by many exhibitors as its predominant excellence. If their views are allowed to prevail, the best of our exhibitions, the Industrial, cannot but be injured. The people come to look on, to make enquiries, to hear explanations, not to be dogged to buy. The prevalence of the last practice dogs them away. "Hunter" wisely refers to this in his letter, and deprecates the conversion of an exhibition hall into a salesroom. The stove room should be attractive and representative of the condition of the industry which its contents stand for. This it cannot be if it is to be a place for the soliciting and urging of trade. The small manufacturer will not enter that chamber if it is to be merely an arena of competition in selling, and not a museum of industrial acquisition. He knows that as a place of trade it is the very worst for him to appear in. To register his own progress, however, it is useful to him as a series of exhibitions show whether he has gone up or down the scale. As an advertising opportunity the Exhibition is also of great service to him in its ultimate effects. But under the overshadowing influence of huge concerns, the small one has little chance in a selling controversy, and if that is the main thing the small producer will not exhibit. Therefore, if all are to be encouraged to exhibit, the selling practice should be suppressed or limited, and space in the form of a new room should be provided.

Our correspondent is a man who has no personal or business interest in speaking for the small men. He is one of the leading stove men in the country.

His suggestion about the historical display is a good one. It would be an excellent object lesson to any one who wished to study the development of the stove-making industry, and would be an exhibit in which the country would glorify itself not a little. We have a climate which has been an active propagator of the art of stove-making and we began it not much later than the first makers of modern stoves. Our exhibit, therefore, should take us back pretty close to the pioneer type. The idea of collecting such an exhibit has the germ of great benefit in it, and is one that should be recommended to the popular and energetic manager of the Industrial Exhibition. We should like to hear from other stove men their views on this suggestion.

CATALOGUES RECEIVED.

THE CATALOGUE OF THE CINCINNATI BELL FOUNDRY CO. has received this year its twenty-second annual revision. It is a very solid and compact little volume, neatly printed upon limp paper and attractively bound in a green gold-lettered cover. It is heavily freighted with testimonials to the value of the Company's bells, the space between pages 11 and 181 being taken up with closely printed short extracts from the communications of satisfied customers, and the pages of religious newspapers, the latter voicing the approval of the many churches which have the Company's bells in their towers. The Canadian vouchers are collected and placed in the latter part of the book. Their great number and the heartiness of the tribute they yield to the quality of the bells supplied by the Cincinnati Bell Foundry Co. show that the latter does a large and satisfactory business in this country. This fact might be turned to account by our retail hardwaremen everywhere. They should be on the lookout for churches, schools, etc., which have no bell, and should bestir themselves to get the order for placing one in all such buildings. It involves some canvassing, and the dealer should take time by the forelock to do the canvassing, other-

wise he may find the trustees or directors have communicated directly with the makers. If the retailer has his wits about him, he may increase his revenue greatly by such "nosing" for trade. He should get hold of the Company's catalogue.

PAINT PRESERVATIVES FOR IRON.

Too much stress cannot be laid upon the condition of the surface of the iron at the time of coating; and it is perfectly essential either to have a dry surface or else a composition which is not affected by water. Prof. Lewes remarks that when an old iron structure is broken up, on the backs of the plates may often be seen the numbers painted on them in white lead and linseed oil when the work was put together, and under the paint the iron in a perfect state of preservation, the secret being that the paint was put on while the plates were hot and dry.

Compounds prepared with boiled linseed oil are open to objection, on account of the presence of lead. The drying of boiled linseed oil is due to the fact of its containing a certain quantity of an organic compound of lead; and the drying property is, moreover, imparted by boiling it with litharge (oxide of lead), so that lead compounds are present even when the oil is not mixed with red or white lead pigment. When boiled oil dries, it does so by absorbing oxygen from the air, and becomes converted into a kind of resin, the acid properties of which also have a bad effect upon iron. Protectives of the class of tar and its derivatives, such as pitch and black varnish, and also asphalt and mineral waxes, are regarded by Prof. Lewes as among the best. Certain precautions, however, must be taken in the case of tar and tar products, both of which are liable to contain small quantities of acid and ammonia salts. If care is taken to eliminate these, and if it could be contrived to always apply this class of protectives hot to warm iron, the question of protection would be practically solved: bituminous and asphaltic substances forming an enamel on the surface of iron which is free from the objections to be raised against all other protectives—that is, of being microscopically porous and therefore pervious to water. Spirit or naphtha varnishes are condemned by Prof. Lewes as open to several objections. Varnishes to which a body has been given by some pigment, generally a metallic oxide, are preferable to the last class, "if the solvent used is not too rapid in its evaporation, and if care has been taken to select substances which do not themselves act injuriously upon iron, or upon the gums or resins which are to bind them together, and are also free from any impurities which could do so."

At the present time, as the author truly remarks, the favorite substance for this purpose is the red oxide of iron; but care should be taken to exclude from it free sulfuric acid and soluble sulphates, which are common

impurities and extremely injurious. The finest colored oxides are, as a rule, the worst offenders in this respect, as they are made by heating green vitrol (sulphate of iron), and in most cases the whole of the sulphuric acid is not driven off, the heat required being injurious to the color. The acid is often neutralized by washing the oxide with dilute soda solution; but very little trouble, as a rule, is taken to wash it free from the resulting sulphate of soda, which is left in the oxide. The best form of oxide of iron to use for paint making is obtained by calcining a good specimen of hematite iron ore at a high temperature. When prepared in this way it contains no sulphates, but a proportion of clay which is harmless if it does not exceed 12 to 18 per cent. Paint makers can easily test their red oxide for soluble sulphates by warming a little of it with pure water, filtering, and adding to the clear solution a few drops of pure hydrochloric acid and a little chloride of barium solution. If a white sediment forms in the solution, the sample should be at once be rejected.

In the application of a preservative coating to iron, Prof. Lewes directs, first, thorough scraping and scrubbing from all non-adherent old paint and rust. New iron should be pickled with dilute acid to get rid of every trace of mill scale; the acid to be neutralized afterward by a slightly alkaline wash, and this again to be washed off by clean water under these conditions, and given a composition of good adhering properties, but little apprehension need be felt with regard to the ravages of corrosion, the chief remaining risks being from abrasion or other mechanical injury to the composition, coupled with improper constituents in itself. — Scientific American.

NEW INDUSTRIAL CONDITIONS.

The introduction of machinery into all branches of industrial life is gradually but surely driving all hand-made goods to the wall. Manufactures on a small scale are being practically excluded from the markets of large and wholesale production. Competition is swift and sharp, and success is based in a general way on large sales and minimized profits. Large production is made remunerative on a basis of economy in outlay, the use of the most perfect mechanical appliances and a systematic arrangement of labor, so as to secure the highest product by the lowest outlay.

Every department of industry is classified and men employed who are by special training able to operate rapidly and economically in their several specialties. Results are reached by this generalship which would be hardly possible under other conditions. The cost of production is lowered to the bottom notch, and the most that can be made of a given amount of money, time and labor is thus secured. The smaller manufacturer is thus at a disadvantage, and useless content

with a limited non-expansive business and returns of the feather-weight class, has at the best but a declining chance in the race of industrial life. That small concerns will perpetuate themselves indefinitely there can be no doubt; that electric appliances may distribute force in our streets and homes, so as to give motive power in home industries and thus counteract the tendency to the concentration of labor in gigantic factories, is an open possibility, but it is certain that in the disappearance of our hand-made goods, and the concentration of capital to organized combinations, that the smaller industries are going down the throat of the larger fish. — Age of Steel.

DEALERS AND THE DULL SEASON.

In certain lines of trade, what are known among dealers as the dull months have already put in an appearance. During the heated term of July and August there is little disposition among consumers to make purchases, except of those wares classed as perishable and in need from day to day.

But a dull season is not without advantage to the dealer. If his trade has been active during the earlier months a rest from the ceaseless calls of customers is neither profitless nor undesirable. It affords him opportunity to attend to many things about the store that have been more or less neglected during the busy season. The time for semi-annual stock-taking has arrived, and it should be embraced to its fullest extent. There is the inventory to complete and thus the dealer may ascertain his precise financial condition; his profits and his losses, and be enabled to make a close estimate regarding the business outlook for the future and especially with reference to the approaching fall season, which is usually one of the most active in trade.


There is little likelihood of much interruption during this necessary and highly profitable inquiry, for customers will scarcely be numerous enough to demand more than a small portion of the storekeeper's time. By refitting, where necessary, and rearranging generally, he can add to the appearance and convenience of his store. Old bills and receipts can be folded, endorsed and methodically arranged so as to be of convenient reference in future. The books will be brought up to date and accounts drawn off. It is a convenient season, also, to secure settlement of over-due accounts, by cash, preferably, or otherwise by note, so that the books may be fully balanced for the season.

Many other things will occur to the methodical storekeeper as proper to be attended to at this season, when there is no rush of trade to prevent or interrupt consideration of his own standing and affairs. He will have time to study up methods for enlarging his trade and possible increasing or otherwise varying the stock he ordinarily car-

CAVERHILL, LEARMONT & CO'Y,

AMERICAN APPLE PEARERS.

“New Lightening” and “Hudson’s” Celebrated Rocking Table and Little Star Parer, Corer and Slicer.

 Write for Prices, as we are Headquarters.

MONTREAL.

ries. Trade is progressive. There have been changes and improvements in the various lines of goods since he last stocked up. Values have varied somewhat, in the natural order of things, and he may find it necessary to re-adjust his own selling prices. If obliged to carry over any considerable stock, he may find opportunity to ponder whether it would not be more profitable to mark such goods down even to the point of sacrifice rather than to hold them over and take chances upon their proving saleable next year at former values.

In fine, the dull season will not be profitless to the dealer who avails himself of the many opportunities it presents to improve his business condition.—Stoves and Hardware Reporter.

“DISJOINTED CAPABILITIES.”

The Detroit Herald of Commerce has received a veritable *lusus naturae* in the shape of a trade newspaper (?) published at Fort Worth, Tex., under the startling title of Fort Worth Trade Review. If the generally recognized efficient representatives of the trade press of the country are not as yet in receipt of this comet-like disturber of their equable poise and assured equilibrium on terra firma, they may anticipate a regular mid-summer cyclone of extravagant diction and a heterogeneous concatenation of disjointed capabilities. The following paragraph in the issue of this remarkable emanation from Fort Worth, Tex., for July 5, 1890, seems strongly tinctured with a *q. s.* decoction of tangle-foot, fire-crackers, “and last, but not least” in the language of a departed barrister of most gracious memory, “Bombastes furioso bunkum,” in an eulogistic tribute to one of its departed local celebrities: “He scoffed at the frivolity of excess; he frowned at the egotism of gain; he laughed at the wisdom of Mammon; he mocked the reasoning of aristocracy; he frowned at perfidy; he acknowledged the superiority of labor; he extolled virtue; he hated vice; he loved the holy communion of

his church; he loved Christ, and daily gave to the world his beneficial influence.”

Fort Worth has truly a prophet (?) in its midst, who must, if he go on in this way, astonish the world and bring to that wonderful town its supreme ambition of excessive celebrity. This maudlin measurer of meaningless chaff and brazen impudence includes with his long bottled-up *cacoethes scribendi* in extravagant paragraph and senseless dribble an uncredited half-column editorial from the Detroit Herald of Commerce, and has the unmitigated cheek to send a copy of his filched and besotted inspirations to this office. Besides this, he makes up his announcement of purpose to represent the interests incident to his special province in trade journalism with the declaration of principles of the Detroit Herald of Commerce as defined in its initial issue. Brethern of the trade press, shall we admit this enemy into the ranks of the initiated, or shall we relegate him to Siberian exile to cool off?—Detroit Herald of Commerce.

CO-OPERATION AMONG CREDITORS.

Some eight years ago, in a Kansas town, says a correspondent in the Iron Age, of 2,500 population, the merchants felt assured in their minds that some concerted action must be taken against those who were constitutional dead beats, and those who gave all the trouble they could before they would pay, under pressure. The exemption law was much in favor of the householder against the merchant; immigration was also large, and they had got to a point where they must do something. A meeting was called one evening at which a large enough number were present and enough interest manifested to justify an organization. The proper officers were elected to serve one year, and the plan in general was as follows: Each merchant or firm were to prepare a list of names of all on his or their books who had not paid their accounts as they promised to, or who had not paid for six months, having been requested either by mail or in person to do

so. Care was to be taken to do no one injustice, nor were any to escape who had the semblance of beats. The names were to be copied into as many books as there were members, each member being entitled to a book. Letters were placed after each name to show the kind of business the party was indebted to, H. for Hardware, D. G. for Dry Goods, etc., but no one but the secretary would know which firm reported any individual. These books were to be revised each month, new names, if there were any, added, and those who had paid were stricken out. No merchant was to trust any one who was indebted to any other member of the association, and the strict observance of this rule was the life of the association. A fee for membership was charged, also small monthly dues, both to be applied to paying bills for stationery and secretary's salary. They met in the town hall, so had no rent to pay.

It did not take long for the man who owed to find that there was a concerted action being brought to bear upon him, not in public denouncement as a fraud or glaring printed cards or envelopes coming through the mails, stating by the printing on the outside that they were to be returned to a dead beat collecting agency if not called for in ten days. He was politely informed that he was indebted to a firm or firms in a certain line or lines, as the case may be, and that until satisfactory evidence that these accounts were paid the merchant could not extend him further credit. He was urged to pay his debt, that the merchant might trust him again. He would, perhaps, try some other store and meet with the same polite, but firm reply, until he was made to see in spite of himself the necessity of putting himself on a paid up basis, or thereafter pay cash for everything. The merchants who would not go into this arrangement—and about 25 per cent. would not—got this class of undesirable trade, and soon filled their books with uncollectable accounts. At last report this association was in a flourishing condition.

A customer secured is a promise of greater salary in time.

PARIS Our first two instalments have been delivered in splendid condition. We have fortnightly supplies coming forward, and hope to be entrusted with many orders that have not yet been received. **BEWARE OF OFF SHADE Paris Green,** so called. We tested a sample of such last season, it was American, and found it to contain 32 p.c. Barytès. **BEWARE OF WET Paris Green,** which though but slightly damp, saves the maker 2 cents per pound. When you buy Paris Green see that you get it. Permit us to recommend our 1 pound round cardboard packets. This very poisonous article should not be exposed for sale in open drums. To induce the introduction of packets, we offer 1 or 2 lbs. at 1 cent per lb. extra, instead of 2 cents as heretofore. **IN PRICE,** we are competitors as well as in quality.

GREEN

Manufactured by our Glasgow House.

FERGUSON, ALEXANDER & CO., - MONTREAL.



Brantford is looking at fire alarm systems with intentions of purchasing.

The Diamond Glass Co., (limited) Montreal, has been incorporated with a capital of \$10,000.

Business at Port Arthur is unusually quiet just now. Several of the merchants talk of removing further west.

Ald. Hallam, Toronto, lost 15,000 pounds of wool in the fire which destroyed W. H. Hutchins' grain elevator last week at Sarnia.

There is a strike for nine hours at the carriage works of Price and Shaw, in St. John, N. B., and of Kelly & Murphy in the same city.

Application is made for the incorporation of the Premier Oil Company, with headquarters at Petroléa, and a capital stock of \$150,000.

The G. & J. Brown Manufacturing Company, Belleville, have received an order from the Northern Pacific railway for two steel turntables for Winnipeg.

The Kingston locomotive works have sold within the past few days five locomotives to the C. P. R., one to the Quebec and Central railway. This represents about \$70,000.

Mr. John Dibb, hardware merchant, Belmont, says the harvest prospects around there are much more favorable than at this time last year. The farmers are in the midst of their haying, which promises to be a very heavy crop.

William Morton, a polisher in Wilkinson's plough factory, at West Toronto Junction, was working about the machinery on Monday when a wheel caught his clothing. He

struggled to free himself and finally succeeded with the loss of some clothing and a broken knee cap. He was taken to the hospital, where his injuries were attended to.

James Harris & Co., St. John, N.B., have taken a contract to supply the ship railway with 600 car wheels to support the cradles on which the ships ride. These wheels will weigh 1,400 pounds each, and the whole job is worth about \$15,000.

News from Port Arthur states that a bonanza has been struck 200 feet distant from other rich finds. One thousand shares of Badger stock were sold in that town on the 10th for \$6,000 or twenty per cent over par. The mine is capitalized for \$250,000.

The storehouse of the Windsor varnish works and about \$7,000 worth of goods were destroyed by fire on Saturday afternoon. Total loss, \$8,000. Insurance, \$3,000. This is the fifth time this store-room has been destroyed since Dunn & Co. have occupied the varnish works.

Windsor is advertising for tenders for the construction of the electric lighting plant to consist of three fifty-light arc dynamos, with 2,000 candle power each, together with all machinery, including boiler, steam engine and steam pump. The work must be completed by September 13.

The Imperial Oil Company intend establishing a depot for the distribution of oil in Kingston, at a cost of \$4,000. It will employ many men. The company asked the Council to guarantee that if the depot be established it will not be disturbed by a change in the present limits granted.

Letters patent have been issued by the Ontario Government incorporating the Hamilton Bridge and Tool Co., capital stock increased from \$70,000 to \$100,000; the Constructing and Paving Co., of Ontario (limited), capital stock increased from \$20,000 to \$100,000; the Algoma Mining and Reduction Co.

(limited), with a capital stock of \$500,000; the Windsor and Walkerville Land Co. (limited), with a capital stock of \$100,000; the Donald Produce Co., of Norwich (limited), with a capital stock of \$25,000; and the Farbanks Consolidated Mining Co. (limited), with a capital stock of \$25,000.

A fire broke out in the kiln house at New & Carpenter's sewer pipe works Hamilton, on Thursday afternoon, and the place, a frame building, was consumed. The kiln was full of sewer pipes, and until it is opened the entire extent of the damage cannot be learned. About \$700 will cover the loss.

On Sunday morning a fire broke out in the foundry, machine shop and planing mill occupied by Dodwell & Saunders, Claremont. The buildings and contents were totally destroyed and other buildings were in danger, but owing to the exertion of the citizens the fire was confined to the one building. Loss about \$3,000, on which there is no insurance.

Between 1,200 and 2,000 iron workers on Tuesday morning refused to go to work in the New Jersey steel and iron mills, which are owned by ex-Mayor Abraham S. Hewitt, of New York city, because of the refusal of the firm to sign the Amalgamated Iron Workers' Association scale of wages, and recognize that labor organization. Mr. Hewitt is in ill-health and travelling in Europe, and there is no one who can authoritatively sign the scale asked by the men. The Knights and the Amalgamated Association have secretly organized the works, which have been non-union for years. The firm is stocked with orders, and have been running day and night. They say they will not sign the scale.

Work can always be found in a store without double-million microscope

Every line of goods embodies a history and a science worth years of study to understand.

You can lose more than we do by not subscribing for this paper.

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WHOLESALE HARDWARE,

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BINDER CORD.

RED CAP.

PURE MANILLA AND MIXED.

DEPRESSION IN REAL ESTATE

The Toronto real estate market is in a most unsatisfactory condition. This was shown at a meeting of creditors of a retail merchant held recently. The statement presented to the creditors was a most favorable one on paper. It showed assets far in excess of liabilities, and the creditors wondered why they were called together. It was explained that the assets were chiefly real estate, but if the real estate were sold it would not realize enough to pay the mortgage. One of these properties consisted of two houses and about fifty feet of land situated on King street, within 1 1/2 miles of Yonge. It was valued at considerably over the mortgage. When the dealer found himself unable to pay the interest on the mortgage the loan company proposed to sell the property, and found that they could not obtain, as already stated, the amount already advanced on it. The same gentleman had property on Dufferin street which divides Toronto from the old town of Parkdale; here again the property would not sell for the mortgage. Another case is that of a gentleman who bought a suburban property for \$4,500; on this he paid \$2,400, the balance on time with interest. The interest was due a short time ago and has not yet been paid, and it is said that the holder is contemplating throwing up the property and losing the amount already paid. These are only two cases, but, there are many of them. Too many merchants have gone into real estate and have crippled their business in consequence. Among them are a great many out of town people. This accounts in many instances for the difficulty some of them have found in meeting their payments. It must not be thought that all real estate investments in Toronto are unsafe. There is still a business doing, and a profitable business, too, but it is not in wild cat schemes in the suburbs, but in productive property in the heart of the city. The moral

is for business men to let real estate alone unless they have a surplus above all liabilities or probable liabilities. Even then investments should be made with caution. They should not allow themselves to be carried away with agents' promises of big profits.

THE DRUMMER CAUSED TROUBLE.

The trouble that has been caused by people carrying letters about in their pockets and forgetting to mail them has no limit. It has formed the subject for untold novels, and has been the cause of many humorous as well as serious incidents says the Business World. A traveling man tells of a case where he neglected to mail a letter and of the result. He was in a certain Illinois town, in the office of some manufacturing establishment, and had just finished his business with the proprietor and was leaving when he was asked to mail a letter on the train he was about to take. The letter was directed to another manufactory, and contained an order for some machinery needed in a hurry. The traveling man had on a light fall overcoat, and into the pocket of this he put the letter. Catching his train, he became absorbed in a paper or with some of the boys and forgot all about the letter entrusted to his care. It was Saturday and the traveler was on his home run. It being mild weather he did not put his coat on when he reached the city, but carried it on his arm all the way home. The next day it was raw and cold, and the regular fall set in, followed closely by winter, so that the drummer did not need his light coat again, and it was flung away at home in a closet to await the coming of spring. The poetic season was that year a trial to everyone, for cold weather did not let up until about the first of June, when it suddenly came off hot and stayed so all through the summer.

Fall again came around and the traveling man once more pulled out his light coat,

His first move naturally was to shove his hand down in the pockets and lo! up came the letter he had put there nearly a year before, unsoiled, uncrumpled, but in good mailing condition, all directed and stamped. A sudden impulse seized him, and, when down town, he dropped the letter in a box. The result of that act was a suit between two big concerns, the amount at issue being about \$1,000. The letter was received in due time after mailing, and by some oversight the date was not noticed. The goods were such as the concern ordering might need at any time, and they were made ready and shipped. The firm to which they were sent naturally "kicked," and the trouble was not fully explained until the case got into the courts. How it was settled cuts no figure, but the neglect of the traveling man to mail the letter gave no end of trouble.—Ex.

One of the effects of the last storm was to cause a panic amongst the employes of Gurd's broom factory in London West. The building rocked so that it was in danger of falling. One of the young men jumped out of the loft window, while others made the best of their way down stairs. The building still stands but it does not look safe leaning away over to the south side, the walls being some eight inches out of plumb.

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Goods conveniently located save time, money and temper in showing.



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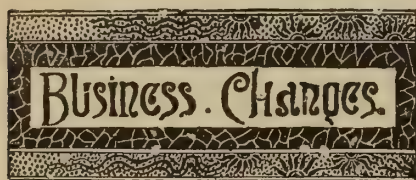
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GNTARIO.

Bothwell & Toronto—Rosebrugh, W & Sons, hardware, stoves, etc., sold out Bothwell business to J. E. Pedlow.

Claremont—Dodwell & Saunders, founders and machinists, burnt out.

Kinglake—McCaffery & Dow, general store, assigned to F. H. Lamb, Hamilton.

Ottawa—Meadows, Henry & Co., tinware and hardware, H. Meadows, deceased.

Windsor—Dunn, J.L. & Co. manufacturers of varnish, partially burnt out, partly insured.

MANITOBA AND NORTH-WEST TERRITORIES.

Lake Dauphin—Adam Ross & Co., general store, stock sold to D. McIntosh.

QUEBEC.

Hudson—Mullan & Thompson, general store, dissolved.

NOVA SCOTIA.

Bridgetown—Morrison, A. J., general store, stock damaged by fire.

Dartmouth—Power, John, carriages, assigned.

Lockeport—Locke, C. & Co., general store, co-partnership registered, Mary E. Locke sole partner.

NEW BRUNSWICK.

Salisbury—Eagles, David, general store, deceased.

BE A LEADER, NOT AN IMITATOR.

The trouble with the majority of us is that we either lack in original ideas, or, if we have them, that we have not the sagacity or boldness to adopt them. In either case we ourselves are the losers. Every enterprise does not succeed, nor does every idea possess that power of drawing trade which the originator had hoped for. But the experience gained, the shaking off of the old feeling of timidity which besets so many men, will have been

gained by such experience, and the possible money loss is as nothing when compared with this.

There are two ways of receiving benefit from the adoption of new ideas, that is, the direct results, and the indirect. Everyone can see the former and appreciate them; sometimes the latter has to be figured out, but it is always there since no effort is ever entirely without results. And very often these indirect results are far more important than those which have the merit of being absolutely direct.

To illustrate: A retailer invested quite a neat little sum in an idea that he had about pushing certain lines of goods. At first the results he had hoped for did not come and he was very much discouraged. In fact, but very few evidences of direct results ever showed themselves, but after a while he noticed that his general trade had increased and that he was selling goods to people whom he had never before been able to approach. He has never been thoroughly able to understand just how his move in a special direction brought him good results from profits against which no attack whatever had been made, and not being a close student, he didn't care solving as he had the results. The fact was that his originality had attracted his new customers simply, not because they were after bargains in the line in which he was working, but because they thought that if he was enterprising in that line he must be equally good in other lines.

It is painful to note amongst so large a proportion of the trade, the repugnance to the acceptance of new ideas. Most new lines have to be fairly forced on the consumers before the trade will take hold. This is a great business mistake; men who want to win a competency can not afford to be laggards. But they say: "How do we know that this idea is going to take, or these goods, what guarantee have we that they will sell?" The fact is that there is no knowledge except post facto that most will accept.

The broadness of mind which contemplates, but never accepts defeat, is what is needed in small dealings as well as large ones, both operations have their dangers, as well as their profits. Those who do not consider this idea thoroughly can never really understand why so many chances come to their competitors which never seem to come their way. And yet it is entirely their own

fault, if they are content to remain with the rear ranks of the school, they can not expect to reach first those tempting bits which are always meeting the advance guard.

Above all they do not understand that to be known as a leader, as a man who always has a new idea, and is ever ready to put it in the market, that this very fact is a better advertisement to their business than would be a half page of their best paper.

Anybody can be a gleaner after unconsidered odds and ends, or can with safety send his boat close to shore, but the rewards are small as is the effort, and, he who goes boldly on the wide waters, and fights the elements for his booty, has every chance to get the best and biggest fish.

E. R. C. CLARKSON

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No Shoddy or Fancy Named Twines
Offered.

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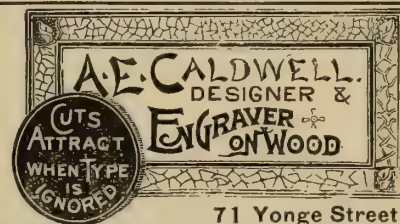
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MONTREAL NOTES.

Mr. W. E. Potter, importer of paints and oils, 1433 Notre Dame street, upon whom a demand of assignment was made some days ago by Messrs. Robb, C. Jamieson and Alex. T. Higginson, and who at the time contested the demand, abandoned the contestation and immediately after duly assigned at the demand of Mr. Jas. Price, who was named provisional guardian of the estate. The liabilities are in the vicinity of \$5,000.

Mr. John McD. Hains has been appointed liquidator to the Dominion Safety Boiler Company, limited, under the provisions of the winding up act.

Messrs. Caverhill, Learmont & Co., among their many large lines are at the present time making a specialty of apple pearers which are advertised in another column. Dealers should write them for quotations at once.

The town of Terrebonne has granted a bonus of \$10,000 to the Canadian Electric Manufacturing Company as an inducement to them to establish a manufactory of electrical appliances in that town. The organizers of the company are Messrs. F. Jannard and Boulard, two young Canadians, and both experienced electricians. The construction of the works will be proceeded with at once.

Camille Lamarche, carriage maker of this city, has assigned with about \$3,500.

THE CORDAGE COMBINE.

Renewed interest has been given to the question of binder twine by the recent announcement that a combination of the Canadian Cordage manufactories has been effected.

It has been known for some time that a move was on foot to form a combination of the different cordage works in Canada. This has now been effected, under the name of the Consumers' Cordage Company, Limited. This company now controls all the rope, cordage and binder twine factories in Canada, with the exception of the factory at Brantford, Ontario.

The factories in the combine are those located at Halifax, Montreal, Lachute, Quebec, Toronto and St. John. Some United States capitalists are interested in the deal in conjunction with Canadian Cordage manufacturers.

The effect of this move will be watched with interest by the trade. The United States capitalists interested are manufacturers in the same line in that country, and the deal will bring the Canadian manufacturing interest into accord with that in the United States. It is claimed that the United States manufacturers have secured a corner on manilla and sisal, which is the raw material principally used in the manufacture of rope, twine, etc., hence it was necessary in order to obtain this material, that the com-

bination should be effected. The leaders of the combine declare that by this consolidation of the Canadian manufacturing interest they will be able to obtain their supply of raw material at a reduction of 30 to 40 per cent., as the parties holding the corner on the raw fibre are also in the new company which controls the Canadian factories. It is announced that the price of twine will not be reduced this season, as the stock of high-priced twine on hand at the various factories had to be taken over by the new company. It is "generously" stated that Canadian consumers will be given the benefit of the reduced cost off the raw material next season. Time will show whether the combine will carry out this promise.—Winnipeg Commercial.

Messrs. Beatty & Sons, Welland, Ont., will build the engines and all machinery for the new dredge about being built at Victoria, B. C., by Messrs. Turpel & Bennets. It will be ninety feet long and have capacity to remove 1,000 cubic yards of earth a day, working to a depth of thirty feet of water. It is claimed that this will be the most powerful dredge on the Pacific coast.

Why is it that when one goes in some stores the purchasing instinct immediately develops itself? One can go into many places where merchandise is offered at retail and hardly be able to get out without securing some part of the stock, and this without solicitation on the part of clerks or proprietors. On the other hand, you can go into other places, and your purchasing instinct gives no sign of life.—Ex.

For a long time the difference between scissors and shears was determined by the former having two sharp points and the latter one. This difference has gradually lost its determining technicality, and the shears of to-day are called so because one of the bows has room for three fingers. It is not always so, but shears are generally longer and of heavier weight than scissors, as would be

implied by the necessity of the strength of using three fingers in the leverage. The cutting of stronger textures has led to a difference in the manufacture and general form of these articles of cutlery, but what determines the name is the fact of using three fingers, or less than that number, in one of the bows.—Hardware (N.Y.)

The annual meeting of the Ingersoll board of trade was held in the council chamber on Friday evening. President A. H. Ellis, in his report gave statistics showing that Ingersoll is one of the largest export centers in western Ontario, the exports last year amounting to \$1,010,496, and the duty collected on our imports amounting to \$25,491,47, for the same period. Besides the large cheese industry, Ingersoll has now one of the largest pork packing establishments in Canada, and all the manufacturers are flourishing. The following officers were then elected for the ensuing year: President, A. H. Ellis; first vice-president, Stephen Noxon; second vice-president, John Morrow; secretary, W. H. Jones; treasurer, W. B. Nelles; auditors, J. Podmore and H. Richardson; executive council, the above-named and J. Gayter, Dr. McKay, M. P. P., Dr. Canfield, Dr. Williams, D. White, O. E. Robinson, J. Brady, J. Frezell R. Miller, A. N. Christopher, W. K. Sumner, M. T. Buchanan, J. Gibson, J. Stephens, and W. Partlo.

Soap and water are cheap, but soil on goods is expensive.

Restore goods to their proper places as soon after using as possible.

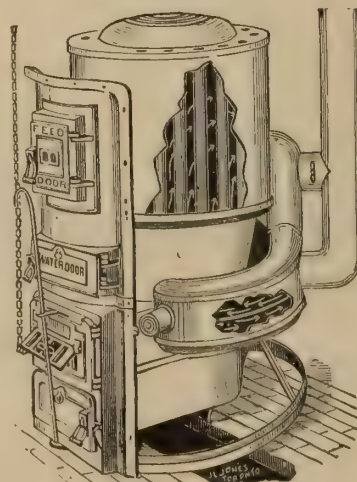
A feather duster disperses but does not remove the dust from the store.

Master the whole business and the way to fortune has been mapped out.

A reputation for truthfulness is indispensable to permanent and satisfying success.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.



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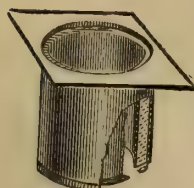
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Fireproof, and wherever
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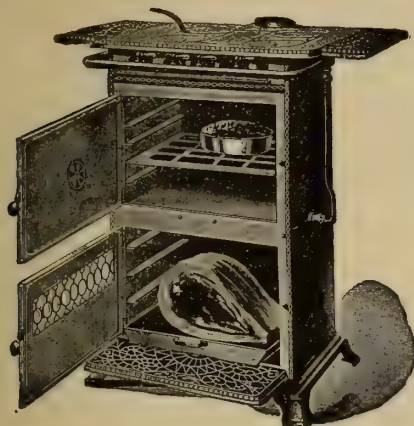
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Iron and Brass Valves, Inspirators, Injectors, Ejectors, Revolution Counters,
Engineers' Clocks, Steam and Hydraulic Gauges, Wrought Iron Pipe and
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Gas Stoves, Oil Stoves, Refrigerators.
Eavetrough, 8 ft. lengths.

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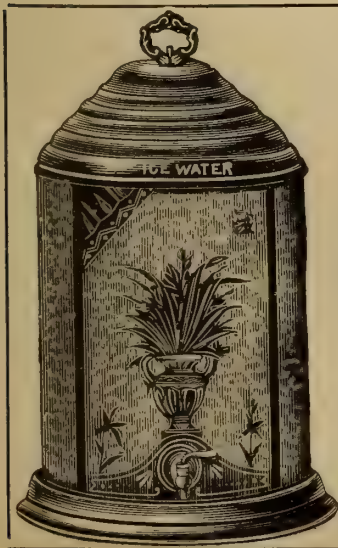
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Milk Can Trimmings, Creamery Pail Trimmings.

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Thos. Davidson & Co., - - - - - Montreal,

MARKETS

TORONTO, July 18, 1890.

It cannot be said that there has been a particularly active trade doing in hardware and metals this week, in fact business has been decidedly dull and below the average for the season of the year. Prices as a general thing do not show any very marked firmness, and the indisposition on the part of the country trade to place orders has the effect of creating a feeling of weakness. It is not anticipated, however, that the present dullness will last, and in the course of a few weeks it is expected that the fall trade will open up actively. As yet very little has been done in fall lines, but a good fall business is confidently looked forward to, and it will probably bring with it more satisfactory prices to the wholesalers.

The effect of the recent strikes is just now beginning to be felt acutely, in the shape of a large falling off in the sales of all building material. The volume of sales has been considerably below that of last year, and there is hardly now time to pick up. However, when carpenters, roofers, etc., get fully to work again the demand for material will probably pick up.

There is still a slow movement in shelf goods, retailers positively refusing to buy till later on in the season. In fancy or special lines of shelf goods no enquiry at all is experienced, and travelers' orders for all lines are rather below the average. Metals are all dull and some of them weak, the most satisfactory feature being an improvement in iron.

Payments are regarded as decidedly unsatisfactory by the majority of the trade. Retailers are not meeting their obligations with anything like promptness, and, in fact, there appears to be a general complaint of scarcity of money. The situation, too, cannot be expected to change for the better until the next crop is marketed, and this will not be for some little time yet. While quite large sums are being distributed throughout the country in payment of such lines as butter, cheese, and cattle, the amounts have no appreciable effect upon the general monetary situation, and do not go far towards a general payment of accounts. With the present crop prospects, however, it would certainly appear as if the autumn would see money fairly plentiful, and those merchants who are in a position to pull through till then will probably see their anxiety relieved. The present is a critical time for country storekeepers, however.

IRON.

The iron market is in a much more satisfactory condition, better advices from abroad having improved things here. More activity is beginning to be manifest, as buyers are apparently more anxious to lay in their stocks. It is the opinion of many in the trade that prices have touched bottom, and that any change must be in the direction of a higher range of values. Dealers here are asking, if anything rather higher prices for pig iron, but values here are governed by the coarse of the Montreal market, and most of the iron owned by Toronto dealers is held in Montreal. Common bars are reported to have sold here at \$2.30, but we retain quotations at \$2.40. The London Times says regarding the situation:—"The condition of the iron trade is still slowly improving, as orders are coming forward from the Continent and Canada as well as from consumers at

home. The least satisfactory feature is the absence of demand for shipbuilding materials, which, however, is only to be expected, as fresh orders for vessels have been rare for some time past. The enquiry for railway iron is increasing. The Glasgow pig iron market was flat early in the week, but has since recovered, owing to re-purchases being effected by "bears." The Cleveland makers are once more showing firmness in adhering to their quotations, as they have good reason to hope that the monthly returns will again show a reduction in the stock of that district. The shipments from the Tees have been very good lately, having amounted for the month up to Thursday night to 71,491 tons, against 67,363 tons for the corresponding portion of June, 1889. The hematite market has been comparatively quiet, and prices are rather unsettled. The Cumberland makers are quoting various prices, ranging from 52s. 6d to 55s per ton for "mixed numbers."

AGRICULTURAL IMPLEMENTS.

There has been a good trade done this year with Manitoba and the North West territories. According to the Winnipeg Commercial the feature in this branch is a brisk demand for mowers and hay rakes. The trade in these articles this season is very large, and there is some prospect that the demand may exceed the supply. As to binders there is considerable disposition to hold back orders as late as possible. A good deal of interest is being taken in the question of press drills. These drills had a very large sale in Manitoba last spring, though up to that time they had been almost unknown in the country, and had not received anything like a thoroughly practical test as to their value.

TIN AND TIN PLATE.

While the local market shows a slight feeling of easiness there has been no actual reduction in prices, as there is a sufficient demand to enable dealers to maintain present figures. The English market has improved under the influence of the vast amount awaiting shipment to the United States, and statements that the contemplated movement there would take 2,100 tons from the market. Threatened scarcity has been averted, however, by more recent movements. Stocks will hardly allow of any considerable reduction, as consumption is steadily increasing.

The tin plate market is steady, under foreign advices, while the movement is not very large. Dealers have probably large enough stocks on hand and do not anticipate any immediate change in spot prices. The English market is very steady, and buyers have been somewhat anxious to place orders, owing to reduced stocks awaiting shipment. Stocks at shipping points now are about 361,000 boxes, against 342,000 boxes a year ago.

COPPER.

There has been quite a bit of speculation in this article lately, both here and in Montreal, and one or two parties have made profits on the late advance. While holders of the metal are endeavoring to hold up prices the market appears to be rather easier, and it is probable that present quotations could be shaded. The consumptive demand is not very strong. The London market is rather stronger in ingots. Sheets are without feature.

NAILS.

The market for these does not show any great degree of strength, owing to the fact that dealers generally have pretty good supplies on hand, while the demand is inactive. Competition is brisk, and holders would prob-

ably be willing to shade prices in order to make sales. We quote this week in a basis of \$2.55 for cut.

LEAD.

The movement is of moderate dimensions, and the market, while steady, is dull. Soft Spanish is cabled at £13 2s. 6d., with the demand only fair.

ZINC.

Zinc and spelter continue dull and easy, but with a resumption of any activity it is expected that the market would firm up. Ordinary Silesian spelter is quoted by cable at £23 7s. 6d., with the market firmer and more doing.

CANADA PLATES.

More activity begins to be manifest in this article, and it is apparent that views of buyers and sellers are divergent. Holders of plates are disposed to be firm in their ideas, although it is hinted that one or two parties have allowed their eagerness to make sales to result in letting consumers have the plates at lower prices than most dealers are asking. For future delivery merchants are quoting even higher prices than are to-day ruling.

BINDER TWINE.

Business in this article is said not to be very profitable for dealers this season. With the present crop prospects there is said to be a likelihood of a shortage in the supply, despite the fact that pretty large stocks were carried over from last year. This, however, has been counterbalanced by a falling off in this season's production. Prices to farmers are lower than last year, while the mills have made a slight advance to retailers, who have thus but a slight margin of profit left. With last year's experience still fresh retailers have ordered sparingly, and with manufacturers said to be making only on actual orders there is not likely to be any surplus held over this year, if, indeed, the supply hold out. Facts, therefore, point to higher prices before the season is out, and it is within the probabilities that those who neglect to order now may have to pay more for their supply later on.

SCRAP METALS.

No change has occurred in the scrap metal market this week. Supplies are coming in fairly well, and at the late declines are being taken by dealers, but there is actually no feature of interest to note. Dealers' prices are as follows:—No. 1 heavy scrap, 60 per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap, 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 25c.; new scrap copper, 10c.; heavy scrap copper 10½c.; old copper bottoms, 8½c.; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 9c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2½ to 2¾c.; country mixed rags, \$1 to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PAINTS AND COLORS.

The market is without particular feature this week and there are no changes in prices to note. Turpentine is still held at old figures, but is easier in sympathy with advices from the south and is expected to decline. Mail advices from Savannah, dated July 9, say that "spirits turpentine is gradually easing off from the recent advanced prices and the market to-day is quiet at 38½c. Receipts are very heavy and point to July and August supplies making up all the deficiencies of May and June. The ruling high price will stimulate the production and cause large receipts in the fall. In London the fall and winter months are selling about 1c per

NORTHEY & CO., - TORONTO, ONT.

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FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP CONDENSERS

FOR ATTACHING TO

High Pressure Steam Engines,

MARINE AND STATIONERY.

GREAT ECONOMY

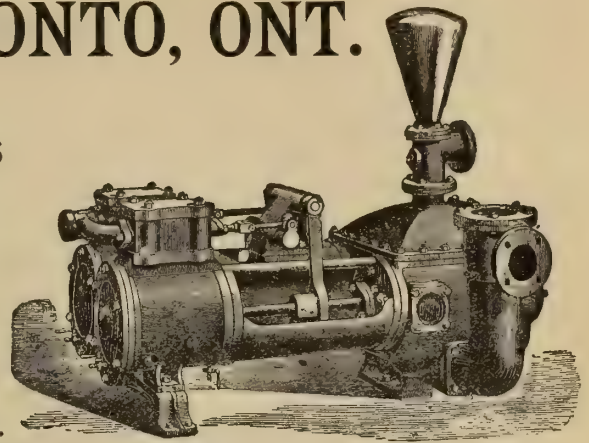
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FUEL AND POWER

GUARANTEED.

Prices and particulars on application.

OFFICE AND WORKS: Corner Front and Parliament Sts.



MARKETS—Continued.

gallon lower than July, August and September—quite an unusual situation." Stocks of turpentine at southern points are now 20,197 bbls. against 21,539 bbls. a year ago. No castor or linseed oil has come upon the market, and the situation in these is without change. Prepared paints are slow and easy. Whitelead is moving more freely than is usual at the season of the year, and quite a good business is doing in it. The resumption of building activity is said to have created the demand. The season for Paris Green is over, and there is now only a nominal business doing in this line. Merchants here are said to be left with but light stocks on hand, having done a pretty good trade while the season lasted. Glue is featureless.

CEMENT.

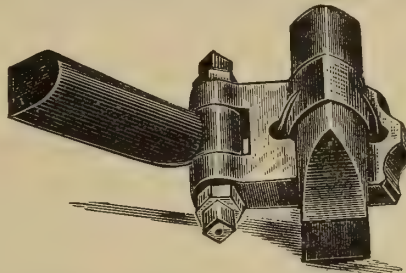
There is no change at all in the cement market for this week. The demand is about equal to last week, with the prices the same.

HIDES, ETC.

HIDES—Cured still go at 6½c. There is a very good outside demand for them, but there is an insufficient supply of green for the trade carried on by the curers. No. 1 green steers are 7c. No. 2 are 6c., and No. 3 5c. Cows' are 1c. lower in each grade. All are wanted that can be had.

TALLOW—Rough is 2c., and rendered is 5½c.

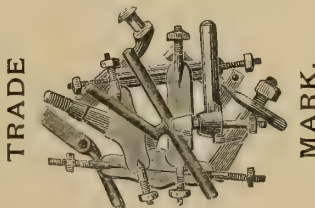
WOOL—The trade is almost entirely in new wool, which sells without difficulty at 21c. The receipts have lately been very good.



CLARRY & CO'S THILL COUPLING, Mirfield's Patent. SAFE, ABSOLUTELY NOISELESS, PERFECT. NO RUBBERS, NO SPRINGS, because none are required. ALL RATTLING PREVENTED. The nicest thing ever invented. A boon alike to the Manufacturer and the Purchaser of Carriages, Buggies, etc. COMPLETE, CHEAP AND EFFICIENT.

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Prices Furnished on Application.

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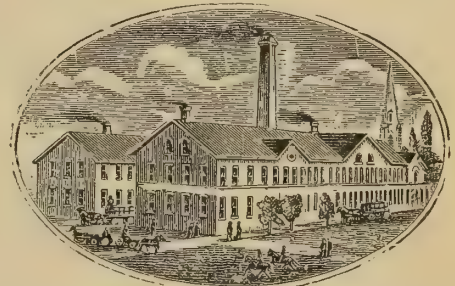
Manufacturers of
CARRIAGE HARDWARE AND
WROUGHT IRON FENCES, Etc.
Drop Forging of every Description.
Prices furnished on application. All work
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205 and 211 King St., LONDON, ONT.
Manufacturer of
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Wire Goods and Iron Work of all kinds.



Galt Rag and Metal Co., Dealers in Rags, Bones, Scrap Iron, Copper, Brass, Lead, Zinc, Scrap Rubbers, Paper Stock, &c. Highest Cash Prices Paid. Orders by mail will receive prompt attention. Galt, Ont.



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We manufacture the greatest variety of Stave, Market and Satchel Baskets and Fruit Packages, of any establishment in the Dominion.

Write for Illustrated Catalogue and Price List.

The Ontario Basket Co., Limited,
WALKERVILLE, ONT.

Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont.

NEW YORK MARKETS.

NEW YORK, July 17, 1890.

The information picked up in the market here, and the reports that come in from other centres, reveal a quiet condition of affairs in the iron and steel trades. There is more or less business going on in a quiet way, chiefly moderate purchases by consumers of supplies that may be needed to tide over immediate wants; but no operations on a large scale, or important negotiations in finished products or crude materials appear to be under way. However, the orders in hand seem to be taking up the greater portion of the output of furnaces and mills. Car and locomotive builders appear to be quite busy, and do also manufacturers of structural material and foundrymen, while the minor industries using iron and steel are working on remarkably full time for this season of the year. In other words the general situation looks favorable, not only for steadiness during the midsummer, but for good results when the full season opens.

STEEL RAILS.

According to the official report there had been sold up to July 1st a total of 1,190,000 tons of steel rails by the associated manufacturers. There were delivered during the six months 713,200 tons by the same concerns. These figures do not include the business of the Alleghany mill. At present the associated mills are working on allotments based upon 1,410,000 tons for the year. One concern is over-sold to the extent of 20,000 tons, and none of the others have more than 22,000 of their allotment to dispose of. The total unsold is only 220,000 tons. The rail trade would thus appear to be in very favorable shape, and, were data of other productions available, it would doubtless be shown that the aggregate business of the steel mills during the first half of the year was very heavy. At present the very lowest price on rails is \$31 at the mill, and \$31.50 to \$32 are the general quotations.

OLD RAILS.

In old iron rails business is momentarily tame and buyers are not manifesting the same degree of interest that they did a week or ten days ago. Prices remain at about \$24.50 for tees and \$25.50 for double heads. Wrought scrap iron is quoted at \$21.50 to \$22 for No. 1 on cars, and car wheels at \$18 here.

TIN.

Some little time ago a local speculator undertook to run a "bull" deal in pig tin independent of the powers that be in the market. This trader accumulated 700 tons of the metal. Last month 200 tons were quietly settled, and since that time the arch manipulators have given the market periodical poundings. By so doing they succeeded in securing at 21c. per pound the balance of 500 tons owned by the lone speculator referred to. At all events such is the general report in the trade. At present these manipulators are working a "bull" movement of their own, relying upon the passage of the silver bill and the innocence of the trade and outsiders to unload at a profit. In London they have carried prices up to £95 5s. per ton for prompt and £95 15s. for future delivery. In this market there has been a corresponding rise to \$21.50 to \$21.60 per pound. About 150 tons have changed hands here in a speculative way, of which quantity at least three-fifths was taken by the clique. The trading was at \$21.30 for prompt shipment, \$21.20 to \$21.35 for August delivery, and \$21.25 to \$21.30 for September. On Tuesday the net cash quotations for 10-ton lots were

\$21.40 bid, \$21.70 asked spot, \$21.40 to \$21.60 July, \$21.35 to \$21.50 August and \$21.25 to \$21.35 September. Store prices were about \$21.50 for 5-ton lots, and \$21.65 to \$21.75 for smaller quantities.

COPPER.

The demand for Lake Superior copper has improved somewhat the past few days. One firm has disposed of 500,000 lbs. at 17c. for delivery this month and next, and other transactions are believed to have been closed. Odd lots may, perhaps be picked up here and there at a fraction less, but the large holders and producers name 17c. as being inside rate. Arizona is still quoted at 15½c., and common casting copper at 14¾c. There was a rumor of a large block of "French syndicate" stock having been purchased in the English market by a prominent local firm, but members of the latter deny that the rumor is founded upon fact, as far at least as it connects them with the alleged transaction. Prices have advanced somewhat in the London market, the latest cables from there quoting merchant bars £58 2s. 6d. spot and £58 15s. future.

LEAD.

Operations in pig lead have been on a small scale, and the market has responded very faintly to the progress of the Silver bill, upon which a great deal has been depended for livelier operations. Small sales at \$4.52½ to \$4.55 cover the only trading reported here, and dealings have been moderate in the West also. At St. Louis \$4.35 is still quoted.

SPELTER.

Spelter has had slow movement, but prices are kept quite firm at primary points. From St. Louis, \$5.15 to \$5.20 was quoted on prime Western, and Eastern delivery is about \$5.45 to \$5.50. Spot stock is held a shade above those figures.

TIN PLATE.

Large buyers are purchasing tin plate in a cautious way, yet showing more interest now than they manifested a week ago. The general trade demand is slow. Prices are quite firm, however, and in some instances rather higher.

MONTREAL

MONTREAL MARKETS.

JULY 17, 1890.

IRON AND HARDWARE.

There has been a little improvement in hardware the past week, but as this is the duller season of the year little else can be expected. Summerlee unchanged at \$21.50 to \$22; Carnbro at \$18.75. There is an easier market for Canadian and English bars which are now quoted at \$2.30 and \$2.50 respectively. Hoops and bands \$2.75. Canada plates \$2.85 to \$3.

NAILS.

There is no new feature in nails to note. Jobbers continue to sell at \$2.45, and even that price is shaded. A meeting of the makers is to be held this week to try to come to some arrangements as the conformity of of prices. Horse shoes are still quoted at \$3.65 for round lots, and \$3.75 for small lots, but lower prices are likely to prevail.

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	....	2 50
8 dy to 9 dy, " "	....	2 75
6 dy to 7 dy, " "	....	3 00

4 dy to 5 dy, Am. pat	....	3 25
3 dv fine hot cut, "	....	5 50
4 dy to 5 dy, cold cut, Can. pat.	....	3 00
3 dy, cold cut, "	....	3 50
2 dy, hot cut, nails "	....	5 70

	Steel Wire	
	Cut Nails	Nails
10 dy to 60 dy, per keg	.....\$2 60	\$3 60
9 dy " "	.....2 85	3 95
8 dy " "	.....2 85	4 30
7 dy " "	.....3 10	4 65
6 dy " "	.....3 10	5 00
5 dy " "	.....3 35	5 00
4 dy " "	.....3 35	5 30
3 dy " "	.....4 10	6 35
3 dy fine " "	.....5 60	8 05

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 50
4 dy @ 5 dy, per keg	.....	3 75
6 dy @ 7 dy, "	.....	3 50
8 dy @ 9 dy, "	.....	3 25
10 dy @ 30 dy, "	.....	3 00
Cut spikes, "	.....	2 75

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	.....	\$4 90
1 " " "	.....	4 50
1 ½ " " "	.....	4 20

Finishing nails 75c. per keg over same size hot cut, viz., from \$6.60 for inch to \$2.65 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.60 for 1-inch to \$3.40 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$7.10 for 1-inch to \$3.90 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand 50 per cent. discount, for small lots. P. B. & Co. brand 50 per cent. of list for small lots. Large lots 50 four months, with 5 per cent off for cash in 30 days.

GLASS.

There is no new feature in glass. A brisk demand continues at former prices. First break \$1.40 to \$1.50, second do. \$1.50 to \$1.60, 50 feet, \$3.25 to \$3.50 and 100 feet \$3.40 to \$3.75.

PAINTS AND OILS.

There is a continued fair demand for paints and oils due to the extensive building now going on. White lead is firmly held at former prices. Cable advices from England report pretty fair demand. Ordinary pale seal 50c.; steam refined seal 53 to 55c., large lots shaded; market bare. Shipments of linseed oil arriving are light and are quickly picked up. Three vessels are expected this week with from 1,200 to 1,500 barrels. Turpentine firm at 65c.; telegraph advices from Wilmington, Savanna, state advance of 2c. a gallon. Paris Green sales, as far as the West is concerned is over; a few orders are coming in from the East as the season there has been later. Quotations are 16 to 17c.

CEMENT AND FIRE BRICK.

Stocks of cement are being rapidly reduced, in consequence of which a stronger feeling prevails and prices are stiffer. There is also less disposition in holders to sell without profit. Prices have advanced on English brands to \$2.45, to \$2.55 for round lots, and Belgium brands \$2.35 to \$2.50, small lots bringing 15 to 20c. a keg more. There is good demand for fair sized lots; no large lot moving. Fire brick is moving freely and light stocks.

CHEMICALS.

The only noticeable change in the chemical market is the rise in caustic soda, and a slight decrease in sulphate of copper for prompt delivery, other lines are unchanged and prices are as follows:—Alum, \$1.60 to \$1.75; caustic soda, \$2.25 to \$2.75; copersas, 80 to 90c; cocoa nut oil, 6½ to 6¾c; carbolic acid, 55 to 60c; bleaching powder, \$2 to \$2.50; borax, 7½c to 8½c; soda ash, \$2.20; cream tartar, 26c to 27c; tannic acid, 45c to 55c, and sal soda, 90 to \$1.10.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

TRADE
"EASTLAKE"
MARK.

Metallic Shingles.

Price List and Catalogue sent on application

The Metallic Roofing Co. of Canada
(Limited.)

Rear 84, 86, 88 and 90 Yonge Street,
TORONTO.

PUSH ON THE HANDLE AND THE SCREW GOES IN.

Will last a lifetime. Two Sizes.

Sold by CAVERHILL, LEARMONT & Co., Montreal, & all other dealers

Electric Supplies for Electric Lighting, Electric Bells, Wire Annunciators. Contractors for Electric Work.

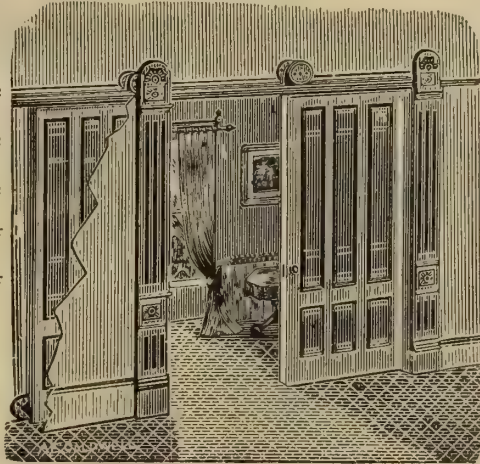
HENRY S. THORNBERRY & CO., 39 King St. W. Toronto.

Clarke's Common Sense Sliding-Door Hanger

Slides back and forth with a more Graceful and Easy Motion and with less noise than any other Hanger.

With this hanger there is :

- No Side-draft.
- No Kicking.
- No Flanges on the wheels.
- No Jumping the Track.
- No Inaccessible Tracks in the Pockets.
- No Tearing Down of Lath and Plaster.
- No Dead Weight of heavy doors constantly hanging to the track.
- No Tracks to be put in until ready to hang the doors.
- No False Pockets in the Tracks for either



Single or Double Doors.

Doors equipped with this Hanger are suspended at the upper front corner and supported or rest upon a single roller secured to the lower inside corner, perfectly balanced, moving easily.

Common Sense Hangers can be applied to doors that have been hung with any other hanger without removing the plastering, woodwork, or any of the sheathing of the pockets, or creating any muss whatever.

MANUFACTURED BY

THE PETERBOROUGH LOCK MANUFACTURING COMPANY,
PETERBOROUGH, ONT.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

HAVE COMPLETE STOCK OF FOLLOWING SEASONABLE GOODS :

Harvest and Garden Tools, Lawn Mowers, Rubber Hose,
Garden Shears, Hose Reels, Green Wire Cloth, Fly Traps,
Dish Covers, Ice Cream Freezers, Preserving Kettles.
(Enamelled and Granite).

PLEASE WRITE FOR QUOTATIONS.

Builders' Hardware, House Furnishing Goods, Tinsmiths' Supplies, Plumbers' Supplies, Steamfitters' Supplies,
Brush and Broom Makers' Supplies.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



The above Brand of Lead

Requires no Association Guarantee.

It is the STANDARD of the Dominion for

Purity, Fineness and Whiteness.

WILLIAM JOHNSON COMPANY,

MONTREAL, QUE.

Williamson
& Lambe

STORAGE.

54 & 56
Wellington St. E.,
TORONTO.

DESKS

OFFICE, LIBRARY,
CHURCH AND SCHOOL
FURNITURE.

JOHN M. BLACKBURN & CO.,
41 COLBORNE ST., TORONTO,
—AND—
162 ST. JAMES ST., MONTREAL.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb ingots, per lb	25	26½
Straits 100 lb ingots, " "	25	26½
Strip " "	27	28

Tin Plates—Charcoal Plates, Bright.

Bradley M.L.S.	Per box.	
I.C., usual sizes	\$6 25	\$6 50
I.X., " "	7 50	7 75
I.X.X., " "	8 75	9 00
Raven & P.D. Grades—		
I.C., usual sizes	4 75	5 25
I.X., " "	5 75	6 25
I.X.X., " "	6 75	7 25
L.X.X., " "	7 75	8 25
D.C., 12½ x 17	4 50	
D.X., usual sizes	5 50	
D.X.X., " "	5 25	6 65

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	4 25	4 50
I.C., special sizes	4 25	4 50
B.V. Grade, I.C., usual sizes	4 25	4 50

Note.—Round lots of 14220 could be purchased of 25c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	8 50	8 75

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.	
I.X.X., 14x56, 50 sheet bxs		
" 14x60, " "	6½c.	7c
" 14x65, " "		

Iron and Steel.

Common Iron, per 100 lb	\$2 40	
Refined " "	2 75	
Horse Shoe " "	2 75	
Band " "	3 20	
Hoop " "	3 20	
Swedish " "	4 00	4 50
Nova Scotia Bar Iron	2 75	
Sleigh Shoe Steel	2 75	
Machinery, Tire Steel	3 00	3 25
Best Cast Steel, per lb.	0 13	0 14
Russian Sheet	0 11	0 12
Tank Plates	2 25	2 50
Boiler Rivets	4 75	5 00

Boiler Tubes.

2-inch	13c
3-inch	18½

Boiler Plate.

½ inch	\$3 50
5-16 " "	3 35
¾ " "	3 25

Sheet Iron.

1 to 20 gauge	3 50
22 to 24 " "	3 75
24 to 26 " "	4 00

Canada Plates.

Blaina	3 00
Boars Head	3 15
Maple Leaf	3 00
All Bright	3 50

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5½, 6c
26 gauge, " "	5½, 6½
28 " "	6, 6½
Gordon Crown—	
16 to 24 gauge, per lb	5½, 6c
26 gauge, " "	5½, 6½
28 " "	6, 6½

Note.—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, ½ inch, per lb	4½c
" 7-16 inch	5½
Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—Ingot.

Lake Superior, per lb	0 00 0 00
Baltimore " "	0 17 0 18
English B.S. " "	0 17 0 18

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	\$0 28 \$0 31
" round & square	
1 to 2 in. " "	0 26 0 28

Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,	
16 oz, 14x18 and 14x60	\$0 21 0 22
Untinned, 14 oz, and light,	
16 oz, irregular sizes	0 22 0 23

Note.—Extra for tinning, 2½ cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x 48 and 14x60 0 30 0 32

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 22 0 26
" 35 to 45 " "	0 21 0 22
" 50 lb and above per lb	0 20 0 21

Boiler & T. K. Pits.

Plain Tinned, per ss.	0 26
Spun " "	0 30

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge	0 21 0 25
" " 27 to 30 " "	0 23 0 29
" " 30 and up	0 26 0 29
Sheets, hand-rolled 2x4 ft.	0 23 0 25

Zinc Spelter.

Foreign, per lb	0 06 0 06½
Domestic " "	0 05½ 0 05½

Zinc Sheet.

5 cwt casks	0 06½ 0 06½
Part casks	0 06½ 0 07

Lead.

Imported Pig, per lb	0 04 0 04½
Domestic " "	0 04 0 04½
Bar, 1 pound	0 05 0 05½
Sheets, 2½ lbs, per square ft,	5 00 5 25
by roll	
Sheets, 3 to 6 lbs, per sq ft,	4 75 5 00
by roll	

Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 27½ p.c. discount.

Note.—Cut lengths, net price; ton lots 27½ and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 20 0 22
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Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	\$0 20 \$0 21
Other makes " "	0 19 0 20
Pure White Lead, ground in oil,	
Associat'n guarantee, per lb	53 6
No. 1 Do.	0 5½
No. 2 Do.	0 4½
No. 3 Do.	0 4½

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)	
Pure, per gallon	\$1 10
2nd qualities " "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)	
Venetian Red, per lb	0 05
Chrome Yellow " "	0 09
Golden Ochre " "	0 06
French " "	0 05
Marine Black " "	0 09
" Green " "	0 09
Chrome " "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) in bbls, per lb	0 01½
" " (J.F.L.S.) " "	0 01½
Venetian Red (R.C.2) " "	0 01½
" " (1343) " "	0 02
English Oxides " "	0 03½
American " "	0 02½
Paris Green, per lb	0 16½ 0 17½
Burnt Sienna " "	0 08½
Burnt Umber " "	0 06
Drop Black " "	0 09
Chrome Yellows " "	0 12
" Greens " "	0 12
Golden Ochre " "	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 70
Brown Japan " "	0 70
No. 1 Carriage " "	1 50
Gold Size Japan " "	1 40
Pure Orange Shellac " "	2 20
Hard Oil Finish " "	1 50

Linseed Oil (in bbls).

Raw, per gal	0 77
Boiled " "	0 80

Turpentine (in bbls).

Selected Packages, per gal	0 62 0 64
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Castor Oil.

Best, per lb	0 12 0 13
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Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 12 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	" 0 05½
" No. 2	" 0 04½
" No. 3	" 0 04½

Acme Paints.

Neal's Carriage, discount 40 p. c.	
English Oxide, by the barrel	0 02
American Oxide	0 01½
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p. c.	
Granite Floor, in tins, 90c, 47½c.	0 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	
" Wagon and Imperial, dis 40 p. c.	
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz	1 25
Acme Carriage Top Dressing, \$1 75	per doz 4 00 8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 to 45 p. c. Amer.	
Rim Fire Cartridges, Dom. 50 and 10.	
Rim Fire Military, net list. Amer.	
Central Fire Pistol & Rifle, 15 to 18 per cent. Amer.	
Central Fire Cartridges, Dom. 30 & 10	
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p. c. Amer.	

Wads.

Eley's, per 1,000	\$0 25 \$1 60
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Anvils.

Per lb.	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	5 65 1 59
Pegging, " "	0 65 1 25
Brad, " "	0 85 1 60
" handled	3 60 7 30
Saddlers', " "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, " "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	6 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Brass, N.P., 60 to 66½, 50 and 10 to 60 p. c., dis.	
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Door.

Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50

Cow.

American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 p. c.	

Farm.

American, each	2 00 5 00
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House.

American, per lb.	0 35 0 40
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Bellows.

Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount 35, 40 per cent.	

Belting.

o. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 per cent.	

Bench Stops.

Per doz	5 00 6 00
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Bits—Auger.

Gilmour's dis 55 to 60 p. c.	
Excelsior—Jennings', discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jennings' Gen, net list to 5 p. cent dis.	

Car.

Gilmour's, 47½ to 50 per cent.	
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Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb.	0 11 0 15
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Bolts.

Carriage, dis, 60 and 5 per cent. to 65 per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis., 40 to 45 p. c.	
Elevator, dis., 35 to 40 p. c.	
Machine, dis., 60 to 60 and 5 p. c.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 35 to 40 per cent.	
Reversible, dis., 65 to 70 per cent.	
Vegetable, per doz	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	5 00 40 23
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Butts—Brass.

Wrought Brass dis. 60, 60 and 10 per cent.	
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Cast Iron.

Loose Pin, dis. 60 to 60 and 5 per cent.	
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Wrought Steel.

Fast Joint, dis. 60, 60 & 5pc.	
Loose Pins, " 60, 60 & 5pc.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz	3 75 4 50

Card.

Horse, per doz	0 70 0 95
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Carpet Stretchers.

American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz	22 50
World	21 75
Daisy,	24 00
Star,	18 00

Crown Jewel, per doz	29 00
Grand Rapids,	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50pc.	
Plate " dis. 50pc.	
No 31 and 32, per gross	8 50 11 25

Cement.

Portland, car load lots	2 70
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.

Carpenters' Colored, per gross	0 50 0 85
White, lump, per lb.	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz	0 85 4 00

Churns.

Amer., dis. 50 p. c. to 60 p. c.	
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Clamps.

Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clips.

Axle, dis. 65 p. c.	
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Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 85
No. 2	2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p. c.	
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Cradles, Grain.

Canadian, discount 25 p. c.	
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Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English, " "	2 00 4 00

Draw Knives.

American, dis. 70.	
Canadian, dis 25 to 35 p. c.	

Drills and Drill Stock—Breast.

Millar Falls, per doz	16 00 51 50
P. S. & W., dis. 40 per cent.	

Twist.

Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.

Dis. 17½ to 22½ p. c.	
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Faucets.

Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star,	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. list, 50 & 5 to 50 & 10	
Barton Smith, dis. 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis. Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25pc.	
Horse Rasps, Kearney & Foote's dis Am list, 50 p. c.	
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33½ p. c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc, dis. 40 p. c. to 42½ p. c.	
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Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis, 50, 50 & 10 p. c.	

Fruit Presses.

Henis' per doz	4 00
Enterprise, discount 10p. c.	

Fry Pans.

Acme, discount 50, p. c.	
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Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p. c.	
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Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 40
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Glass.

4th quality Star, 1st break	1 55 1 60
" 2nd "	1 65 1 70
" 3rd "	3 90 4 00
" 4th "	4 20 4 25
" 5th "	4 50 4 55

Window Glass.

Pilkington's ordinary	
1st break	\$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	6 50

Picture Glass.

Pilkington's ordinary.	
1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Glue Pots.

Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list.	
Can. discount 25 to 27½ p. c.	

Tack.

Magnetic, per doz	1 10 1 50
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Sledge.

Canadian, per lb.	0 12½ 0 15
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Ball Pean.

English and Can., per lb.	0 25 0 37½
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Handles.

Axe per doz	1 00 3 50
Store door "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 30 p. c.	
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Hoe.

C. & B., discount 30 p. c.	
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Saw.

American, per doz	1 00 1 25
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Plane.

American, per gross	3 15 3 75
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Hammer and Hatchet.

American, per doz	0 50 0 80
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Cross Cut Saw.

Canadian, per pair	0 18 0 25
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Hangers.

Door 4 and 5 inch, per pair	0 40 0 80
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Hatchets.

Can., dis. 37½, 40 p. c.	
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Hinges.

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Hooks—Cast Iron			Pencils.			Scale Beams.			Cigar Box Nails, dis. 35 p.c.		
Bird Cage, per doz	0 50	1 10	Dixon's, per gross	1 00	4 25	Canadian, B. S. & M. dis. 40 per cent.			Shoe Finders' Tacks & Nails, dis. 25 p.c.		
Clothes Line, "	0 27	0 63	" Carpenter	2 25	3 60	Scrapers.			Tape Lines.		
Harness, "	0 72	0 88	Picks.			Box, per doz	2 10	4 50	English, ass skin per doz	\$2 75	\$5 50
Hat and Coat, per gross	1 00	3 00	per doz	6 00	9 00	Foot, "	40	3 50	English Pat. Leather	5 50	9 75
Chandelier, per doz	0 50	1 13	Picture Nails.			Screens.			Chesterman's, each	0 90	2 85
Wrought Iron.			Porcelain Head, p. gross	1 65	3 00	Window, patent, per doz	6 00	7 50	steel, each	0 80	8 00
Wrought Hooks and Staples, Can.			Brass Head, "	40	1 00	Screw Drivers.			Thermometers.		
dis. 17½, 20 p.c.			Planes.			Sargent's, per doz	65	4 00	Tin case & dairy, dis. 75 p.c.		
Wrought Hooks and Staples, Amer			Wood, bench, Canadian, or American			Screws.			Ties.		
dis. 75 to 75 and 10 per cent.			dis. 50.			Wood, flat head iron, dis. 47½ percent.			Cow, per doz	1 25	2 50
Wire.			Wood, fancy Canadian, or American			Wood, round head iron, dis. 42½ per cent.			Tinner's Shears and Snips		
Hat and Coat, dis. 35, 40 p.c.			dis. 35, 37½ per cent.			Wood, flat and round head, brass, dis. 25 p.c.			P.S. & W., 10 p.c. advance on American list.		
Belt, per 1,000	0 60	2 70	Bailey's (Stan B. & L. Co.) 33½ to 35 per cent.			Bench, wood, per doz	3 25	4 00	Tinware.		
Screw, bright, Eng., dis. 40, 5, 45 per cent.			Miscellaneous, dis. 10 to 12½ per cent.			Bench iron per doz	4 25	5 75	Stamped, dis. Assn list, 70, and 12½ per cent.		
Horse Nails.			Bailey's Victor, dis. 10 to 12½ per cent.			Scythes.			Japanned, dis. Prices on application		
Canadian, dis. 50 to 50 and 10 p. cent.			Plane Irons.			Discount 40 per cent. to 42½ per cent.			Pieced, dis.		
Ice Picks.			English, per doz	2 00	5 00	Scythe Snaths.			Transom Lifters.		
Star, per doz	3 00	3 25	Pliers and Nippers.			Canadian, dis. 33½ to 35 p. c.			Payson's, dis. 25 per cent.		
Kettles.			Button's Genuine, per doz. prs. dis 37½, 40 p. c.			Shears.			Traps.		
Brass spun per lb	0 28	0 30	Button's Imitation, per doz.	7 40	10 25	B. & W., japanned, dis. 75 per cent.			Game, Newhouse, dis. 17½, 20 per cent.		
Copper, "	0 40	0 45	German, per doz	60	2 60	B. & W. N. P., dis. 65 p. c.			Game, H. & N., or P.S. & W., discount 57½ to 62½ p.c.		
Enamelled Can. 50 p.c.			Plumbs and Levels			Seymour's dis. 60 p. cent.			Mouse, per doz	0 35	1 50
American, 50 and 10, 60 and 5 per cent			S. R. & L. Co., dis. 65 p. c.			Etna, dis. 75 @ to 75 and 10 per cent.			Rat "	2 00	4 50
Keys.			Poppers.			Sheaves.			Trowels.		
Lock, Can, dis 50 p.c.			Corn, square, per doz	1 35	2 00	Sliding Door, per set	77	1 40	Disston's, discount 10 p.c.		
Cabinet, Trunk, and Pad-lock, Am. per gross	1 60	4 75	Pruning Shears.			Shot.			German, per doz	4 75	9 00
Knobs.			Per doz	4 00	5 50	Canadian, dis. 7½ per c.			Brade's "	00	10 50
Door, japanned, and N.P., Can. list dis. 50 p.c.			Pulleys.			Shovels and Spades.			S. & D., discount 35 p.c.		
Bronze, Berlin, per doz	2 75	3 25	Hothouse, per doz	55	1 00	Canadian, dis. 37½ to 40 per cent.			Triers.		
Bronze, Gem, "	6 00	9 00	Axle	22	33	Sieves.			Butter, per doz	6 25	9 00
Lava, "	8 75	10 00	Screw	27	1 00	Wood Rim, black, p. doz	1 15	1 35	Trucks		
Shutter, porcelain, F. & L screw, per gross	\$1 30	4 00	Awning	35	2 50	" tinned, "	1 35	1 60	Warehouse, each	2 25	6 50
Ladles.			Pumps.			Tin Rim, "	2 30	2 45	Twines.		
Melting, per doz	1 70	4 50	Rumsey, Cistern & Pitcher Spout, 55, 60 per c.			" black, "	1 80	2 25	Bag, per lb	0 12½	0 20
Lemon Squeezers.			Punches.			Snaps.			Wrappg, mottl'd, pr. pack	0 50	0 60
Porcelain lined, per doz	2 20	5 60	Saddler's, per doz	1 00	1 85	Harness, German, p. gro.	2 00	5 50	" cotton, per lb	0 18	0 20
Galvanized, "	1 87	3 85	Conductors' "	9 00	15 00	Acme, "	3 00	5 00	Mattress, per lb	0 33	0 45
King, wood, "	2 75	2 90	Tinner's solid, per set		72	Lock, Andrew's "	4 50	11 50	Staging "	0 27	0 35
" glass, "	4 00	4 50	hollow, per inch		1 00	Soldering Irons.			Broom "	0 30	0 55
All glass, "	1 20	1 30	Putty.			Per lb	0 30	0 32	Binding, flax, per lb		
Lines.			Bladder, per 100 lbs	2 00	2 25	Wrought Spikes.			" jute "		
Fish, per gross	1 05	2 50	Tins, lbs	2 50	2 75	Discount, net list.			Vises.		
Chalk, "	1 90	7 40	Rail.			Spoke Shaves.			Hand, per doz	4 00	6 00
Locks—Door.			Barn Door, per foot	3	34	Wood, English	1 80	5 00	Bench, parallel, each	2 00	4 50
Canadian, dis. per cent.		50	Sliding Door, "	34	34	Iron, American	1 35	2 35	Coach, each	6 00	7 00
Russell & Erwin, per doz	2 90	7 50	Rakes.			Spoons and Forks.			Peter Wright's, per lb	0 12	0 13½
Cabinet.			Cast Steel and Malleable, Canadian list dis. 40 to 42½ per cent.			Sheffield Sterling.			Pipe, each	5 50	9 00
Eagle, dis. per cent	33½		Razors.			Tea Spoons, per gross	7 50	12 00	Saw, per doz	6 50	13 00
Padlock.			Boker's, per doz	7 50	11 00	Dessert	21 00		Washer Cutters.		
English and Am. per doz	50	6 00	Wade & Butcher's "	3 60	10 00	Table	30 00	30 00	Per doz	4 00	8 50
Scandinavian, "	1 00	2 40	Razor Strops.			Dessert Forks	24 00		Well Wheels.		
Eagle, dis. per cent	15	1 17½	Currier's, per doz	1 25	3 60	Medium	27 00		Amer., per doz. 8, 10 & 12 in.	3 38	6 00
Mallets.			Rivets and Burrs.			Table	36 00		Wire.		
Tinsmiths', per doz	1 25	1 50	Copper Rivets, dis. 45 to 47½ p.c.			Squares.			Market, bright and annealed, Nos. 1 to 16, 5 per cent. advance on list from stock.		
Carp'trs', hickory "	1 25	3 75	Iron " 40 per cent.			Iron, per doz	1 65	2 90	Market, oiled, coppered, 5 p.c. advance.		
Lignum Vitæ, "	3 85	5 00	Burrs, Iron, 30, 33½ per c.			Steel, dis. 75 p.c.			Market, tinned per lb	0 04½	0 08
Caulking, each	1 60	2 00	Rivet Sets.			Try and bevel, dis. 50 to 52½ per cent.			Galvanized Fence, 5 per cent. advance on list.		
Mattocks.			Sisal, per lb	12	12½	Staples.			Tinned Broom, from 19 to 22 gauge, per lb	0 07	0 07½
Canadian, per doz	8 50	10 00	Manilla, " No. 1	14½	15	Fence, galvanized, per lb	5	5½	Malin's Wire on spools, dis. 30 to 35 per cent		
Meat Gutter.			" No. 2	13½	15	Wrought Iron, dis. 75, 75 and 10 per cent.			Clothes Line, galv., p. 100ft	0 25	0 55
Enterprise, dis. per cent	20	25	Cotton, "	22	25	Stocks and Dies, Amer. dis. 25 per cent.			Barbed Wire.		
Dixon's, each	1 60	2 00	Deep Sea, "	15	16	Stone.			Galv. steel barb fencing		
Woodruff's "	1 10	1 70	Rules.			Washita, per lb	0 15	50	" Lock Barb, " 4 point	0 51	0 05½
Hale's, "	1 05	1 50	Box Wood, dis. 75 & 10 & 5 80 per cent.			Hindustan, per lb	0 06		Ditto Glidden 2 point	0 05½	0 06
Hume, "	13 00	16 00	Ivory, dis. 40, 40 & 5 per cent.			" Slips, per lb	9		Galv. Steel, plain twist		0 05
Mincing Knives.			Sad Irons.			Labrador, per lb	0 13		Galvanized Barb, "Ly-		
American, per doz	42	2 35	Mrs. Potts, per set	0 95		" Axe, "	0 15		man, " 2 to 4 points.	0 05½	0 06
Molasses Gates.			N. P.	1 25		Turkey "	0 50		Terms, 60 days or 2 per cent off for cash—10 days.		
Stebbin's Patent, dis. per cent, 65 to 70 per cent.			Sand and Emery Paper.			Arkansas "	1 50		Wire Cloth.		
Nails.			Emery, per quire	55	90	Water-of-Ayr "	0 10		Ordinary, discount 25 p.c.		
Cut, 3 inch and upwards			Sash Cord.	22	50	Scythe, per gross	3 50	5 00	Painted Screen, p. 100 sq ft	2 25	2 35
Brads & Moulding Nails, discount 55 to 60 per cent.			Per lb.			Grind, per ton	15 00	18 00	Wrenches.		
Wire Nails, 60 to 65 per cent.			Sash Locks.			Stove Polish.			Agricultural, dis. 70.		
Nail Pullers.			Triumph and Morris, dis 37½, 40 per cent.			M.L.S., per gross	1 80	7 50	Standard, dis. 60, 60 & 10 p.c.		
German & American	1 85	3 50	Kempshell's dis. 40, 62½ per cent.			Jacoby	2 50		Coe's Gen'ne, dis. 40, 45 p.c.		
Nail Sets.			Canadian, dis. 45, 50 p. c.			Mirror Black Lead, per gr.	2 00		Diamond, dis. 33½, 35 p. c.		
Square, round and octa-			Sash Weights.			Jos. Dixon's, bulk, per lb.	0 07		Tower's Engineer, each	2 00	3 00
gon	3 38	4 00	Sectional, per lb	24	3 00	Dixon's Plumb. "	0 15		" S., per doz	5 80	7 50
Diamond	12 00	15 00	Sausage Stuffers.			M.L.S. Paste, per gross	9 00		G. & K's Pipe		
Oil.			Each	1 00	3 00	Nicholson's, per doz	1 00	1 25	Burrell's "		3 40
Canada Refined Oil (Toronto)	0 14½		Saws.			Tacks, Brads, etc.			Pocket, per doz	1 25	2 00
Carbon Safety "	0 17½		Hand, Disston's, dis. 10 p. c.			Cut, Carpet, gimp, blue, dis. 35 p.c.			Wringers		
Canada W.W. "	0 20		S. & D., dis. 35 to 40 per cent.			" tinned, dis. 45 p.c.			Each	3 25	5 50
American W.W. "	0 25		Cross-Cut, Disston's, per ft. 35 to 55.			Swedes' iron, blue, ordinated, dis. 42½ p.c.					
Castor per lb	0 11½	0 12	S. & D. dis. 25 to 35 per cent.			Upholsterers' dis. 42½ p.c.					
S. R. Seal per gal	0 63	0 65	Hack, complete, each	1 75	2 75	Oppler Tacks and Nails, dis. 35 p.c.					
Oilers.			" frames only		75	Trunk and Clout Nails, " 40 p.c.					
McClary's Galvan. Iron			Saw Sets.			Patent Brads, dis. 40 p.c.					
Oil Can, with Pump,			Per doz	1 65	9 00	Finishing Nails, dis. 35 p.c.					
per doz	19	50	Scales.								
Zinc and Tin, dis. 50, 50 and 10.			Canadian List, dis. 40 p.c.								
Copper, per doz	1 25	3 50									
Brass, "	1 50	3 50									
Malleable, dis. 25 per ct.											
Pails.											
Galvanized, per doz	2 00	3 50									

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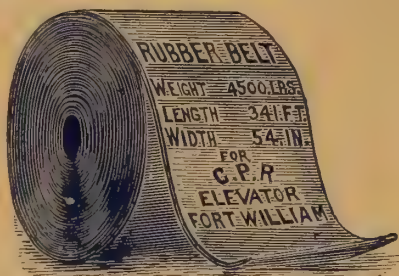
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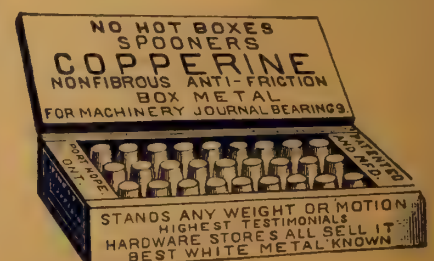
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Vol. 2.

TORONTO AND MONTREAL, JULY 26, 1890

No. 30

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. Hugh C. McLean, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

Changes in advertisements and new advertisements must reach this office not later than Thursday morning of each week.

CONTRIBUTIONS WANTED.

For the purpose of inducing members of the trade who are possessed of special information, which would be of benefit to the trade generally, the publishers of "Hardware" will pay a fair price for such articles. Address "Hardware," Toronto.

GUESS WORK IN STOVE MAKING.

Usually stove manufacturers know by the middle of July not only the style, but also pretty closely the number of stoves that will be wanted for the fall trade. This year they know very little about either matter. Yet the manufacture of stoves has to go on, as there can be no question that there will be a demand although it has not signified its character as early as usual. The stove making for the cold season, in order that the stock may be ready for sale by the time it is wanted, must now be pretty well advanced. Whatever the popular want may be in style or quantity, it can do little now to determine the class of stoves that will be made. Makers are groping their way to the market with little guidance but that of guesswork. That vagueness was never a more decided feature in any former year's trade since stove making became a recognized industry in the country. Formerly, the whims or convictions of the people were very fully understood by the end of June, as the majority of orders were taken in that and the preceding month. Makers then felt authorized to stake out the limits and choose the watchword of the year's production from those names of styles that had been found in leading favor throughout their travellers' circuits. They cannot do that this year. Dealers in the country are resolute in their abstinence from

buying. They consider there is less risk in the chance that there may be no available stock in October than in the chance that there may be no demand in October. To buy goods now they have no warrant in any existing facts. There is not a sufficiency much less an abundance, of money. There is in the country a large amount of indebtedness that stands yawning to absorb a part of the realized returns from the incoming crops. A prospect is not a fact. It is merely a speculation, and stove-dealers have had, with other traders, a few bitter lessons in the instability of crop prospects. They proceeded last year and the year before on the strength of a harvest promise, and they were led into an exaggerated idea of the capacity of the demand. They carried a large surplus stock or a large sheaf of unpaid accounts. This they do not want to do again. They therefore refrain from ordering with confidence. They will buy stock if the crop taken off will give them some assurance that the circulation of money will be considerably improved. This places manufacturers at the disadvantage of taking upon themselves the responsibility of saying what sort of and what number of stoves they shall make. For all the stock will be nearly ready for the market before the suffrage of the people will have been heard from. Guesswork, therefore, rules this year more than it has ruled in former years.

CATALOGUES RECEIVED.

THE MCCLARY MANUFACTURING COMPANY'S STOVE CATALOGUE is now to hand. This is the third stock directory that company has issued this year, the two former—dealing, the one with furnaces, the other with tinware—having been noticed four weeks ago in these pages. The stove catalogue, although the third of the series in respect to time, is the second in respect to size, being but little less bulky than the tinware book. It is got up in the same style as the others. The outer cover is embellished in the same picturesque manner, only with a picture that is specially appropriate to the contents of the book. The picture is a domestic scene, the central figure in which is a fine large range. The ranges made by the McClary

Mfg. Co. take up the first eighteen pages. These exhibit all the devices of utility, economy and adaptation to special fuel that are incorporated in the firm's ranges, all their conceits of beauty, as expressed in symmetry, ornamentation, and simplicity. Prices and explanations are appended to cuts that leave nothing to be desired. The cook stoves come next and are disposed of in thirty pages, laden with illustrations and verbal notes relating to many styles, the matter being in all cases very explicit. Thirty-five pages are given to the many styles of base-burners that are got up by the Company. The last part of the book deals with shop or school stoves, stove and hollow ware, hot-air registers, etc. The Stove Catalogue is a handy book, and should be in the catalogue library of all dealers.

A BUSINESS CHANGE.

The advertisement of Messrs. Thos. Davidson & Co., manufacturers of tinware and wire goods, Montreal, announces this week the transplanting of a branch of that firm's business to this city. They have bought out the stamped ware and tinner's sundries department of the Chown & Cunningham Co's. business here, and will act as the Toronto and Western agents for the sale of that company's stoves and ranges. No. 11, Front street west, the present warehouse of the Chown & Cunningham Company, will be the seat of the trade which the Montreal firm is establishing here. The stock will be greatly replenished, and supplemented with new lines which the special manufacturing capacities of the incoming proprietors enable them to put on the market at moderate prices. All lines of stamped ware, pieced ware, wire goods, German, English and American specialties, will be kept in full and variegated supply at the Toronto warehouse. The well-known Favorite stoves and ranges will also be always in stock and accessible to the trade on the old terms. The able managerial services of Mr. Geo. B. Meadows, who cultivated the flourishing business the Chown & Cunningham Co. has disposed of, have been retained by Messrs. Thos. Davidson & Co. Dealers throughout the country will therefore perceive but little outward and visible sign of the transfer, as the manager,

the place of business, the stove stock and the terms will be the same. The difference will be in the more amplified, more varied tinware stock. The unchanged and the changed conditions should alike rivet closely to the business of the new comers the patronage that attached to the retiring firm.

RECENT TARIFF CHANGES.

Certain changes have, by order-in-council, been made in the tariff during the past few days. The following articles have been placed on the free list :

Elastic rubber thread for the manufacture of elastic webbing when imported by the manufacturers of elastic rubber webbing, to be used for that purpose only in their own factories, until such time as rubber thread is manufactured in Canada.

Calcareous trufa when imported from the United States of America for use in the manufacture of undulated fibre ware or sulphite fibre and for no other purposes, such exemption from duty to continue and be in force until the end of the next session of Parliament.

Rolled iron tubes, not welded, under 1½ inch in diameter; angle iron, 9 and 10 gauge, not over 1¼ inch wide; iron tubing, lacquered or brass covered, not over 1¼ inch diameter, all of which are to be cut to lengths for the manufacture of bedsteads and to be used for no other purpose. When imported for the manufacture of iron bedsteads, to be used for these purposes only in their own factories until such time as any of these articles are manufactured in Canada.

Hemp paper made on four cylinder machines and calendered to between six and eight-inch thickness for the manufacture of shot shells, primers for the manufacture of shot shells and cartridges and felt board, sized and hydraulic pressed and covered with paper or uncovered for the manufacture of gun wads, when such articles are imported by the manufacturers of shot shells, cartridges and gun wads to be used for these purposes only in their own factories—provided always that the articles when imported shall be entered at the port of Montreal and at no other port, and samples of them to be furnished to the collector of the port of Montreal by the Customs Department for the guidance of the officers when accepting free entries of such materials.

METAL PLATE DECORATION.

The step from wood to metal as a decorative agent is a natural transition. Thin sheets of tin, brass, copper, steel, aluminum or other metal are embossed in beautiful patterns in high relief, decorated in colour and fastened to wall and ceiling, forming a brilliant, durable, unflammable wall hanging. By using different patterns on the embossing press, almost any design can be had. Geometrical patterns, Greek borders and panels, interlacing triangles and floral devices, are so far the pre-

vailing patterns. The metal is stained, painted or lacquered, or br nized in colors, such as light and dark red, green, blue, olive and brown bronze, copper bronze, light and dark brass, nickel, silver, steel, black iron, yellow, red and green gold. It is either hammered, frosted or polished, or stained chemically iridescent hues. Its use is very simple. The sheets are cut to fit the walls and ceiling, the joint being concealed by an embossed border with rosetts of metal at the corners' and the whole is simply nailed to the wall. The effect is gorgeousness itself. Perhaps, indeed, it is too gorgeous for the every-day comfort of a private family. For churches, hotels, schools, saloons, dark halls, corridors, kitchens, it is invaluable, and is an undoubted advance in decoration. The most important feature of armor plating for walls is its extreme durability, it being practically indestructible. It will not crack, and cannot be damaged by water, and will stand washing without injury.

One firm which supplies iron walls and ceilings does away with the use of plaster entirely, not only creating a change of method in decoration, but a change of material as well. It states that plaster on ceilings usually weighs 10 pounds to the square foot, while panel iron ceilings weigh but one pound to the square foot. In a church ceiling of ordinary size, where the plaster weighs 25 tons the weight of a sheet iron ceiling for the same would be only 2½ tons. When it is considered that plaster absorbs smoke and water, that it cracks and on very little provocation falls off, leaving unsightly spaces and fouling furniture and carpets, requiring infinite trouble to repair the damage, it is not to be wondered at that a better material should be forthcoming to take its place. Wood walls and ceilings are an improvement on plaster, but are objectionable on account of their liability to warp, shrink, crack and burn in case of fire. An iron wall or ceiling of less cost is unflammable and subject to none of the defects of wood or plaster. It can be frescoed or covered with wall paper like plaster, making a permanent investment of beauty. —House Painting and Decorating.

THE RETAILERS ASSOCIATION.

The secretary of the Retailers Association is sending out a circular to all merchants in Manitoba and the Territories, asking them to become members of the organization. This is in accordance with a resolution passed at the convention of retail merchants held in Winnipeg last winter, when the association was formally organized. It is to be hoped that there will be a general response to the circular. The membership fee is very small, having been placed at the small sum of fifty cents, which amount it is expected will be sufficient to defray the current expenses of the association. It is the desire of the officers that the membership should include as nearly as possible the entire mercantile element of Manitoba and the Terri-

tories. If any merchant should not receive a circular, it will be because his name has been accidentally omitted from the list. Therefore if any should not receive the circular, they are invited just the same to send their name and the membership fee to the secretary, W. T. Reid, whose address is at Neepawa, Man. The fee is so small, that those who do not reply may be considered as either neglecting the matter through carelessness, or that they are opposed to the objects of the association.

Organization is a feature of the age. Nearly all the professions have their organizations, and there are few important industrial pursuits which are not thoroughly organized by the formation of associations of some kind. Retail merchants appear to be the most tardy to move in this direction, but of late years some successful efforts have been made to organize retail merchants' associations in Eastern Canada. The first effort in this direction in the west culminated in the convention held at Winnipeg last winter. That the convention was a great success was generally acknowledged by those present, and it was unanimously resolved to effect a permanent organization. A great deal of preliminary work had to be accomplished at the first meeting, which will not have to be done over again, and consequently when the merchants come together again, they will be able to start where they left off the last time. On account of the work of organization which had to be undertaken, it was not to be expected that a great deal could be done at the first meeting of a general nature of interest to merchants. Still those who were present went away satisfied that they had inaugurated a good work, and had gained much information which would be useful to them in conducting their business.

This association, if properly conducted, will result in great good to the retail trade of the country, and the only way to have it so conducted is for each merchant to take a lively individual interest in the organization. While the country is young is the time to place trade upon a proper basis, and by uniting now in an endeavor to educate the people into correct business habits, the merchants should be able to attain excellent results. The time for holding the next convention will soon come around, and it is not too soon for merchants to bestir themselves, and do what they can to further the interests of the association in preparation for the fall meeting.—The Commercial.


BAND SAW FOR METALS.

English mechanics are said to depend much upon a tool which is but little used in America, namely, a band saw for metals. Its construction, as described, is similar to that of a heavy band saw, with a third carrying wheel for the saw, the object of this being to remove the up-moving side of the blade from the vicinity of the table, and thus leave

CAVERHILL, LEARMONT & CO'Y,

AMERICAN APPLE PEARERS.

“New Lightening” and “Hudson’s” Celebrated Rocking Table and Little Star Parer, Corer and Slicer.

 Write for Prices, as we are Headquarters.

MONTREAL.

a deep throat through which a large piece of work can be passed or a wide plate turned. The third wheel is placed at the back of the machine, about midway in the vertical height of the saw blade, the temper of the saw is slightly harder than that of those used for wood, and the teeth are sharpened straight across the blade by a cutter with its teeth at the right height to suit the teeth of the saw blade. This tool is used for cutting off the spines from steel castings, the ends of bolts, to saw up steel, iron and copper plates to any form, and to rough out the jaws of eccentric rods and other forgings which would require the use of slotting machines, and it cuts as well on a circle as upon a straight line. The blade is lubricated with soap and water, and in a cut six inches long through a steel connecting rod jaw it works freely and satisfactorily. Not infrequently circular saws of large dimensions are used for the same purpose, and, being mounted on heavy frames and fed carefully up to their work, cut off large pieces of steel, leaving nearly a smooth surface on the face of the cut.—American Manufacturer.

BUSINESS MEN COMBINE.

A meeting was held at Millbank on the 9th of July, when the merchants of North Waterloo organized themselves into a Board of Trade “on the lines suggested by the Merchants’ Convention at Hamilton” and adjourned till the 16th, to meet at Linwood, when the following Executive Officers were elected: J. G. Reiner, Wellesley, Pres.; D. J. Nichlin, Morningdale, Vice-Pres.; Jas. Pollock, Linwood, 2nd Vice-Pres.; H. Gleiser, Milverton, Sec.-Treas. Executive Committee: A. Bundy, Linwood; Jas. Hall, Hawkesville; Geo. Doering, Wellesley; P. F. Schummer, St. Clements; W. F. Thompson, Millbank.

The following merchants are members of the Board of Trade: J. G. Reiner, J. H. Zinkann, Anthony Starr, Geo. Doering, Wellesley; Reider & Ruby, Appel & Katzenmeir, New Hamburg; Cressman & Co., J. & J. Livingston, Baden; James Hall, D. R. Weber, Hawkesville; P. F. Schummer, St. Clements; John Schnurr, Figh, Kern & Bundy, David Pollock, Linwood; D. N. Nichlin, Morningdale; Peter Zoeger, Newton; Whaley & Loth, F. W. Guenther, H.

Gleiser, Milverton; A. Large, Poole; W. F. Thompson, Millbank; J. H. Houston, Cross Hill.

It was agreed that all egg peddling wagons be stopped at once, and the following prices be paid until further notice: For butter and eggs, 12c.; also that no butter be taken on accounts after Nov. 30th, of each year.

Meeting was adjourned to meet at Well-lesly on the 23rd of July, so as to give the merchants of Tavistock and Shakespeare an opportunity to join the Board.

The business men are all very keen for this organization.

The commercial soil of this province appears to be hard, but here and there the vitality of the seed scattered by the Hamilton convention asserts itself, and, breaking its way up through the crust, shows that the principle is a living and propagating influence in trade. We hope that soon there will be not merely here and there an outgrowth of the movement begun at Hamilton, but that there will be a good crop of effects evolved from that movement. The amendment of political conditions is usually undertaken with a will when those conditions become a serious grievance. Why should not the amendment of trade conditions that are oppressive be undertaken with equal heartiness? It needs but robustness of purpose to mend all things that are marred. There is nobody who will argue there is not much that needs mending. It is not conviction that is lacking, it is will. Every step taken along the line of progress will receive our applause and the applause of every one really solicitous for the highest good of trade. The union among the merchants of North Waterloo is such a step. We congratulate those business men that they have taken it, and hope there may be in the sequence of that step all the benefit that would flow from the most ideal harmony and individual loyalty. There is an array of names goodly not only in the number but in the business reputation of the parties, that gives a guarantee of success hardly less assuring than success itself. We say to other business men in similar districts, imitate the example of the North Waterloo dealers.

HAMILTON BOARD OF TRADE.

The annual meeting of the Hamilton Board of Trade took place on the 15th inst., but on account of the holiday season the attendance was not as large as usual. The retiring president, Mr. F. C. Bruce, read his report, which was carefully worded and interesting, and full of information and statistics. Mr. John Knox was chosen president for the current year, Mr. George E. Bristol vice-president, and Mr. C. K. Smith, secretary. The council chosen was as follows:—F. C. Bruce, A. T. Wood, J. J. Mason, H. N. Kittson, J. M. Lottridge, Alex. Turner, Geo. Roach, W. A. Robinson, T. H. Macpherson, Wm. Bowman, Archdale Wilson, Hon. W. E. Sanford, Wm. Hendrie, W. H. Gillard, A. Gartshore, W. H. Glassco, J. J. Stuart, R. Æ. Kennedy, R. B. Skinner, C. Fearman, Geo. E. Tuckett, John Milne. Some objection was taken by Mr. Archdale Wilson to the cut-and-dried system of choosing the members of the council, and it was agreed that next year the strength of the council should be reduced and the members appointed on it be chosen by ballot.

DESTRUCTION OF BINDING TWINE.

An extensive fire in Minneapolis destroyed a large quantity of binding twine. It was stated in some Canadian papers that this would cause an advance in prices in this country, but there is not much probability of this occurring. The greater part of the twine is now in the retailers’ and consumers’ hands, where it cannot be affected by a fire at Minneapolis.

Messrs. A. McBean & Co., Woodstock, are making extensive improvements in their hardware store. When completed they will have one of the finest retail establishments in the west. A new plate glass front has been put in and the stairway, which formerly stood in the rear, has been transferred to the centre of the building, where its spacious width makes it an attractive feature of the store.

PARIS

Our first two instalments have been delivered in splendid condition. We have fortnightly supplies coming forward, and hope

to be entrusted with many orders that have not yet been received. BEWARE OF OFF SHADE Paris Green, so called. We tested a sample of such last season, it was American, and found it to contain 32 p.c. Barytes. BEWARE OF WET Paris Green, which though but slightly damp, saves the maker 2 cents per pound. When you buy Paris Green see that you get it. Permit us to recommend our 1 pound round cardboard packets. This very poisonous article should not be exposed for sale in open drums. To induce the introduction of packets, we offer 1 or 2 lbs. at 1 cent per lb. extra, instead of 2 cents as heretofore. IN PRICE, we are competitors as well as in quality.

GREEN

Manufactured by our Glasgow House.

FERGUSON, ALEXANDER & CO., - MONTREAL.



The Sicily Asphaltum Paving Company (Limited), a Montreal concern, has just been incorporated.

Brandon merchants are boycotting the Northern Pacific and Manitoba railway owing to the differential freight rates being unsatisfactory.

An iron cupola for the new pipe foundry, St. Thomas, is being constructed which will probably be the largest in Canada. Its total height is fifty-five feet.

There was a blaze at Eddy's pulp factory, Ottawa, the other morning, but the prompt action of the employees prevented any serious damage being done.

The new patent barrel factory established in Goderich by Mr. Joseph Williams is in full blast, nearly a dozen hands being employed, and turning out at the rate of 700 barrels a day.

Work has been commenced on the Bell telephone company's new building, Hamilton. Among the contractors are: J. E. Riddell, tinsmith and iron-work; John Clayton, painting; A. Clark, plumbing.

Count de Raffinac has left Winnipeg for France, where he expects to enlist capital sufficient to float a large sugar beet factory at Whitewood. Farmers are interested in the scheme, and have sown a large acreage of beets.

New rules and regulations relating to the inspection of boilers of steamboats, and bearing more particularly on the inspection of safety valves, have been adopted. They are practically in accord with similar rules in force in the United Kingdom.

Letters patent have been issued incorporating the Manitoba Fish Company (limited),

with a capital of \$200,000. C. W. Gauthier and S. T. Reeves, of Windsor, W. Overton, of Sandwich, C. E. Warner, F. Marvin and F. E. Snow are the incorporators.

The Canadian Interior Conduit Company has been incorporated to deal in conduits for carrying electric and other wires. H. P. Dwight, Toronto, J. Leggatt and C. G. Clouston, Montreal, are among the incorporators. The capital stock is \$150,000.

A controlling interest in the Vermillion mine, in the township of Denison, was bought last week by the Canadian Copper Company, Cleveland, Ohio. This famous mine has been mismanaged in the past, but will now be worked on an extensive scale, which will, no doubt, give a fresh stimulus to mining in that part of the range. A branch railway line is to be built to the mine immediately, and new works will be erected to treat the different kinds of ore found in the mine. The price paid for the property is said to be \$350,000.

During the slack season the past month the Hamilton Brass Company have been able to put in some much needed improvements at their works, and the new 80-horse power engine and boiler that they have put in will drive additional machinery required to keep up with their steadily increasing business. They have also extended their premises 40 feet on James street and 40 feet on Colborne street, the foundation of which is completed. When the structure is finished it will give them the room required to fill orders promptly. Several specialties which the manager, Mr. Carroll, is now furnishing the trade are meeting with good success. Any dealers that have been overlooked in the distribution of their new catalogue will be supplied on application.

Foreman McBride and a staff of seven machinists from the safe works of Goldie & McCulloch, of Galt, are putting the finishing touches to an immense iron safe in the Fi-

nance Department, Ottawa. It will be the biggest vault in Canada, being 22 feet long, 17 feet wide and 13 feet high, with a wrought iron gallery running around three sides about half way up. It is built of three layers of steel plate, each half inch in thickness, in all 142 tons of iron and steel being used in the construction. This massive structure is fastened with 18,000 steel screws. The foundation rests upon the solid rock of Parliament hill, upon which a thickness of 25 feet of rock and cement is laid. The two doors are fastened when locked by 22 heavy steel bolts in each, the contrivance being worked by an ingenious combination and time lock.

The Sheffield cutlers think the new American tariff likely to disturb their hold on American markets and have held a great meeting, the mayor presiding. The master cutler moved a resolution of protest against what he calls prohibitory tariff, calling upon the British Government to inform the president of the United States that this tariff, being hostile and unfair to the manufacturing population of Great Britain and Ireland, is viewed with great disfavor in England. This, supported by the president of the chamber of commerce, was carried unanimously. An interesting comment on it is supplied by Colonel Howard Vincent, the member for Sheffield, and a member also of what is called the Fair Trade Party—perhaps its only member. Colonel Vincent says that Sheffield wants retaliatory duties; and these are, in his opinion, a certain result of the course the Americans are pursuing towards British trade. There are, at any rate, 20,000 Sheffield artisans who demand them.

MONTREAL NOTE.

Freights are now going up, and on the whole shipping is improving upon last month.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

BINDER CORD.

RED CAP.

PURE MANILLA AND MIXED.

THE STOVE ROOM AT THE INDUSTRIAL.

Editor **HARDWARE**.

Sir,—Your correspondent, "Hunter," in the last issue of your journal, complains and seems much aggrieved because, as he states, the stove building at the Toronto Industrial Exhibition has become a huge sales-room, and by inference the management is condemned and advised to return to the by-gone method of exhibitions, when articles that were on exhibition were gotten up mainly to please the eye and with the one aim of capturing a prize. What is here complained of is one of the principal causes for the unprecedented success of the Toronto Fair. While the directors are not ignorant of the fact that attractiveness and taste in displaying the articles on exhibition are necessary to interest and solicit the patronage of the public, they are not unmindful of the fact that there must be, especially at an annual fair, something more than the approval of the admiring throngs to induce manufacturers from time to time at much inconvenience and expense to display their wares. The system of awarding prizes in the manufacturing department has been abolished, because the directors were convinced that its continuance would have proved hurtful to the success of the Exhibition. The offering of prizes not only failed in being an inducement to draw exhibitors, but on the contrary it proved a hindrance, and was a means of keeping them away. The only ones satisfied with the awards were the fortunate recipients, and then, having once gained the object for which alone they exhibited, were satisfied and had no further use for the exhibition. But their unfortunate competitors were not satisfied, and believed they were unfairly treated. They considered a rival had secured an honor and a splendid advertising medium to which they were entitled, and which would be aired through the country to their detriment. Not caring again

to place themselves in so unfavorable a position, one by one they were dropping out. The fact is had this system been continued, the stove building would have been deserted by the manufacturers, and Ichabod would have been an appropriate inscription to have written thereon.

The action of the Board in abolishing the prize list has been fully justified. The exhibits have increased in extent, number and quality, and never were they more attractive. For further vindication of the course they have pursued, it may be stated that all the principal fairs in Canada have followed the Industrial's lead, and make no awards for manufactures. In the United States the same course is adopted.

In the stove department, as in the other branches of manufacture, the management have always endeavored to encourage exhibitors to show their goods just as they offer them for sale, neither better nor worse, so that visitors and buyers who come from all parts of the Dominion may in this fairly compare the various styles of the different makers. The stove of to-day is not only a useful and necessary requirement in every household, but it is a work of art and a thing of beauty. This is what attracts the visitor to this department at the Toronto Fair. The inducement for the manufacturer to exhibit is that he reaps substantial benefit and enlargement of trade by coming in contact with buyers who congregate here to select their goods.

The suggestion of enlarging the stove building is one that has engaged the attention of the Board, and will, no doubt, in the near future take definite shape.

Your correspondent's idea of a museum of the various stoves which were in use in the earlier years of our country might prove interesting, and will be brought before the Board.

While thanking you for the opportunity of this reply, permit me to say the Board is pleased to have criticism or suggestions from the press, especially when emanating from

those who are interested in its progress, as is evidently the case with your correspondent HUNTER.

Yours truly,

GEO. BOOTH,

Chairman Stove Building, Toronto Industrial Exhibition.

On Monday morning the 14th inst. two persons were caught attempting to blow open the safe of James Holbert, merchant, Thomasburg. They were surprised and fled before doing any damage. They evidently came from the direction of Belleville, as some tools were stolen from the waggon shop of W. P. Hudson, Roslin, and left in Mr. Holbert's store. They also burst open the door of Miss Hewitt's store and rifled the cash drawer, scattering some papers over the floor, but nothing is missing. No doubt the object of the parties was to get possession of the sum of \$800, the proceeds of the Orange demonstration held in Roslin on Saturday, and in possession of W. P. Hudson.

Work can always be found in a store without double-million microscope.

Every line of goods embodies a history and a science worth years of study to understand.

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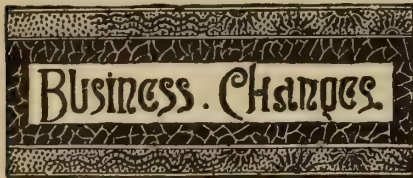
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ONTARIO.

Brantford—Laughery, R. J. & Co., (co nom) W. saddlery, hardware, stock sold by Sheriff. Courtright—Stevens, C. W. general store, sold out to Ed. Eddington.

Creemore—Gillespie Bros., general store, succeeded by Alex. Gillespie.

Dunbar—Bingham, Herbert, general store assigned in trust.

Kemptville—Lamping, L. & Co. foundry, assigned in trust.

Toronto—Burns, John, Jr. hardware, stoves and furnaces, selling out.

Staunton, M. & Co. (co nom) mfrs. wall paper, called meeting of creditors for 25th.

Vankleek Hill—Robertson John, general store, deceased.

Wheatly—Eastman, G. A. general store, burnt out.

Lightfoot, C. L. hardware, burnt out.

Scott, H. general store, burnt out.

QUEBEC.

Carleton—Leblanc, John general store and flour, assigned in trust.

Montreal—Lamarche, Camille carriage maker, assigned in trust; Morton, Phillips & Bulmer, manufacturers stationery, bookbinders, etc., dissolved, T. C. Bulmer retires, Major Freeman and Robert J. Gibson admitted, style Morton, Phillips & Co.; Muntz & Inglis, manufacturers agents, dissolved, succeeded by "The Yost Machine Co." G. A. Muntz & Fred McAnally, proprietors; Thompson, James, carriage maker, stock, etc., advertised for sale by tender 22nd inst.

St. Dominique—Vachon, Victor, general store, stock, etc., advertised to be sold by auction 23rd inst.

Valleyfield—Despocas, Louis, hardware, etc., stock, etc., advertised to be sold by auction 21st inst.

Windsor Mills—Beaulieu, E. & Co., gen-

eral store, stock, etc., advertised to be sold by auction 23rd inst.

NOVA SCOTIA.

Baddeck—McKenzie, Murdoch H., general store, assigned.

Bridgewater—Powers, James T. & Co., hardware, dissolved.

Spring Hill—Weatherbee, U. J., tinware, etc., sold out.

Westchester—Siefert, Charles, general store, assigned.

HECK'S COLUMN.

How is business in the West? That's what should interest many merchants throughout the Dominion, also the prospects for this season's trade. Three hours run from Toronto, via C. P. R. to Owen Sound, and we are landed at the wharf to go aboard the steamer Alberta for the Soo and Port Arthur. This trip takes two days, where one gets a chance to rest and prepare himself for the long run to the coast. Passing through the Soo, we have an hour or more to see how trade is at that place, and to give you an idea as to the scarcity of money and backwardness of trade one could hardly get a V changed if he tried. On we go to Port Arthur. This town has boomed, but I can safely say it is at a standstill to-day. Many merchants think trade will pick up later, others are making enquiries as to locating further west. My opinion is that those who stay will in time get repaid, but at present things are very flat. The merchants visit around each other's doorsteps. Leaving Port Arthur the next town of importance is Rat Portage, and across the river the town of Keewatin, where the Lake of the Woods Milling Co's head office and mill are situated. That's the only thing that has any stir in the town, except possibly the lumber business, a number of tows coming in most every day. Well, to go back to Rat Portage again, things are quiet. Still we can safely say that they are ahead of towns previously mentioned, and being a summer resort for a number of Winnipeggers everything counts these days. Thus, we report trade better, but no rush can be seen. Some will wonder what kind of country lies between these towns.

To this, I say very rough. Did not see a plot of ground large enough to play cricket on that was any way level. Nothing but rocks, lakes and mountains. We pass on to Selkirk, being here informed that nothing but poverty kept people from forsaking the place altogether. The country now becomes more level, and we once in a while see a fine crop of grain. The new wheat coming in will most likely cause flour to be cheaper and every prospect of a good yield is entertained. Winnipeg is our next stopping place, where, at this season the days are very warm and evenings cool. Here the clerks close shop doors every evening except Saturday at seven o'clock.

Mr. Adam Brown, M. P. for Hamilton, has been appointed by the Dominion Government Honorary Commissioner to represent Canada at the Jamaica Exhibition, which will be held in January next. The idea is to promote trade with the Antilles. The Commissioner purposes ascertaining at once what Canada is capable of economically supplying to the West India Islands, and will take steps to induce Canadian producers and manufacturers to exhibit their products.

Important to the Paint Trade.

TORONTO, May 16, '90,

To W. H. COTTINGHAM,

Montreal.

Kindly send us one box MANDER'S CARMINETTE, per express at once for Toronto Street Railway Co. WE LIKE YOUR COLOR AND WILL USE NONE OTHER.

(Sgd.) J. J. FRANKLIN,
Supt. T. S. Ra'y Co.

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VARNISH—GOOD AND BAD.

If there is anything that enters the carriage trade, that is more important on its bearing or relationship to the welfare of the manufacturer of the carriage or to the purchaser, than the varnishes used, we would like to know what it is says "A Varnisher" in the Carriage Monthly. It makes little difference how well the work has been built or how well it has been brought through all the different branches necessary to produce the finished article, if the last is not right the whole product is spoiled.

There is a great responsibility resting upon the varnish manufacturer, and when he puts an inferior article upon the market, and palms it off as good, he is not merely dishonest in the matter of dollars and cents which he has fraudulently charged for the varnish, but is also dishonest in robbing an innocent purchaser of his reputation, upon which he is dependent for his trade. We are well aware that to a deliberately dishonest person, that consideration does not weigh a feather in the scale of selfish, avaricious grasping after the few miserable pennies that come into his coffers by such dishonest practices, when the fraud is detected as it always will be in a short time. How pat he has his explanations ready his varnish cannot by any possible means be to blame, it must be that the painter put too much

of this thing or that thing into his colors. He gravely tells you that too much japan in the color will make the varnish all turn gray and flake off, but fails to explain by any process of reasoning how the offending color remains in all its audacious completeness without a flake or spot, and the poor unoffending varnish was so weak that it could not resist the onslaught of about the half of a gill of japan, or how overwhelming was the effects of that dread dynamite japan that it had power enough to penetrate through the color and varnish, and possibly two or three coats of rubbing varnish, leaving them safe and sound and vent all its destructiveness upon the last or finishing varnish. To a disinterested person that would be conclusive evidence of the weakness of his defense, because what should be by its nature and the position it is to occupy, exposed to all the changes of atmosphere, the strongest in its powers, of resistance has according to his own argument proven to be the weakest, and a cause remote from it and barred by three successive barriers of an inferior grade to what it claims to be, has produced an effect that has been destructive to it alone.

Out upon all such nonsense, and be men. If you have made a mistake or met with an accident, and we are all liable to do so, shoulder it, and whatever blame is attached to it take it calmly, and try and rectify the mishap by all the means in your power. If

we painters have a wavy, running, dirty job, we don't go to the boss and say that he must have put rosin or glue or croton oil in it, or boiled it in a sand heap by no means, but manfully take our soup without spoon or ladle, and hot as it may be, and often it is scorching, we gulp it down. Let us be partners; you have your reputation as a manufacturer at stake, we the same as painters; you need not fear to trust us, we are too sensitive of our own reputations to tamper with or injure yours; give us a good reliable article, and it is as much to our interest as it is to your own to treat it right, and we would be very careful how we brought the whole business up to receive your masterpiece. So much for you, now for the bosses.

There are some, and we are very glad there are but few, who, in the face of all practical experience, will persist in using an inferior grade of varnishes. They expect the poorer grades to work as well and wear as long as any of the higher grades; that is simply ridiculous, if it don't there is a great howl about the rascality of the manufacturer, and a law suit is threatened, but, like a tinker's cat, such blustering never gets beyond water and air. They are, of all persons, the most inconsistent; they would take you for a fool if you went to them and demanded ten dollars worth of work for five dollars in money; well that is just exactly their status in their demand upon the manufacturer, yet

if you would tell them so, they would swell up and feel highly indignant. He may make the excuse that competition is so great and the work has to be taken so cheap, that he cannot afford the higher grades and make it pay; well be a man and say so but don't blame the manufacturer for it; he, poor chappie, has enough troubles of his own to contend with, without shouldering some of yours.—A VARNISHER.

INTERNATIONAL ADVERTISING.

In the race for the first place in trade and commerce all kinds of new and novel means are being used to secure attention and business. Germany has taken a bold and original step in this direction and has fitted out a maritime bazar, which is to touch at all the chief ports of the world, including those of South America. The exhibits of German products will consist chiefly of manufactures of steel and iron, and are to be placed at prices that defy competition. This is certainly a new departure in the line of international advertising, and will without doubt be a sensation if not a success. Germany, however, is not alone in her original method. It has been suggested and a movement made on the part of the United States to establish in each of the commercial centres of South America an American sample house. Manufacturers and traders can send their samples to these depositories or bazars, and have them placed on the markets by local representatives with an intelligent knowledge of the wants and customs of the people. The arrangements for such an emporium have, it is said, been already formulated, and quite a number of firms have contributed their quota of expenses. It is intended to inaugurate this movement in Buenos Ayres as early as possible. The idea seems to be good, and may by judicious management open up in time an encouraging and expansive business in South America. The carrying of ample stocks will be a necessary adjunct to the sample house, as the delay in the transit of goods on orders would likely outlast the patience of purchasers and seriously interfere with the expansion of business. In any case the new idea of international advertising is deserving of consideration and has a future of experiment.—Age of Steel.

The Imperial Oil Company, and the American Company are steadily getting ready for the fall trade which by the way will soon be upon us. The former company (the Imperial) are making some very extensive additions to their Paraffine plant in the shape of three large brick buildings intended for the manufacture of Paraffine candles, etc. The American Company have the brickwork about ready for their new stills, and are having a general all-round clean up about their premises, especially noticeable is the new system of drainage they are putting through their yard.—Petrolia Advertiser.



Messrs. Fiddes & Hogarth, plumbers, Jarvis street, Toronto, have in hand the plumbing of the main building of the City Hall; also the heating, plumbing and gas-fitting of the following large residences:—Mr. Gregg's, editor of the News, on Rushholme Road; Mr. James Lane's, on Carlaw Avenue; Mr. James Henderson's, St. Joseph street.

The contract for heating and plumbing the Hospital for sick children, in the city, was awarded to W. J. McGuire & Co. at something in the neighborhood of \$21,000. Tenders were sent in from the leading plumbers of Toronto.

The Toronto Master Plumber's picnic will be held early next month. The date and details will be settled in a few days.

The plumbers, gasfitters and tinsmiths of London, Ont., will unite in a pic-nic to Port Stanley on Friday, August 1.

James Stewart & Co., Hamilton, are going into the manufacture of soil pipe. It is expected that they will have a representative in Toronto.

Davenport is the name of a new town which has been started four and a half miles from Nelson, B. C.

The cigarmakers' strike in the two factories at St. John, N. B., is at an end. The men got their nine hours.

Messrs. E. & C. Stanley, of Lucan, have handled 35 tons of binding twine for the surrounding vicinity since the commencement of harvest.

An extraordinary meeting of the Executive Board of the C. T. Association of Canada was held in their rooms, Public Library building, on Wednesday, 2nd July, to con-

sider the advisability of purchasing a valuable property on King street west, south side, between Yonge and Bay. The matter was thoroughly discussed and hoisted.

On Saturday a carload of pick-handles was shipped from Still's factory, St. Thomas, Ont., to Glasgow, and on Monday a carload of brush-handles was shipped to Bristol.

Upon the application of Mr. H. J. Hill, manager of the Toronto Industrial Exhibition, the Minister of Customs has decided to allow, as in the past, the exhibition buildings to be erected into a constructive warehouse for the reception of foreign articles for exhibition purposes.

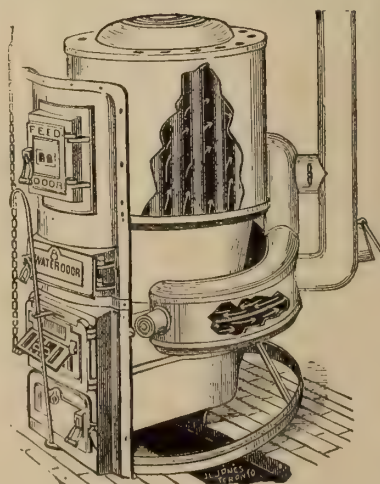
The creditors of Mr. A. T. Fairgrieve, hardware dealer, Front street, Toronto, met on Wednesday in the office of Mr. Gilray and agreed to accept a composition of 25 cents on the dollar. All the creditors expressed their desire to aid Mr. Fairgrieve in every possible way.

Says a stove man, as reported in the Lewiston Journal, in reply to an interrogatory from a customer with reference to a new sample of gas stove: "The day will come when all the world who can get at it will want to do its summer cooking by gas, and maybe its winter cooking as well. This stove, you see, has burners for all the stove holes and two ovens. It admits air into the gas at the points of combustion and makes a bunsen flame of each. We ran all the burners full blast for two hours the other day, having the meter taken before and after, and it cost exactly twelve cents. We can raise a kettle of cold water to boiling in seven minutes and all you have to do is to touch a match to the gas and your fire is going. Handsome, too, isn't it? Looks like a stylish fancy range."

A customer secured is a promise of greater salary in time.

Goods conveniently located save time, money and temper in showing.

You can lose more than we do by not subscribing for this paper.



CLARE BROS. & CO.,

Preston, - Ontario,

MANUFACTURERS OF

COAL AND WOOD

Hot Air Furnaces and Registers.

12 STYLES, 40 SIZES,

BEST VALUE IN THE MARKET.

Estimates and Illustrated Catalogue sent upon Application.

**IMPROVED-PATENT ASBESTOS FLOOR
& PARTITION CROCKS.**

These CROCKS are light,
Easy to fit and Thoroughly
Fireproof, and wherever
known have taken the First
Place in the Market

PATENTEE AND SOLE
MANUFACTURER,

A. Fairgrieve

Office and Factory,
128 Richmond St., W.
TORONTO.

**JAMES MORRISON,**

MANUFACTURER AND WHOLESALE DEALER IN

ENGINEERS AND PLUMBERS' BRASS WORK.

Iron and Brass Valves, Inspirators, Injectors, Ejectors, Revolution Counters,
Engineers' Clocks, Steam and Hydraulic Gauges, Wrought Iron Pipe and
Fittings, Soil Pipe and Fittings, Lead Pipe, Sheet Lead, etc.

Also keep always in stock full lines of

Sanitary Earthenware, Water Closets, Wash Basins, Etc.

MORRISON BRASS WORKS, ADELAIDE ST. WEST, TORONTO.

OUR TRAVELLERS

are now on the road from the Atlantic to the Pacific.

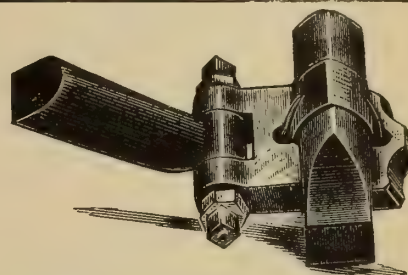
Mr. O. R. Anderson, Quebec ;
Mr. Geo. D. Edwards, Nova Scotia, New
Brunswick and P. E. Is.
Mr. W. Bingham, Northern and Midland
R. Rs.
Mr. H. Robinson, East of Toronto.
Mr. Jas. Chalmers, East of London.

Mr. E. H. Grenfell, West and North of
London.
Mr. J. W. Driscoll and J. T. Black, Mani-
toba and N. W. T.
Mr. John McKillop, British Columbia.
Mr. W. Johns, General Furnace Expert.

New designs in Furnaces, Registers and Stove Boards. Consolidating your trade
saves time, freight and money. We supply everything in the Stove and Tinware trade.

The McClary Mfg. Co.,

LONDON, TORONTO, MONTREAL AND WINNIPEG.



CLARRY & CO'S THILL COUPLING,
Mirfield's Patent. SAFE, ABSOLUTELY NOISE-
LESS, PERFECT. NO RUBBERS, NO SPRINGS,
because none are required. ALL RATTLING PRE-
VENTED. The nicest thing ever invented. A
boone alike to the Manufacturer and the Pur-
chaser of Carriages, Buggies, etc. COMPLETE,
CHEAP AND EFFICIENT.

CLARRY & CO.,
Sole Owners and Manufacturers,
14 Bay Street, TORONTO
Prices Furnished on Application.

Toronto Plate Glass Importing Co.

GLASS IMPORTERS,

Highest Award, Toronto, '87



For Mirrors and other Glasses

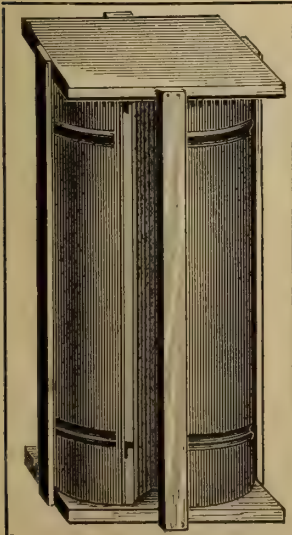
TELEPHONE 1599.
CABLE ADDRESS, "PLATE." }

Bevellers and Mirror Manufacturers.

Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

55 Victoria Street, - - - Toronto, Ont.

**Patent Stove Pipes**

for shipment in crates of 25—9 x 9 x 18 inches, easily
handled.

THOS. DAVIDSON & CO.

11 Front Street West, TORONTO.

We beg to notify the Tin and Hardware Trade in Toronto and Western Ontario that we have
opened a store at 11 Front Street West, Toronto, under the management of Mr. G. B. Meadows. We
have secured the agency of the Chown & Cunningham Co., and intend to carry such a stock of Stamped
Ware, Japanned Ware, Wire Goods, Sundries and Stoves as to enable dealers in these goods to consoli-
date their business, and trust that with careful attention and a desire to please we will secure a share of the
business. We are

Yours truly,

THOS. DAVIDSON & Co.



TORONTO, July 24, 1890.

Trade during the past week has been marked by unusual inactivity. It has been said that the builders' strike early in the season might be in some measure responsible for the present dullness, but, however that may be the volume of business is undoubtedly below the average for this season of the year. It is, however, quite evident that an extra amount of work will be crowded into the months of August and September, for large consumers of hardware, and a more active trade is then looked for. The impression is that if merchants throughout the country do not anticipate their wants early that some difficulty may be experienced in getting orders filled promptly and complete.

Prices remain unchanged, but at present in a great many lines are favoring buyers. Metals, however, exhibit a very firm tone, particularly copper, tin and spelter.

Complaints are still made regarding payments, which merchants claim to be very unsatisfactory, while from some localities merchants are meeting their liabilities almost as promptly as usual; other districts write that there is absolutely no money left in the country. This state of things, while undoubtedly bad, can hardly be remedied at the present time, and until the new crop is marketed no relief need be expected.

SPELTER.

This article is quite active at the present time and shows considerable firmness, with the result that the effect is visible upon the galvanized iron market, which is in a better condition. Cables, however, report the market quiet at lower prices. Ordinary Silesian being quoted at £23.

TIN PLATES.

Tin plates are in a much better condition than they have been for some time and no concessions are being made by English manufacturers. English cables report that the progress of the American tariff bill overshadows all other influences bearing upon the tin plate market at the present time. Buyers are active and makers very firm.

CANADA PLATES.

Canada plates are moving freely at unprofitable figures to the importers. The knowing ones, however, are not making an effort to effect sales feeling satisfied that better results from stocks on hand and contracts made with makers will be accruing later.

COPPER.

Copper is in fairly active request, particularly sheets which now enter more largely into use than formerly. The English market is reported in a strong position. It is reported that the bulk of the copper recently in French hands has passed into the possession of a strong combination, who expect to realize much higher prices shortly owing to the present position of supplies and enormous consumption for electrical and other purposes.

LEAD.

Cabel reports state that lead is a shade easier, still prices are unsatisfactory to sellers. There is very little doing in it here. Soft Spanish is cabled at £12 17s. 6d.

RAILS.

English advices state that old iron rails have been moderately active, with more call from America. Of steel rails the cable says: There is a very fair demand and prices are

steady. Heavy sections quoted at £4 17s. 6d to £5. and light sections £5 15s. to £6 f. o. b. at N. W. England shipping point.

IRON.

The local market has been featureless, yet there is a firmer feeling apparent, although prices are not actually lower. It is not thought that any very large stocks are held here, and consumers will soon be in need of iron. There can be no doubt but that the position of the pig iron trade on the other side of the water is sounder now than at any time during the last twelve months, while the statistical position is an exceptionally strong one. English mail advices say regarding the trade; with the same number of furnaces in blast as at corresponding date last year, there is a decrease of stocks in Connal's stores of upwards of 320,000 tons, the present holding being 700,000 tons. At the same time shipments are steadily expanding, and for the present year amount to 250,000 tons, against 220,000 tons to the same date in 1889. The total exports of iron and steel from Great Britain, as shown by the Board of Trade returns, are likewise satisfactory, and mark an increase of 14,000 tons for last month, and of 29,000 tons for the first half of the present year as compared with 1889. There is very little change in the manufactured iron and steel trades. The commonest bars are obtainable at somewhat lower than recent quotations; but for other descriptions of material prices are fairly well maintained, and in some cases even are slightly higher.

SCRAP METALS.

The market for these is rather quiet and is without feature this week. Wrought scrap is moving slowly, but the mills are said to be taking all that come forward at \$15 per ton. Scrap copper and zinc are dull, and offerings are not large. Dealers' prices are as follows:—No. 1 heavy scrap, 60 per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap, 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 25c.; new scrap copper, 10c.; heavy scrap copper 10½c.; old copper bottoms, 8½c.; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 9c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2½ to 2¾c.; country mixed rags, \$1 to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PAINTS AND COLORS.

No particular change can be noted in paints and colors. Turpentine remains in the same condition. Stocks in the market are small and no fresh lots are being received. Supplies are on the way, however, that will probably make prices lower in the near future. Fresh stocks of linseed oil will be upon the market next week, and after that there will probably be an abundance of this oil, with the result that prices may be lower. Some castor oil has been received, and quotations for this are about 1c. per lb. lower, at 11 to 12c. A few sorting up orders for prepared paints have been prepared, but on the whole these are moving out slowly.

CEMENT.

Cement still keeps unchanged in every respect, as is usually the case throughout the summer season. The sales are about equal to last week's.

HIDES, ETC.

HIDES—Go at the prices mentioned a week ago; cured at 6½c., No. 1 green steers at 7c., and No. 1 green cows at 6c. The two lower grades of green in each class scale off a cent for each degree below No. 1. The market is capable of taking a large supply

at these prices. The supply at present is but moderate.

TALLOW—Rough is 2c. and rendered is 5½c.

WOOL—New is still firm and in fair receipt at 21c.

NEW YORK, July 24, 1890.

In the various branches of the iron and steel trade the situation is, to all accounts, practically the same as it was a week ago. Nothing in the line of important new demand has developed at this point, and at other centres business is running along in a quiet way, as usual during the summer season. Universal plates, used for structural purposes, have been marked up \$2 per ton by some manufacturers, and the large amount of orders in hand, along with the inquiries under negotiation, promote a very strong feeling that shows some signs of culminating in a general advance on all descriptions of structural material. Otherwise there are no signs of immediate change in values. Steel mills are well employed on rails, billets, rods, etc., but most concerns can conveniently take care of additional orders, and doubtless would not pass offers that may come along at prices in line with those current since the beginning of the month. The output of foundry pig iron continues to be closely taken up, but low grades suitable for mill use are in abundant supply and relatively cheaper than the foundry sorts. From the European markets no information is received indicative of sharper competition from that quarter, but prices have been named on wire rods and billets landed here that would seem to be uncomfortably close to current quotations for domestic productions.

STEEL RAILS.

A Southern order for about 7,500 tons steel rails is understood to have been closed, terms not transpired. Otherwise no recent business comes to light, and orders for other than small quantities are few at the present time. Eastern mill prices still range between \$31 to \$32. In the Western markets billets are selling at \$31.50, and wire rods at about \$44 f.o.b. at mill.

OLD IRON.

There has been no new move in the market, for old iron, and the demand at present is slow. About \$24.50 may be quoted for tee rails, \$21.50 to \$22 for No. 1 wrought scrap and \$18 for car wheels.

TIN.

Local market prices for pig tin have dropped fully ¼c. per pound the past few days owing to lower cables from London and practical stagnation here. Speculation is practically at a standstill and the demand from jobbers and consumers is very light. On the Metal Exchange 10 tons have been sold at 21.05c. spot, and 25 tons at 21c, August delivery. On Tuesday the net cash quotations for 10-ton lots were 20.95c. bid, 21.10c. asked spot, 20.90 to 21.15c. July, 21 to 21.10c. August, and 21 to 21.15c. September. Store prices were about 21½c for 5-ton lots and 21¼ to 21¾c. for smaller quantities. Latest London quotations were £94 10s spot and £94 15s. future.

COPPER.

Copper is very firm and tending upward. A few hundred thousand pounds Lake were sold at 17c. but that price has since been offered and refused for various quantities up to 1,000,000 pounds. Very little stock is offered for immediate delivery, and nothing at less than 17¼c for near future, whilst up to 18c. is quoted for distant futures. Other varieties are also tending upward, and while it

NORTHEY & CO., - TORONTO, ONT.

MANUFACTURERS OF
SINGLE AND DUPLEX

Steam and Water-Power Pumps

FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP CONDENSERS

FOR ATTACHING TO

High Pressure Steam Engines,

MARINE AND STATIONARY.

GREAT ECONOMY

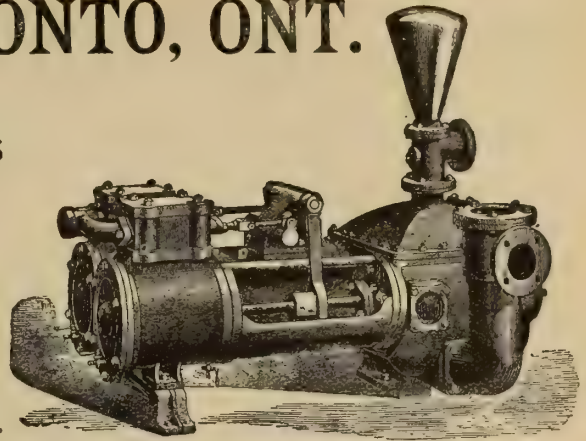
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FUEL AND POWER

GUARANTEED.

Prices and particulars on application.

OFFICE AND WORKS: Corner Front and Parliament Sts.



NEW YORK MARKETS—Continued.

does not transpire that actual sales have taken place at above 15 1-2c for Arizona or 14 3/4c. for casting copper, sellers are now asking 16c. and 15c. respectively. Prices have moved upward in the London market, latest cables quoting merchant bars at £57 15s. spot, and £58 15s. future.

LEAD.

The pig lead market has remained flat and prices are stationary, with 4 1/2c. generally named for both prompt and future deliveries.

SPELTER.

Spelter is also slow and barely steady at \$5.45 to \$5.50 for Western prime.

TIN PLATE

In the tin plate market business has been merely fair, but the favorable position of supplies here and firm reports from England serve to hold values very steady.

stocks should be light. Spot prices, therefore, are firm here at \$3.80 to \$4 for coke and \$4 to \$4.25 for charcoal, with a quiet business in progress. Otherwise there is no change.

NAILS.

The nail market has not developed much change during the week but the feeling is decidedly stronger, and the cutting that has characterized some jobbers recently is being more or less abandoned. The fact is, the position of the raw material forbids anything extensive in this way at the moment, for, with bar iron at \$2.30 it can scarcely prove a paying transaction to turn over nails at \$2.40, and consequently, although some still persist in going below the market for any large order, the price would have to be paid, and we quote as follows:

MONTREAL

MONTREAL MARKETS.

JULY 24, 1890.

IRON AND HARDWARE.

The improved feeling in iron continues, and although there is only a quiet movement in progress at the moment the tone is steady, as advices from the sources of supply indicate a steady feeling all round. In the way of actual business there is nothing special to note, but there has been transactions on pig at our quotations, and it is very unlikely that better terms could be had by buyers. During the week sales of Summerlee were spoken of at \$22, while some slight shading might be allowed on round lots, other brands in proportion. Manufactured iron rules steady, best refined being firm at \$24 to \$25, and advices from Great Britain state that makers are well supplied with orders and that the feeling is steady. Hoops and bands are without any change at \$2.75 to \$3, while tin plate rules very firm in consequence of the strong feeling that has characterized the market on the other side for some time back. Latest advices reports more buying on American account and a very bare market in consequence. This has continued for some time back, so that it is but natural that



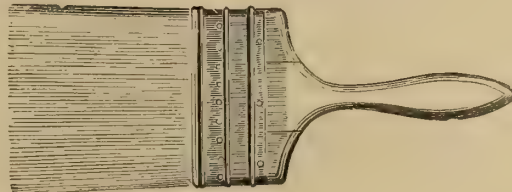
No Duty on Church Bells. Please mention this paper.

BOECKH'S STANDARD BRUSHES
FOR SALE
BY ALL LEADING HOUSES.

THE LONDON BRUSH FACTORY,

61 and 65 Dundas Street,
MANUFACTURERS OF

EVERY KIND
OF
BRUSHES
HANDLED BY
HARDWARE
TRADE



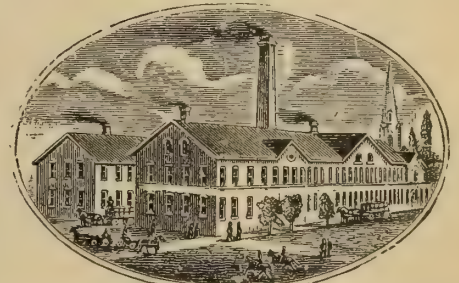
FULL STOCK
OF
CARPET
SWEEPERS.

Awarded Gold and Silver Medals, 1887 and 1888, Bronze A.D. 1889.

THOS. BRYAN, London, Ont.

SEND FOR
CATALOGUE

R. DENNIS,
205 and 211 King St., LONDON, ONT
Manufacturer of
Cresting, Finials and Vanes
Wire Goods and Iron Work of all kinds.



Galt Rag and Metal Co., Dealers in Rags, Bones, Scrap Iron, Copper, Brass, Lead, Zinc, Scrap Rubbers, Paper Stock, &c. Highest Cash Prices Paid. Orders by mail will receive prompt attention. Galt, Ont.

Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont.

Small round lots 5c. less, viz., \$2.45, and so on:

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	....	2 50
8 dy to 9 dy, " "	....	2 75
6 dy to 7 dy, " "	....	3 00
4 dy to 5 dy, Am. pat.	....	3 25
3 dv fine hot cut, " "	....	5 50
4 dy to 5 dy, cold cut, Can. pat.	....	3 00
3 dy, cold cut, " "	....	3 50
2 dy, hot cut, nails " "	....	5 70

	Steel Cut Nails	Wire Nails
10 dy to 60 dy, per keg	.....\$2 60	\$3 60
9 dy " " "	.....2 85	3 95
8 dy " " "	.....2 85	4 30
7 dy " " "	.....3 10	4 65
6 dy " " "	.....3 10	5 00
5 dy " " "	.....3 35	5 00
4 dy " " "	.....3 35	5 30
3 dy " " "	.....4 10	6 35
3 dy fine " " "	.....5 60	8 05

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....\$4 50
4 dy @ 5 dy, per keg	.....3 75
6 dy @ 7 dy, " "	.....3 50
8 dy @ 9 dy, " "	.....3 25
10 dy @ 30 dy, " "	.....3 00
Cut spikes, " "	.....2 75

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	.....\$4 80
1 " " "	.....4 50
1 ½ " " "	.....4 20

Finishing nails 75c. per keg over same size hot cut, viz., from \$6.45 for inch to \$3.50 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.45 for 1-inch to \$3.25 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$6.95 for 1-inch to \$3.75 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand 50 per cent. discount, for small lots. P. B. & Co. brand 50 per cent. of list for small lots. Large lots 50 four months, with 5 per cent off for cash in 30 days.

CHEMICALS.

The chemical market rules firm and in some respects is quite active. The striking feature is caustic soda, and the strength it displays another jump having to be recorded this week. The position of stocks on spot adds to the strength of the article, and many dealers are bemoaning the chance that has slipped by of turning a nice little penny on the change. However they did not, but the enquiry for the article is urgent, and in every case the price has to be paid without any demur, for holders are thoroughly independent as evidenced by the sale of a round lot of 200 drums at 60 per cent. during the week or a loss of \$9 2s. 6d. in Liverpool. While 70 per cent. is quoted firm at £10 2s. 6d. with no concession allowed in any case. In consequence of this we have to mark up our spot prices 25c., and they are now firm at \$2.22 to \$2.75. This feeling in Caustic is reflected in other lines and the tone is very firm all round. Bleaching Powder is hardening, makers refusing to quote for forward delivery, while Chloral of Potash has also scored an advance in Liverpool, but there is no change here as yet, except that everything is stiff enough. Bleaching powder, \$1.75 to \$2. Chlorate of Potash 22 to 25c., and Sal Soda 90c. to a \$1. The same remarks apply to all heavy chemicals.

PAINTS AND OILS.

There has been no material change in this market during the week and the feeling is steady on the whole. In colors there has been the usual movement natural to this season of building operations, but it is nothing special. White and red lead are firm and

unchanged, while advices from the other side state that corrodors are pretty busy. Oils show no change, but steam refined seal is very firmly held by the one holder who controls the bulk of the stock on spot. For round lots 52½c. is allowed, but we do not hear of any large sales, while smaller transactions would necessitate a basis of 55c. Other oils are without change; linseed being firm at 67 to 69 for raw and 70 to 72 for boiled, with some business in a small way on the basis. Fish oils rule quiet and firm. Cod, 36 to 38c. for Newfoundland and Gaspe with Halifax 2c. less.

GLASS.

There is no new feature in glass, which, with paints and oils, encounters the usual inquiry at this season of building operations. During the week we did not hear of anything special, but there has been first and second breaks on the usual basis, \$1.40 to \$1.50, and \$1.50 to \$1.60 respectively, and so on in proportion.

NAVAL STORES.

There is absolutely nothing doing in naval stores. The recent advance has checked the demand for turpentine, dealers preferring to wait in anticipation of a decline. We quote: Turpentine, 65 to 68c.; rosins, \$2 to \$3 as to brand; coal tar, \$3.25 to \$3.50; cotton waste, 5½c. for colored and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12c.

CEMENT AND FIRE BRICK.

The cement market has continued to rule steady during the week under a fairly good demand and steady prices. We quote: London at \$2.40 to \$2.50 for round lots, and \$2.50 to \$2.70 for smaller quantities; Belgium at \$2.30 to \$2.40 for round lots, and \$2.40 to \$2.60 for smaller quantities. Fire bricks continue in good demand at \$20 to \$25 per 1,000.

PETROLEUM.

There is little or nothing doing in Petroleum, dealers being generally pretty well stocked up, very small stocks being required to meet the demand at this season of the year. Canadian oil has gone up another 1-2c at Petrolia, to 12c., which is equal to 14c here, but dealers having a stock of cheap oil on hand no sales are reported here at the advance. Crude oil has advanced 7 1-2c., and is now quoted at \$1 26 1-2 per barrel. We quote:—American at 23c. in car lots, 23 1-2c. for 10 barrel lots; 24c for 5 barrel lots, and 24 1-2c for a single barrel. Canadian 12c at Petrolia; 14c in Montreal, in car lots, and 15c. in smaller quantities. American benzine is quoted at 23¼c for car lots, and 24c to 25c for smaller quantities and Canadian at 13c in Montreal.

THE INDIFFERENT CLERK.

From the shoppers point of view saleswomen are more inclined to indifference than salesmen, says the Dry Goods Economist. Granted that clerks are often treated rudely by customers, this is still a poor excuse for them, as their daily bread depends upon their keeping and advancing in their positions. The saleswoman who "don't think we have it" should look and be sure of what she thinks. The one who is too busy talking to her companions behind the counter about Jim, Jack, etc., to notice a customer makes one's tongue tingle to use a little plain English. Another one is engaged in an unending task of polishing her nails, and after four o'clock many

are too busy arranging their bangs in the anticipation of the trip home at six to even see the patient woman asking for goods. Such clerks never get beyond selling notions, and when we see this total lack of interest we no longer wonder why they are not paid more, but are rather surprised that they are paid at all. A good clerk carries his or her customers from one store to the other, which fact induces many merchants to make a bid for a popular salesman in the shape of an enlarged salary, a thing certainly desired by all, though some pursue an odd path in search of it. A bright, energetic manner, pleasant words and a willingness to show goods impresses the customer favorably, and should she not buy this time, she will probably remember you and come to you when she does buy. Business people cannot afford to have ill-will of any one, and the effect of a pleasant word and a desire to please forms a wonderful power for a salesman. A successful merchant once said: "Any clerk can sell a woman what she wants, but it takes a bright, interested man or woman to sell what she had not thought of." In a word, the clerk should be interested in his employer, his wares and his customers.

A circular to the Executive Board of the C. T. Association of Canada was issued, calling a meeting for Friday, 11th inst., to consider the recommendation of the leasing of a certain property on Yonge street, near King, viz., the Central Bank building, and it is understood the Board has ratified the leasing of the property for ten years, with the option of purchase.

Restore goods to their proper places as soon after using as possible.

A feather duster disperses but does not remove the dust from the store

Master the whole business and the way to fortune has been mapped out.

A reputation for truthfulness is indispensable to permanent and satisfying success.

CHARTERED BANKS.

The following is a list of the banks in Canada acting under a Dominion Government Charter:

ONTARIO.

Bank of Toronto.	Imp'l Bank of Canada.
Can. Bank of Com'erce.	Traders' do
Dominion Bank.	Bank of Hamilton.
Ontario Bank.	Bank of Ottawa.
Standard Bank.	Western Bank of Can.

QUEBEC.

Bank of Montreal.	Merchants Bank of Can
Bank of B. N. America.	Banque Nationale.
Banque du Peuple.	Quebec Bank.
Banque Jacques Cartier	Union Bank of Canada.
Banque Ville Marie.	Banque de St. Jean.
Banque d'Hochelaga.	Banq de St. Hyacinthe.
Molson's Bank.	East. Townships Bank

NOVA SCOTIA.

Bank of Nova Scotia.	Halifax Banking Co.
Mer. Bank of Halifax.	Bank of Yarmouth.
People's Bank do	Exch. B'k of Yarmouth
Union Bank do	Com'l B'k of Windsor

NEW BRUNSWICK.

Bank of N. Brunswick.	People's Bank.
St. Stephen's Bank.	

MANITOBA.

Commercial Bank of Manitoba.

BRITISH COLUMBIA.

Bank of British Columbia.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

TRADE
"EASTLAKE"
MARK.

Metallic Shingles.

Price List and Catalogue sent on application

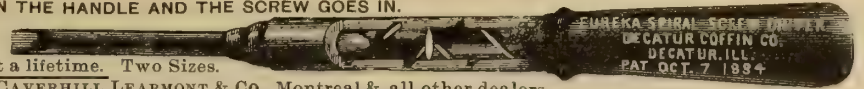
The Metallic Roofing Co. of Canada
[Limited.]

Rear 84, 86, 88 and 90 Yonge Street,
TORONTO.

PUSH ON THE HANDLE AND THE SCREW GOES IN.

Will last a lifetime. Two Sizes.

Sold by CAVERHILL, LEARMONT & Co., Montreal, & all other dealers



Electric Supplies for Electric Lighting, Electric Bells, Wire Annunciators. Contractors for Electric Work.

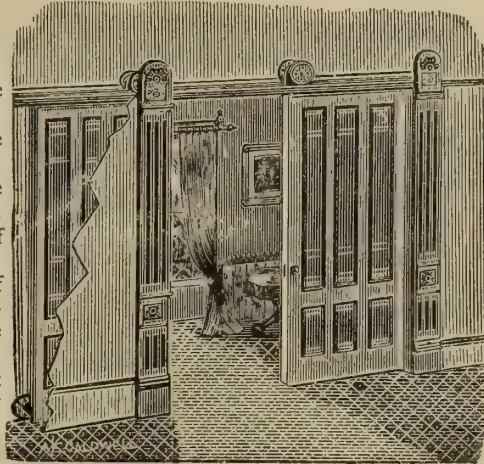
HENRY S. THORNBERRY & CO., 39 King St. W. Toronto.

Clarke's Common Sense Sliding-Door Hanger

Slides back and forth with a more Graceful and Easy Motion and with less noise than any other Hanger.

With this hanger there is:

- No Side-draft.
- No Kicking.
- No Flanges on the wheels.
- No Jumping the Track.
- No Inaccessible Tracks in the Pockets.
- No Tearing Down of Lath and Plaster.
- No Dead Weight of heavy doors constantly hanging to the track.
- No Tracks to be put in until ready to hang the doors.
- No False Pockets in the Tracks for either



Single or Double Doors.

Doors equipped with this Hanger are suspended at the upper front corner and supported or rest upon a single roller secured to the lower inside corner, perfectly balanced, moving easily.

Common Sense Hangers can be applied to doors that have been hung with any other hanger without removing the plastering, woodwork, or any of the sheathing of the pockets, or creating any muss whatever.

MANUFACTURED BY

THE PETERBOROUGH LOCK MANUFACTURING COMPANY,
PETERBOROUGH, ONT.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.



Beg to call attention to the noted Heinisch sheers, also to following fall specialties:

Elbows, Stove Boards, Coal Hods, Stove-pipes, Fire Shovels, Dampers, Copper Kettles (tea and toddy).



ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL,



The above Brand of Lead
Requires no Association Guarantee.
It is the STANDARD of the Dominion for
Purity, Fineness and Whiteness.

WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

Williamson
& Lambe

STORAGE.

54 & 56
Wellington St. E.,
TORONTO.

DESKS

OFFICE, LIBRARY,
CHURCH AND SCHOOL
FURNITURE.

JOHN M. BLACKBURN & CO.,
41 COLBORNE ST., TORONTO.,
—AND—
162 ST. JAMES ST., MONTREAL.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb .. 24½ 26
Straits 100 lb ingots..... " .. 24½ 26
Strip " .. 26, 28

Tin Plates—Charcoal Plates, Bright.

Bradley M.L.S. Per box.
I.C., usual sizes \$6 00 \$6 25
I.X., " 7 50 7 75
I.X.X., " 8 75 9 00

Raven & P.D. Grades—

I.C., usual sizes 4 75 5 25
I.X., " 5 75 6 25
I.X.X., " 6 75 7 25
L.XXX., " 7 75 8 25
D.C., 12½ x 17 4 50
D.X., usual sizes 5 50
D.X.X., " 6 25 6 65

Note.—Other brands might be shaded
by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—
I.C., usual sizes 4 25 4 50
I.C., special sizes 4 25 4 50
B.V. Grade, I.C., usual
sizes 4 25 4 50

Note.—Round lots of 14x20 could be
purchased of 25c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—
I.C. 20 x 28, 112 sheets .. 8 00 8 50

Charcoal Tin Boiler Plates.

Cookley Grade— Per lb.
I.X.X., 14x56, 50 sheet bxs }
" 14x60, " } 6½c, 7c
" 14x65, " }

Iron and Steel.

Common Iron, per 100 lb .. \$2 40
Refined " 2 75
Horse Shoe " 2 75
Band " 3 20
Hoop " 3 20
Swedish " 4 00 4 50
Nova Scotia Bar Iron..... 2 75
Sleigh Shoe Steel 2 75
Machinery, Tire Steel 3 00 3 25
Best Cast Steel, per lb..... 0 13 0 14
Russian Sheet " 0 11 0 12
Tank Plates 2 25 2 50
Boiler Rivets 4 75 5 00

Boiler Tubes.

2-inch 13c
3-inch 18½

Boiler Plate.

½ inch \$3 50
5-16 " 3 35
¾ " 3 25

Sheet Iron.

1 to 20 gauge 3 50
22 to 24 " 3 75
24 to 26 " 4 00

Canada Plates.

Blaina 3 00
Boars Head 3 15
Maple Leaf 3 00
All Bright None

Galvanized Iron.

Queen's Head—
16 to 24 gauge, per lb 5½, 6c
26 gauge, " 5½, 6
28 " 5½, 6½

Golden Crown—
16 to 24 gauge, per lb 5½, 6½
26 gauge, " 5½, 6½
28 " 5½, 6½

Note.—Cheaper grades about ½ cent
per lb less.

Chain.

Proof Coil, ½ inch, per lb..... 4½ 4½c
" 7-16 inch " 5½ 5½
" 1 " " 5½ 6

Trace, per doz. pairs \$3 60 5 90
German coil, per 100 ft 1 65 2 70

Jack chain, iron, single, per
doz yards 0 13 0 50
Jack chain, double, per doz
yards 0 15
Jack chain, brass, single, per
doz yards 0 20 1 10

Copper—Ingot.

Lake Superior, per lb 0 00 0 00
Baltimore " 0 17 0 18
English B.S. " 0 17 0 18

Roll or Bar.

Cut lengths, round, ½ to ¾ in. \$0 28 \$0 31
" round & square
1 to 2 in 0 26 0 28

Note.—Complete, lengths about fifteen
feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,
16 oz, 14x48 and 14x60 \$0 21 0 22
Untinned, 14 oz, and light,
16 oz, irregular sizes 0 22 0 23

Note.—Extra for tinning, 2½ cents per
pound, and tinning and half planishing
5 cents per pound.

Planished and tinned, 14x
48 and 14x60 0 30 0 32
Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb.. 0 22 0 26
" 35 to 45 " " 0 21 0 22
" 50 lb and above per lb 0 20 0 21

Boiler & T. K. Pits.

Plain Tinned, per lb..... 0 26
Spun " 0 30

Wire.

Pure, in coils—
From 1 to 20 gauge..... 0 25 0 27
From 20 gauge, up 0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge. 0 21 0 25
" 27 to 30 " " 0 23 0 29
" 30 and up..... 0 26 0 29
Sheets, hand-rolled 2x4 ft.. 0 23 0 25

Zinc Spelter.

Foreign, per lb..... 0 06 0 06½
Domestic " 0 05½ 0 05½

Zinc Sheet.

5 cwt casks..... 0 06½ 0 06½
Part casks 0 06½ 0 07

Lead.

Imported Pig, per lb..... 0 04 0 04½
Domestic " 0 04 0 04½
Bar, 1 pound 0 05 0 05½
Sheets, 2½ lbs, per square ft,
by roll 5 00 5 25
Sheets, 3 to 6 lbs, per sq ft,
by roll 4 75 5 00

Note.—Cut sheets half cent per lb extra.
Pipe, by the roll, usual weights
per yard, lists at 7c per lb and 27½ p.c.
discount.

Note.—Cut lengths, net price; ton lots
27½ and 5 p.c. dis.; waste pipe, in 7 ft
lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb 0 20 0 22
Note.—Prices of this graded according
to quantity. The prices of other quali-
ties of solder in the market indicated
by private brands vary according to
composition.

Antimony.

Cookson's, per lb..... \$0 20 \$0 21
Other makes " 0 19 0 20
Pure White Lead, ground in oil,
Associat'n guarantee, per lb. 5½ 6
No. 1 Do..... " 0 5½
No. 2 Do..... " 0 4½
No. 3 Do..... " 0 4½

Prepared Paints.

(In ½, 1 and 1 gallon tins.)
Pure, per gallon \$1 10
2nd qualities " 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)
Venetian Red, per lb 0 05
Chrome Yellow " 0 09
Golden Ochre 0 06
French " 0 05
Marine Black 0 09
" Green 0 09
Chrome " 0 08
French Imperial Green 0 14

Colors, Dry

Yellow Ochre (J.C.) in bbls, per lb 0 01½
" (J.F.L.S.) " " 0 01½
Venetian Red (R.C.2) " " 0 01½
" (1343) " " 0 02
English Oxides " " 0 03½
American " " 0 02½
Paris Green, per lb 0 16½ 0 17½
Burnt Sienna " 0 08½
Burnt Umber " 0 06
Drop Black " 0 09
Chrome Yellows " 0 12
" Greens " 0 12
Golden Ochre 0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal 0 70
Brown Japan " 0 70
No. 1 Carriage " 1 50
Gold Size Japan " 1 40
Pure Orange Shellac " 2 20
Hard Oil Finish " 1 50

Linseed Oil (in bbls).

Raw, per gal 0 77
Boiled " 0 80

Turpentine (in bbls).

Selected Packages, per gal... 0 62 0 64

Castor Oil.

Best, per lb..... 0 11 0 12

Glue (in bbls)

Common, broken 0 10 0 11
French medal 0 12 0 13
Cabinet makers 0 17 0 18
White 0 16 0 17

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	0 05½
" No. 2	0 04½
" No. 3	0 04½

Acme Paints.

Neal's Carriage, discount 40 p. c.	
English Oxide, by the barrel	0 02
American Oxide	0 01½
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p. c.	
Granite Floor, in tins, 90c, 47½c	0 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	
" Wagon and Imperial, dis 40 p. c.	
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz	1 25
Acme Carriage Top Dressing, \$1 75	per doz 4 00 8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 to 45 p. c. Amer.	
Rim Fire Cartridges, Dom. 50 and 10.	
Rim Fire Military, net list. Amer.	
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.	
Central Fire Cartridges, Dom. 30 & 10	
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p. c. Amer.	

Wads.

Eley's, per 1,000	\$0 25 \$1 60
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Anvils.

Per lb.	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	5 65 1 59
Pegging, " "	0 65 1 25
Brad, " "	0 85 1 60
" handled	3 60 7 30
Saddlers', " "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, " "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	6 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Brass, N.P., 60 to 66½, 50 and 10 to 60 p. c., dis.	
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Door.

Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50

Cow.

American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 p. c.	

Farm.

American, each	2 00 5 00
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House.

American, per lb.	0 35 0 40
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Bellows.

Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount 35, 40 per cent.	

Belting.

o. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 per cent.	

Bench Stops.

Per doz	5 00 6 00
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Bits—Auger.

Gilmour's dis 55 to 60 p. c.	
Excelsior—Jennings', discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jennings' Gen, net list to 5 p. cent. dis.	

Car.

Gilmour's, 47½ to 50 per cent.	
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Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell " "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Masot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb.	0 11 0 15
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Bolts.

Carriage, dis. 60 and 5 per cent. to 65 per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis., 40 to 45 p. c.	
Elevator, dis., 35 to 40 p. c.	
Machine, dis., 60 to 60 and 5 p. c.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 35 to 40 per cent.	
Reversible, dis., 65 to 70 per cent.	
Vegetable, per doz	1 12 2 35
Henis, No. 8 " "	6 00
" No. 9 " "	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	5 00 40 23
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Batts—Brass.

Wrought Brass dis. 60, 60 and 10 per cent.	
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Cast Iron.

Loose Pin, dis. 60 to 60 and 5 per cent.	
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Wrought Steel.

Fast Joint, dis. 60, 60 & 5 p. c.	
Loose Pins, " 60, 60 & 5 p. c.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz	3 75 4 50

Card.

Horse, per doz	0 70 0 95
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Carpet Stretchers.

American, per doz	1 00 1 50
Bullards " "	6 50

Carpet Sweepers.

Bissell, per doz	22 50
World " "	21 75
Daisy, " "	24 00
Star, " "	18 00

Crown Jewel, per doz	29 00
Grand Rapids, " "	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50 p. c.	
Plate " dis. 50 p. c.	

Cattle Leaders.

No 31 and 32, per gross	8 50 11 25
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Cement.

Fortland, car load lots	2 70
Thorold " "	1 10
Queenston " "	1 10
Napanee " "	1 10

Chalk.

Carpenters' Colored, per gross	0 50 0 85
White, lump, per lb.	0 01½ 0 01½
Red " "	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz	0 85 4 00

Churns.

Amer., dis. 50 p. c. to 6) p. c.	
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Clamps.

Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clips.

Axle, dis. 65 p. c.	
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Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
No. 2	2 70

Compasses, Dividers, etc.

American, dis. 60 to 62 and ½ p. c.	
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Cradles, Grain.

Canadian, discount 25 p. c.	
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Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English, " "	2 00 4 00

Draw Knives.

American, dis. 70.	
Canadian, dis 25 to 35 p. c.	

Drills and Drill Stock—Breast.

Millar Falls, per doz	16 00 51 50
P. S. & W., dis. 40 per cent.	

Twist.

Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.

Dis. 17½ to 22½ p. c.	
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Fawcetts.

Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star, " "	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10	
Barton Smith, dis. 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis., Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25 p. c.	
Horse Rasps, Kearney & Foote's dis Am list, 50 p. c.	
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33½ p. c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc, dis. 40 p. c. to 42½ p. c.	
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Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis. 50, 50 & 10 p. c.	

Fruit Presses.

Henis' per doz	4 00
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Enterprise, discount 10 p. c.

Fry Pans.

Acme, discount 50, p. c.

Gauges—Marking, Mortise, etc. Stanley's. dis. 50, 55 p. c.

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 40
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Glass.

4th quality Star, 1st break	1 55 1 60
" 2nd "	1 65 1 70
" 3rd "	3 90 4 00
" 4th "	4 20 4 25
" 5th "	4 50 4 55

Window Glass.

Pilkington's ordinary	
1st break	\$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	6 50

Picture Glass.

Pilkington's ordinary.	
1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 75

Glue Pots.

Tinned, each	0 30 0 90
Enamelled " "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list.	
Can. discount 25 to 27½ p. c.	

Tack.

Magnetic, per doz	1 10 1 50
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Sledge.

Canadian, per lb.	0 12½ 0 15
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Ball Pean.

English and Can., per lb.	0 25 0 37½
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Handles.

Axe per doz	1 00 3 50
Store door " "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer " "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 30 p. c.	
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Hoe.

C. & B., discount 30 p. c.	
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Saw.

American, per doz	1 00 1 25
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Plane.

American, per gross	3 15 3 75
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Hammer and Hatchet.

American, per doz	0 50 0 80
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Cross Cut Saw.

Canadian, per pair	0 18 0 25
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Hangers.

Door 4 and 5 inch, per pair	0 40 0 80
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Hatchets.

Can., dis. 37½, 40 p. c.	
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Hinges.

Hooks—Cast Iron		Pencils.		Scale Beams.		Cigar Box Nails, dis. 35 p.c.	
Bird Cage, per doz	0 50 1 10	Dixon's, per gross	1 00 4 25	Canadian, B. S. & M. dis. 40 per cent.		Shoe Finders' Tacks & Nails, dis. 25 p.c.	
Clothes Line, " "	0 27 0 63	" Carpenter	2 25 3 60	Scrapers.		Tape Lines.	
Harness, " "	0 72 0 88	Picks.		Box, per doz	2 10 4 50	English, ass skin per doz	\$2 75 \$5 50
Hat and Coat, per gross	1 00 3 00	Picture Nails.		Foot, " "	40 3 50	English Pat. Leather	5 50 9 75
Chandelier, per doz	0 50 1 13	Porcelain Head, p. gross	1 65 3 00	Screens.		Chesterman's, each	0 90 2 85
Wrought Iron.		Brass Head, " "	40 1 00	Window, patent, per doz	6 00 7 50	" steel, each.	0 80 8 00
Wrought Hooks and Staples, Can.	dis. 17½, 20 p.c.	Planes.		Sargent's, per doz	65 4 00	Thermometers.	
Wrought Hooks and Staples, Amer	dis. 75 to 75 and 10 per cent.	Wood, bench, Canadian, or American	dis. 50.	Screws.		Tin case & dairy, dis. 75 p.c.	
Wire.		Wood, fancy Canadian, or American	dis. 35, 37½ per cent.	Wood, flat head iron, dis. 47½ per cent.		Ties.	
Belt, per 1,000	0 60 2 70	Bailey's (Stan R. & L. Co.) 33½ to 35	per cent.	Wood, round head iron, dis. 42½ per cent.		Cow, per doz	1 25 2 50
Screw, bright, Eng., dis. 40, 5, 45 per cent.		Miscellaneous, dis. 10 to 12½ per cent.		Wood, flat and round head, brass, dis. 25 p.c.		Tinner's Shears and Snips	
Horse Nails.		Bailey's Victor, dis. 10 to 12½ per cent.		Bench, wood, per doz	3 25 4 00	P.S. & W., 10 p.c. advance on American list.	
Canadian, dis. 50 to 50 and 10 p. cent.		Plane Irons.		Bench iron per doz	4 25 5 75	Tinware.	
Horse Shoes.		English, per doz	2 00 5 00	Scythes.		Stamped, dis. Assn list, 70, and 12½ per cent.	
Per keg	3 75 3 80	Pliers and Nippers.		Discount 40 per cent. to 42½ per cent.		Japanned, dis. Prices on application	
Ice Picks.		Button's Genuine, per doz. prs. dis 37½, 40 p.c.		Scythe Snaths.		Pieced, dis. " " "	
Star, per doz	3 00 3 25	Button's Imitation, per doz.	7 40 10 25	Canadian, dis. 33½ to 35 p.c.		Transom Lifters.	
Kettles.		German, per doz	60 2 60	Shears.		Payson's, dis. 25 per cent.	
Brass spun per lb	0 28 0 30	Plumbs and Levels		B. & W., japanned, dis. 75 per cent.		Traps.	
Copper, " "	0 40 0 45	S. R. & L. Co., dis. 65 p.c.		B. & W. N. P., dis. 65 p.c.		Game, Newhouse, dis. 17½, 20 per cent.	
Enamelled Can. 50 p.c.		Poppers.		Seymour's dis. 60 p.c.		Game, H. & N., or P.S. & W., discount 57½ to 62½ p.c.	
American, 50 and 10, 60 and 5 per cent		Pruning Shears.		Atina, dis. 75 @ to 75 and 10 per cent.		Mouse, per doz	0 35 1 50
Keys.		Per doz	4 00 5 50	Heinrich 60 per cent.		Rat " "	2 00 4 50
Lock, Can, dis 50 p.c.		Pulleys.		Sheaves.		Trowels.	
Cabinet, Trunk, and Padlock, Am. per gross	1 60 4 75	Hothouse, per doz	55 1 00	Sliding Door, per set	77 1 40	Disston's, discount 10 p.c.	
Knobs.		Axle	22 33	Canadian, dis. 7½ p.c.		German, per doz	4 75 9 00
Door, japanned, and N.P., Can. list dis. 50 p.c.		Screw	27 1 00	Shovels and Spades.		Brade's " "	00 10 50
Bronze, Berlin, per doz	2 75 3 25	Awning	35 2 50	Canadian, dis. 37½ to 40 per cent.		S. & D., discount 35 p.c.	
Bronze, Gem, " "	6 00 9 00	Pumps.		Sieves.		Triers.	
Lava " "	8 75 10 00	Rumsey, Cistern & Pitcher Spout, 55, 60 per c.		Wood Rim, black, p. doz	1 15 1 35	Butter, per doz	6 25 9 00
Shutter, porcelain, F. & L screw, per gross	\$1 30 4 00	Punches.		Tin Rim, " tinned, " "	1 35 1 60	Trucks	
Ladles.		Saddler's, per doz	1 00 1 85	black, " "	2 30 2 45	Warehouse, each	2 25 6 50
Melting, per doz	1 70 4 50	Conductors' " "	9 00 15 00	Snaps.		Twines.	
Lemon Squeezers.		Tinner's solid, per set	72	Harness, German, p. gro.	2 00 5 50	Bag, per lb	0 12½ 0 20
Porcelain lined, per doz	2 20 5 60	hollow, per pinch	1 00	Acme, " "	3 00 5 00	Wrappg, mott'd, pr. pack.	0 50 0 60
Galvanized, " "	1 87 3 85	Putty.		Lock, Andrew's " "	4 50 11 50	cotton, per lb	0 18 0 20
King, wood, " "	2 75 2 90	Bladder, per 100 lbs	2 00 2 25	Soldering Irons.		Mattress, per lb	0 33 0 45
" glass " "	4 00 4 50	Tins, lbs	2 50 2 75	Per lb	0 30 0 32	Staging " "	0 27 0 35
All glass, " "	1 20 1 30	Rail.		Wrought Spikes.		Broom " "	0 30 0 55
Lines.		Barn Door, per foot	3 3½	Discount, net list.		Binding, flax, per lb	.....
Fish, per gross	1 05 2 50	Sliding Door, " "	3½ 3½	Spoke Shaves.		" jute " "	.....
Chalk, " "	1 90 7 40	Rakes.		Wood, English	1 80 5 00	Vises.	
Locks—Door.		Cast Steel and Malleable, Canadian list dis. 40 to 42½ per cent.		Iron, American	1 35 2 35	Hand, per doz	4 00 6 00
Canadian, dis. per cent.	..... 50	Razors.		Spoons and Forks.		Bench, parallel, each	2 00 4 50
Russell & Erwin, per doz	2 90 7 50	Boker's, per doz	7 50 11 00	Sheffield Sterling.		Coach, each	6 00 7 00
Cabinet.		Wade & Butcher's " "	3 60 10 00	Tea Spoons, per gross	7 50 12 00	Peter Wright's, per lb	0 12 0 13½
Eagle, dis. per cent	33½	Razor Stropps.		Dessert " "	21 00	Pipe, each	5 50 9 00
Padlock.		Currier's, per doz	1 25 3 60	Table " "	30 00 30 00	Saw, per doz	6 50 13 00
English and Am. per doz	50 6 00	Rivets and Burrs.		Dessert Forks	24 00	Washer Cutters.	
Scandinavian, " "	1 00 2 40	Copper Rivets, dis. 45 to 47½ p.c.		Medium " "	27 00	Per doz	4 00 8 50
Eagle, dis. percent	15 1 17½	Iron " 40 per cent.		Table " "	36 00	Well Wheels.	
Mallets.		Burrs, Iron, 30, 33½ p.c.		Squares.		Amer. per doz. 8, 10 & 12 in.	3 38 6 00
Tinsmiths', per doz	1 25 1 50	Rivet Sets.		Iron, per doz	1 65 2 90	Wire.	
Carp'trs', hickory " "	1 25 3 75	Canadian, dis. 30, 35 per c.		Steel, dis. 75 p.c.		Market, bright and annealed, Nos. 1 to 16, 5 per cent. advance on list from stock.	
Lignum Vitæ, " "	3 85 5 00	Rope.		Try and bevel, dis. 50 to 52½ per cent.		Market, oiled, coppered, 5 p.c. advance.	
Caulking, each	1 60 2 00	Sisal, per lb	12 12½	Staples.		Market, tinned per lb	0 04½ 0 08
Mattocks.		Manilla, " No. 1	14½ 15	Fence, galvanized, per lb	5 5½	Galvanized Fence, 5 per cent. advance on list.	
Canadian, per doz	8 50 10 00	" No. 2	13½	Wrought Iron, dis. 75, 75 and 10 per cent.		Tinned Broom, from 19 to 22 gauge, per lb	0 07 0 07½
Meat Cutter.		Cotton, " "	22 25	Stocks and Dies, Amer. dis. 25 per cent.		Malin's Wire on spools, dis. 30 to 35 per cent	
Enterprise, dis. per cent	20 25	Deep Sea, " "	15 16	Stone.		Clothes Line, galv., p. 100ft	0 25 0 55
Dixon's, each	1 60 2 00	Rules.		Washita, per lb	0 15 50	Barbed Wire.	
Woodruff's " "	1 10 1 70	Boxwood, dis. 75 & 10 & 5 80 percent.		Hindostan, per lb	0 06	Galv. steel barb fencing	
Hale's, " "	1 05 1 50	Ivory, dis. 40, 40 & 5 per cent.		" Slips, per lb	9	" Lock Barb," 4 point	0 5½ 0 05½
Hume, " "	13 00 16 00	Sad Irons.		Labrador, per lb	0 13	Ditto Glidden 2 point	0 05½ 0 06
Mincing Knives.		Mrs. Potts, per set	0 95 1 25	" Axe, " "	0 15	Galv. Steel, plain twist	..... 0 05
American, per doz	42 2 35	N. P. " "		Turkey " "	0 50	Galvanized Barb, "Ly-	
Molasses Gates.		Sand and Emery Paper.		Arkansas " "	1 50	man," 2 to 4 points	0 05½ 0 06
Stebbin's Patent, dis. per cent, 65 to 70 per cent.		B. & A., sand, dis. 25, 30 p.c.		Water-of-Ayr " "	0 10	Terms, 60 days or 2 per cent off for cash—10 days.	
Nails.		Emery, per quire	55 90	Scythe, per gross	3 50 5 00	Wire Cloth.	
Cut, 3 inch and upwards		Sash Cord.		Grind, per ton	15 00 18 00	Ordinary, discount 25 p.c.	
per keg	2 55	Sash Locks.		Stove Polish.		Painted Screen, p. 100 sq ft	2 25 2 35
Brads & Moulding Nails, discount 55 to 60 per cent.		Triumph and Morris, dis 37½, 40 per cent.		Per gross	1 80 7 50	Wrenches.	
Wire Nails, 60 to 65 per cent.		Kempshell's dis. 40, 62½ per cent.		M.L.S., per gross	2 50	Agricultural, dis. 70.	
Nail Pullers.		Sectional, per lb	2½ 3 00	Jacoby " "	5 00	Standard, dis. 60, 60 & 10 p.c.	
German & American	1 85 3 50	Sausage Stuffers.		Mirror Black Lead, per gr.	2 00	Coe's Gen'ne, dis. 40, 45 p.c.	
Nail Sets.		Each	1 00 3 00	Jos. Dixon's, bulk, per lb.	0 07	Diamond, dis. 33½, 35 p.c.	
per gross		Saws.		Dixon's Plumb. " "	0 15	Tower's Engineer, each	2 00 3 00
Square, round and octa-		Hand, Disston's, dis. 10 p.c.		M.L.S. Paste, per gross	9 00	" S., per doz	5 80 7 50
gon	3 38 4 00	S. & D., dis. 35 to 40 per cent.		Nicholson's, per doz	1 00 1 25	G. & K.'s Pipe	..... 6 00
Diamond	12 09 15 00	Cross-Cut, Disston's, per ft. 35 to 55.		Tacks, Brads, etc.		Burrell's " each	..... 3 40
Oil.		S. & D., dis. 25 to 35 per cent.		Cut, Carpet, gimps, blued, dis. 35 p.c.		Pocket, per doz	1 25 2 00
Canada Refined Oil (Toronto)	0 14½	Hack, complete, each	1 75 2 75	tinned, dis. 45 p.c.		Wringers	
Carbon Safety " "	0 17½	" frames only	75	Swedes' iron, blued or tinned, dis. 42½ p.c.		Each	3 25 5 50
Canada W.W. " "	0 20	Per doz	1 65 9 00	Upholsterers' dis. 42½ p.c.			
American W.W. " "	0 25	Scales.		Copper Tacks and Nails, dis. 35 p.c.			
Castor " "	0 11½ 0 12	Canadian List, dis. 40 p.c.		Trunk and Clout Nails, " 40 p.c.			
S. R. Seal " "	0 63 0 65			Patent Brads, dis. 40 p.c.			
Oilers.				Finishing Nails, dis. 35 p.c.			
McClary's Galvan. Iron							
Oil Can, with Pump,							
per doz	19 50						
Zinc and Tin, dis. 50, 50 and 10.							
Copper, per doz	1 25 3 50						
Brass, " "	1 50 3 50						
Pails.							
Galvanized, per doz	2 00 3 50						

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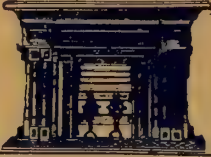


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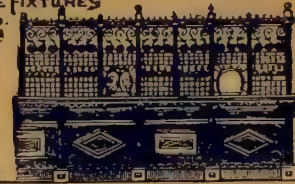


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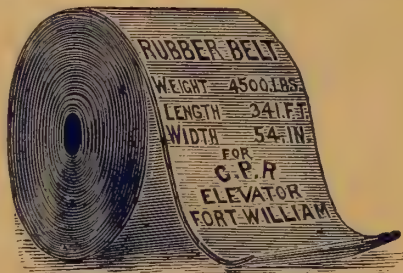
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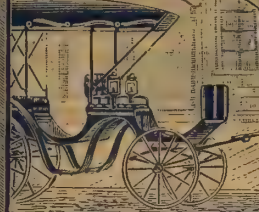
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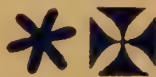
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Vol. 2.

TORONTO AND MONTREAL, AUGUST 2, 1890

No. 31

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. Hugh C. McLean, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

Changes in advertisements and new advertisements must reach this office not later than Thursday morning of each week.

CONTRIBUTIONS WANTED.

For the purpose of inducing members of the trade who are possessed of special information, which would be of benefit to the trade generally, the publishers of "Hardware" will pay a fair price for such articles. Address "Hardware," Toronto.

STOVE EXHIBITION AT THE INDUSTRIAL.

Whatever view may be taken of the absolute or comparative value of the prize-giving and the trafficking features of an exhibition, it is satisfactory to learn from the respected chairman of the Stove Building Committee that the building is likely to be soon enlarged. This, in the interests of so important a department of so great a fair, would be hailed with approval by all true friends of the Exhibition as one of the improvements of the present year. It is scarcely to be looked for now, however, but we hope to see the more spacious show-room the scene of the stove exhibit of '91. Of one thing we are certain, and that is, that the committee which has the stove show in charge will spare no pains within their economy to make the utmost success of their department. There are many claims upon the treasury of the directors, and in appropriating money for one purpose and another, reforms will be no doubt carried out in the descending order of their urgency. It is not felt that the stove building is all that could be desired, but it is felt that the outlay necessary to make it so is more peremptorily called for from other quarters.

Our voice is not for restoring prizes. The mischief wrought by them was clearly shown in Mr. Booth's letter of last week. Whatever

would cripple the Fair or embarrass the directors is clearly undesirable from our standpoint, which is that of earnest devotion to its welfare. The question of making a sales-room of the building, it may be impracticable to solve in any but the one way, and that in favor of the practice. Experience in the difficulties of managing the stove exhibition is no doubt the safest source of knowledge. What was condemned in our issue of two weeks ago was retail selling. We understand, however, that the custom had to be tolerated. The selling of manufacturers to retailers, the making of contracts, the illustration of the advantages and special features of stoves are legitimate incidents of an exhibit. The retail transactions were disapproved by us from an opinion that they tended to impede the circulation of the crowd on their sight seeing excursion through the Fair. Influences, however, rule in favor of the practice, and that fact rightly decides the directors.

MIMICO INDUSTRIES.

The real estate men whose buoyant hopes have their anchor in Mimico's prospects, are receiving, as the time goes on, more and more tangible assurance that their moorings are secure. The nucleus and the pledge of a populous settlement are growing under the hands of builders. Several factories are well on the way and others are to be begun, which are expected to be running by the first of November. Cottages, the homes of the mechanics engaged on the buildings, have been erected, and the number of them attests to the activity of proceedings which are covering the face of the farmland with a big camp of manufacturing industries. In these industries there is the earnest of prosperity for the new town. Of the manufacturing that are of special concern to an organ of the hardware and kindred interests, there are some now more than midway in the course of their completion, and others on the verge of commencement. We referred last February to the preliminary arrangements made by Toronto capitalists to launch in Mimico their money and enterprise in branches of their various lines of manufacture.

Thomas Macdonald & Co. are putting up

a large factory, 375 feet long, and proportionally large in its other dimensions. It will be finished by the end of October. Galvanized iron ware articles will be the product of the industry carried on in this large establishment. Their big factory on Sherbourne street in this city will also be kept running. Sheridan Bros., of the J. F. Pease Furnace Co., Queen street, are putting up a building 175x50 feet and two storeys high. This factory will supplement the one the company has now in operation on Queen street. When the new one gets running, the company will have nothing to import. All their stock will be of native manufacture. Seventy-five feet of the new building will be used as a foundry for making registers, etc. They will be at work in it by November. Mr. James Morrison's factory is expected to be running before the first of November. It is to be three storeys high, and 40x150 feet, built of brick and stone. In addition to the brass and copper work now done by Mr. Morrison, there will be a chandelier department in the Mimico factory. The manufactory on Adelaide street here will continue to turn out the same wares as usual. Keith & Fitzsimmons are putting up a brass foundry where will be manufactured plumbers' supplies, and ornamental brass work. Mr. McNally is making good progress with his glue factory. There are other industries, but they either are not expected to be running this fall, or are not within the province of the trades represented by this journal. The roads are being graded through from the lake shore, and soon the place will be ready for industrial occupation.

CATALOGUES RECEIVED.

A PAMPHLET ISSUED BY THE ROBERTS STORAGE BATTERY AND CONSTRUCTION CO., 46 Adelaide street west, Toronto, has reached our table. It is compiled by Mr. W. Roberts, electrician. The manual is a sort of collection of inventor's notes upon the special points of the Roberts storage battery, and discusses the adaptability of the battery to the needs that have been created by the rapid advance in electrical engineering. It presents the case of the Roberts battery in a way that is apt to be persuasive with the reader's reason and intelligent knowledge of

the subject. It is a very pretty little book, bound in a limp scarlet cover, with an embossed title, which the changing here of the letters is rather a catching feature.

SIDNEY, SHEPARD & CO., PROPRIETORS OF THE BUFFALO STAMPING WORKS, have in their new catalogue compiled a very full inventory of all the types of stamped articles made in their manufactory. The subject matter of the book is very methodically arranged, and the artifices of symmetric display and illustration are put under tribute to make the most effect upon the most indifferent attention. This makes it a very handy book to refer to, a point that has also been made a special study of in the minutely itemized alphabetical index. It would be like collecting materials for another catalogue to enumerate the departments in this one. They cover all the staples and specialties of the stamped goods trade. The book should be examined by all dealers.

BUSINESS AMBITION.

The ambitious man does not always succeed in reaching the top. Nervous energy does not always make success, as we are subject to higher powers. The ambition to become wealthy is laudable, but must be held within the bounds of propriety. "By this sin the angels fell," and is undoubtedly the cause of many failures to-day—that is, the ambition to get rich too fast. Success in life may be said to be occupying the position assigned you, and in grasping the situation you are in. Plodding under those conditions invariably something turns up, the condition of the times assuring you success. By this it is not meant that you should wait in idleness, for in that condition our hopes become blasted and we are pronounced a failure. As the times change, under ordinary conditions, we change with them, but the assertion that "I will succeed" in defiance of anybody is often followed by a pitiable failure.

That the human mind brooks no challenge that implies weakness is the foundation of an honest and proud man, and under such circumstances an honest failure is a worthy state of affairs; but it is not often true that a man in pursuing an honest and ambitious course, regardless of his surroundings, oversteps the bounds of propriety, whither his ambition has led him, and in this condition often reverts to tricks, led on, we will say, by this uncontrolled ambition? Better for this man were he to make an honest failure, though looked upon reproachfully by many in business; yet if the standard for which he aims be high, he will come out of it, and find "that truth crushed to earth will rise again," invariably to the edification of the practitioner. Some people, however, will persist and will go deeper and deeper, and as it were, will juggle with their consciences by telling things which are not true in an indirect way, as if that relieved the act of a portion of its turpitude. No individual who has anything like a fair share of personal

pride and self-respect will ever demean himself so far as to be directly and positively untruthful either in speech or act. But there are more casuists than there ought to be, who seem to fancy that it is far from a grievous offense to equivocate and to employ ambiguous language in business with intent to deceive. Truly, their position is a sad one. —American Merchant.

WOMEN AND THE HARDWARE TRADE.

A New York woman has entered the hardware business, and it will not be surprising if many of her sex should follow her example. It is rather a cause for surprise that this business was not long ago invaded by the fair sex in its search for new fields of employment, since women find so many uses for hardware. Every housewife must be a regular customer of the hardware dealer in order to keep up her supply of utensils and house-furnishing conveniences. However independent women may be of pockets, every one of them must have from half a dozen to half a hundred locks, any one of which may at any time involve recourse to the locksmith. A trade which enters parlor, boudoir and kitchen, which has to deal with goods of light weight and often of delicate finish and ornamental design, would seem as well fitted by nature for the attention of women as many others in which their sex have engaged with success. The New York woman to whom reference is made here is the wife of an Eighth Avenue hardware retailer, and besides assisting her husband in his store she has applied herself to the work of a locksmith with such care that she has become an expert. The business of the locksmith alone affords scope for skill and business ability of a high order, and is worthy of consideration by one about to adopt a life vocation. We know of no reason why it does not merit the attention of any young woman who is forced to become self-sustaining. —Hardware (N.Y.)

DON'T GET INTO A RUT.

The regular hardware dealer a few years ago considered himself restricted by the customs of the trade from handling wares which were not strictly in the line of his trade, and this conservatism was carried to such a degree that the manufacturers of metal novelties were forced to find an outlet for their goods through the channels of the modern Department Stores. These popular business houses, which cater to all, were not slow to avail themselves of this entering wedge to a new and extensive feature of trade, and have gradually absorbed the most profitable and saleable articles in general use. In fact, so widespread has become this diversion of trade that, especially in our larger cities, the matter has become serious in the extreme to many retail hardware dealers. The source of this condition of affairs lies simply in the fact that the average hardware merchant was

content to continue in the footsteps of his honored predecessors, and neglected to fortify his trade with the new inventions and appliances until they now have turned the tide in favor of his popular competitors. Especially is this true as regards specialties in sporting goods and housekeeping utensils, two departments which can with advantage be added easily to the regular hardware business, and prove a source of profit in themselves, as well as a potent attraction to the merits and sale of the regular stock.

Suppose an entirely new and patented article is shown to the hardware dealer. Why, invariably, does he hesitate to try a few, and use the thread-bare argument that because it is new, he will wait for its introduction? Why not rather let the fact of its novelty and the open field for its sale, if pushed, become its chief commercial element of attraction, instead of forcing the discouraged manufacturer to offer it to the "Bazaar" or "Dry Goods Emporium," which from their union of expenses can afford to cut the price and still pay a handsome dividend on their capital stock? Is it not true that the hardware trade, as a rule, have been too slow to appreciate the changes of the times and, in failing to appreciate, have allowed golden chances of progress to slip through their fingers?

The hardware manufacturer, is, or has been, inclined to confine his sales to the regular hardware trade, but have the trade made it possible for them to intrust his output to their hands?

The hardware store of to-day, which is fully abreast with, or leads the progress of events, will be found eager and alert to avail itself of new articles which demand, and eventually, must receive public recognition. The progressive proprietor of such a store will not continue to buy, and keep in stock, goods which have been bettered, or cheapened by latter inventions, nor will he allow his dry goods competitor to under-sell, or control the sale of hardware, or kindred specialties, simply because they are somewhat out of his line. The hardware store occupies a useful and unique position in the community, from the fact that under its roof it may with profit and good judgment, combine with its regular stock, many novelties and helps to modern living, not to be found elsewhere, and like the historical bird, arise from its bed of ashes and ruts to a new and vigorous progress.—D. T. Mallett in N. Y. Hardware.


An order-in-council has been passed placing on the free list fellows of hickory wood, rough sawn to shape only, or rough sawn and bent to shape, not planed, smoothed or otherwise manufactured, when imported by manufacturers of carriage and cart wheels to be used in the manufacture of such articles in their own factories only.

Master the whole business and the way to fortune has been mapped out.

CAVERHILL, LEARMONT & CO'Y,

AMERICAN APPLE PARERS.

“New Lightning” and “Hudson’s” Celebrated Rocking Table and Little Star Parer, Corer and Slicer.

 Write for Prices, as we are Headquarters.

MONTREAL.

TIN CANS.

Large numbers of tin cans of all kinds, in which foods have been contained, find their way via the ash barrels to the city (N.Y.) garbage dumps. Here they are picked out and taken to a tin can receiver, where, after the labels and dirt are washed off, the tin and solder are melted and converted into solder sticks, the remaining sheet iron being rolled flat and sold for trunk corners, umbrella ferrules, and the scraps are converted into sash weights. There is no secret about the process. The only thing is to have a proper sized furnace and to get up a sufficient heat. The business has developed of late, but manufacturers say the margin of profit is small. It costs more to melt the scraps than common iron. Chips ready for the furnace cost \$7 a ton. The sash weights produced are of a superior quality. The business is, like the case of old rubber, an illustration of the use of waste material. The tin can companies and other manufacturers of tin goods formerly dumped hundreds of tons into space, but now these scraps are utilized, and the irresponsible small boy works the ash fields to his profit in companionship with the blithe-some goat.—American Analyst.

A NEW PROCESS FOR MAKING GLASS.

The Philadelphia Daily News quotes, from an official report of the United States Consul at Mannheim, an account of a new process of manufacturing glass, by which the soft “metal” is taken from the melting-pot and passed between heated rolls, which deliver it in long sheets. According to the accounts, the rolls are covered with oil, wax or coal-dust to prevent the soft glass sticking to them, but the surface of the rolled sheets is smooth and the glass very clear. If this process be what is claimed, we may hope to see an immense improvement in the quality of sheet-glass before long, as well as a great reduction in the price of it. The raw material of glass is of very little value, while large sheets, made by the ordinary cylinder pro-

cess, are expensive, and polished plate is still more so. If glass nearly as flat and smooth as polished plate can be made at one operation, by rolling, it will come into use for a greater variety of purposes for which it has never yet been employed.—Chicago Journal of Commerce.

JERRY PLUMBING.

That portion of the press, or of mankind, which have nothing but blame for plumbers generally must necessarily base their opinion on the work of the unskilled, unscrupulous jerry plumber. They do not take into consideration the larger portion of work done by reputable and proficient workmen which gives satisfaction to the ablest and highest authority called to pass judgment on it. The whole is condemned on account of the few. There are bad papers, but the entire press is not condemned on that account. There are bad men, and yet the human family is not condemned on account of the few members. If any class should be condemned because a few inefficient and dishonest persons were in it, we could find none worthy of commendation. It is all well enough to denounce the disreputable and dishonest, but a wholesale denunciation of a class is a characteristic of weak or malicious minds.

No one will deny that there are men doing plumbing work who ought not be permitted to do so, but it may be a surprise to many to learn that some of those doing jerry work are driven to it by house-builders and house-owners—people who should be the last to sanction and encourage this class of work. The contractor or builder undertakes to build a house complete for a certain sum, which is all the owner has to give or will give. The contractor sublets the plumbing for a lump sum and some plumber is found who will use material poor enough and workmanship bad enough to enable him to do the work for the money and make a little profit. Bad plumbing is the result, and the owner is responsible. In such cases two profits are paid where there should be but one. The contractor makes his on the plumbing sub-contract, and

the plumber who does the work makes his. What is left goes into the house in the shape of cheap and dangerous and worthless material and workmanship.

There is no use to deny that jerry plumbing exists. The question is how to eliminate it from the trade. It may be impossible to eliminate it entirely, but the evil is surely capable of being materially lessened. There are two good reasons why such work should be effectually prohibited. One is it is dangerous to both domestic and public health. The other is it encourages and promotes jerry building and takes from reputable and efficient plumbers work that should be done by them only. It is certainly time that people were better protected from the evils of this class of plumbing. Sickness and death have been often enough traced to poor plumbing, to condemn it and arouse public sentiment to the point of the employment of some means to prevent it. It is not now a subject of dispute that bad plumbing is dangerous to health, but the question is, how shall it be prevented?

It is certainly unfair for those plumbers who have spent time and money in qualifying themselves to do good work to have the work that only they should do, given to men who have spent nothing in learning the trade and who know nothing of the work. These considerations suggest at least two things: That boards of health and all associations and people interested in the promotion of health should unite in the establishment of some means that would have for its purpose the elimination of the jerry plumber; and that the plumbers, as of importance to the trade and, aside from considerations of health, should unite in an effort to prevent the jerry plumber from continuing his fraudulent pretences as a qualified workman. The master plumbers of this country have solved more difficult problems than this, and should they set to work about this we would expect nothing but good results.—Sanitary News.

A reputation for truthfulness is indispensable to permanent and satisfying success.

Work can always be found in a store without double-million microscope.

MIDSUMMER CIRCULAR, 1890.

IN addressing you, as customary at this season, we desire first to acknowledge the very liberal support and confidence we have enjoyed in the Spring trade; the many kind letters received complimenting us on the appearance and quality of our goods, and informing us of the increasing demand thereby created.

We take also this opportunity of expressing our appreciation of the letters of congratulation sent us in connection with the collapse of the attempt in the Law Courts to injure our good name. These letters are being forwarded to our partners in Glasgow, and the writers may anticipate that the good feeling shown to us will be a great pleasure to them.

Our representatives are now finishing their journeys, and as the greater part of this month will be allotted to them for needed rest, we venture to hope for a repetition of the experience of July, 1889, when we enjoyed so copious a response to our solicitation of orders by mail.

Assuring you of our best efforts to maintain the excellence of the goods that bear our name, and in hope of hearing from you frequently by mail,

We are, dear sirs,

Your obedient servants,

34

FERGUSSON, ALEXANDER & CO., - MONTREAL.



The tinsmith work in connection with the Kingston public schools has been awarded to Nugent & Taylor.

The St. Thomas Pipe and Foundry Company expect to have their establishment in full blast by the middle of August.

Tenders for improving the heating system in the Toronto jail are asked for by the Markets and License committee of the city council.

Mr. Thomas E. Montague, of West Lorne, has invented a bending machine, which has been put in operation in a St. Thomas factory and is giving good satisfaction.

An option on a large block of land in the east end of Stratford has been secured for the purpose of erecting a glass factory, and a rolling mill, and a nail factory thereon. Free fuel from the Natural Gas Company is the big attraction.

M. Londereau, who represents a Parisian syndicate, and is said to be worth six million francs, was in Kingston on Monday. He is a mining expert, and the object of his visit is to inspect various mines in that district with a view to purchasing and operating them.

In Bronte on the 23rd ult., a fire broke out in the general store occupied and owned by Robert Joyce, consuming the contents and building. It originated in the store and was caused by the stove. The store and stock were fully insured in the Western Insurance Company.

Mr. Conmee, M.P.P., was in Toronto on Tuesday on business connected with the Port Arthur railway. He says good progress is being made in laying the track, which is now within five miles of the Beaver mine.

The railway constructor predicts a great immediate future for the mining industries of the Algomas. This year all the mines worked have been productive of profitable business, and development is getting gradually under way.

The Central Iron Bridge works of Peterboro' have received contracts for five bridges for Ontario county, three for Whitby township, two to be put up at Brooklyn, and the other two are for Pickering township. The bridge works has also a contract to build five bridges for the Northern railway.

Messrs. Ives & Co., Montreal, have secured the following contracts:—Cast iron work and stairs for Sun Life building; ornamental wrought iron work, Young Men's Christian Association; Victoria Hospital; Workmen & Macdonald buildings, McGill University; residence for James Ross; special castings for waterworks department, Montreal.

Patrick O'Conner was arranged before Judge Ross, on Monday, charged with having burglarized the hardware store of Mr. H. Living, Ottawa, and stole therefrom four revolvers, eighteen razors, and six dozen pocket knives. After considerable evidence his honor found the prisoner guilty and sentenced him to three years in the Provincial penitentiary with hard labor.

Messrs. Goldie & McCulloch of Guelph, contractors for the erection of the new safe in the Finance Department, have finished their work. The great safe is now complete, and so soon as the masonry has been replaced in those portions of the eastern block where apertures were made to admit the large pieces of iron have been closed up, and the ante-room fixed up, the vault will be formally taken over by the department.

Mr. Arch. Fairgrieve is now putting in additional machinery by which he will be able to make any size of asbestos thimbles. He now has a number of orders for 8 and 9 inch for furnace openings. A letter from

Halifax says that the goods are taking well in the Maritime Provinces. Mr. Fairgrieve attributes his success to the fact that his goods are all that he claims for them, and to HARDWARE for bringing before the trade of the Dominion.

A fire at the oil house of the Ontario rolling mills Hamilton, on Tuesday evening caused about \$500 damage. Foreman Thomas Brick had gone into the place with a lantern to get some articles for the workmen when an explosion occurred and in a moment the room was filled with flames. Brick found it impossible to get through the doorway and had to be dragged through the window. Besides the oil there were stored in the building a quantity of old brass castings and cotton waste.

A new telephone company, to be known as the Ontario Telephone Co., has been organized in Peterboro. The company intend putting in an exchange system for the town and as it has secured a number of subscribers work will be begun at once, while incorporation will be applied for. The officers of the company are: James Kendry, president; F. E. Bell, secretary; Mulholland & Roper, treasurers; R. M. Dennistoun, solicitor; James Kendry, R. B. Rogers, A. Stevenson, G. Edmison, J. Wright, C. H. Clementi and F. E. Bell, directors.

SHODDY.

In view of the complaints recently made to the Minister of Customs by manufacturers that at certain ports shoddy, under the name of nails, wool waste, etc., is being allowed to enter duty free, and numbers of samples received at the department for examination show the charge to be well founded, collectors of customs have, therefore, been cautioned against permitting this evasion of the tariff. Shoddy is a non-enumerated article, dutiable at 20 per cent., and after being combed and dressed is sometimes not easily distinguished from wool waste, and requires very careful examination.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

BINDER CORD.

RED CAP.

PURE MANILLA AND MIXED.

STOVES AT THE INDUSTRIAL

EDITOR HARDWARE.

SIR,—I am glad to notice in recent issues of your paper that the interest of stove manufacturers at the Industrial is receiving attention.

From whatever cause it was quite evident last year and the year previous that there was a lack of interest and old time enthusiasm about the stove exhibit. Instead of there being fifteen or more foundries represented as formerly there were but some six or seven last year. The mixing up of steam and hot water heating apparatus with stoves is a great mistake as neither lines get a fair show.

"Hunter's" remarks were quite to the point. The allotting of extra space to a few large concerns and the crowding out of others into separate buildings, will it seems to me have the effect of discouraging some who otherwise would make creditable exhibits. Let there be no favoritism in this matter.

It is doubtless a difficult matter for the committee to decide as to space, but it would be a good rule to limit the big concerns until all intending exhibits of the smaller sort have been heard from.

If the present building is to be used this year, it would be doing exhibitors a favor if it were so repaired as to keep the rain out. These are plain words, Mr. Editor, but somebody must utter them and why not

PROGRESS.

Mr. George B. Maxwell, late bookkeeper at the Erie iron works St. Thomas, prior to his departure for Ashland was presented by the employes of the establishment with a gold-headed cane and address.

An injunction was obtained on Monday by Mr. R. E. Kingford, solicitor, acting on behalf of a client threatened with the yellow posters scandal of the Retail Dealers Protective Union. This is the first kick in the courts, and a great deal of talk has been created

about it. The objects of the association are well known and adequately described in their title. The injunction is returnable on August 5.

The first large shipment of scrap iron from Vancouver to San Francisco is ready to be loaded on the vessels. Before the arrival of the next steamer about twice as much will be ready for shipment. The most of it comes from the various car shops along the line of the Canadian Pacific Railway.—Commercial.

Mr. Lawrance, the Montreal Consul for Venezuela says that "Canadian safe makers, should make a good exhibit at the Jamaica Exhibition, for which Mr. Adam Brown, M. P., is Canadian commissioner. The Consul says there is not a decent safe in the entire island. Our stove dealers, the consul advises, should send small-sized cooking ranges, for in the colony the poorer people do their cooking outside, while the rich generally cook in a small place detached from the house. A fine market is also open for light buggies of roomy dimensions. Dairy utensils, electroplated ware, cedar boats and steam launches are also in demand upon the island.

A deputation consisting of Messrs. James Cooper and A. Ewan, of the Dominion Bridge Company, Montreal, accompanied by Private Detective J. A. Grose, had an interview with the Minister of Customs the 23 ult. in reference to a misunderstanding which has arisen between the company and the department. Some time ago the company imported a quantity of iron under item 253 of the old tariff, which reads: "Rolled iron or steel beams, grinders, joints, angles, etc., when imported by manufacturers of bridges for use exclusively in the manufacture of iron and steel bridges, 12½ per cent, ad valorem." After being so entered the iron was sold for building and other purposes, and should have been entered under item 251—Iron dutiable at half a cent per lb. and ten per cent. The company represents that the entry was made in error

the importation being expressly for building purposes, and that the clerk in making the entry overlooked the purpose for which the iron was intended. The company acknowledge the mistake and are willing to make a post entry. They also express their willingness whenever iron is imported for bridge making and is diverted to building purposes, to make post entry and pay the extra duty. The Minister pointed out to the deputation that the laws were against an arrangement of that kind inasmuch as the affidavit to be taken when the entry was being made set forth, "such articles shall be used for such specific purposes only," and that their could be no change whatever from the original entry. The Minister said he would inquire into the matter fully.

A very rich nickle mine has been discovered on the property of Mr. J. P. Loughlin, on the Algoma branch of the C. P. R. The vein of ore, which runs through a small mountain, is 58 feet wide, and the ore taken from it is of unexampled richness, showing throughout 60 per cent, of metal. Mr. Loughlin has specimens of the ore on exhibition at Algoma Mills. Not possessing the requisite capital for such a large undertaking as working a mine Mr. Loughlin is endeavoring to sell the property, which consists in all of 640 acres, or else to institute a company of capitalists who would work it. The mine, besides being so rich in ore, possesses the additional advantage of first-class railway facilities the C. P. R. passing within 200 feet of its mouth. Anyone desiring full information concerning this nickel mountain will receive it by writing to P. J. Loughlin, Algoma Mills.

BUSINESS CHANCE.

SPLENDID CHANCE FOR TINSMITH WITH small capital. Apply at HARDWARE, 6 Wellington West. 31



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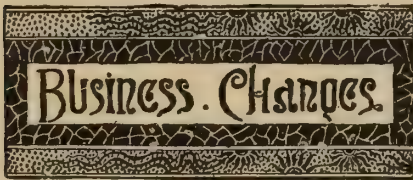
J. W. PATERSON & BRO.,

TORONTO AND MONTREAL.

MANUFACTURERS AND IMPORTERS.

Roofing Material, Building Paper, Plaster, Cement, etc.

We have just received a large consignment of Best Quality English Portland Cement and Scotch Fire Brick, which we offer to the Trade at close prices. Please write for quotations.



ONTARIO.

Beaverton—Tisdale, Edward, general store, assigned to R. G. Hector, Toronto.

Bronte—Joyce, Robert, general store, burnt out, insured.

Hamilton—Collins, E. S., painter, assigned to P. E. Fitzpatrick, Hamilton.

Madoc—Dale, Jno. & Son, general store, Jno. Dale deceased.

Maxville—Campbell, C. B. & Son, general store, assigned to J. T. Tennant.

Penetanguishene—Chalue, A. J., general store, assigned to W. J. McMaster, Toronto.

GRENA—Abrams & Esau, general store, now Esau & Lowen.

QUEBEC.

Fraserville—Talbot & Girard, general store, burnt out, partially insured.

Montreal—Chaput, Alex., hardware, assigned in trust.

St. Jean D'Orleans—Bernard, A. H. jr., general store, assigned in trust.

NOVA SCOTIA.

Acadia Mines—Faulkner & Durning, general store, assigned.

Greenville—Rushton, R. M., general store, assigned.

River Philip—Schurman, Jno. W., general store, assigned.

Sheet Harbor—Hart, C. C. (estate of), general store, stock advertised for sale by tender.

South Gut (Englishtown)—McLeod, Angus, general store and fishing, assigned.

Spring Hill—Weatherbee, A. J., stoves and tinware, admitted Levi B. Donkin partner. Style now Weatherbee & Donkin.

Weymouth—Oakes, Henry E., general store, assigned.

NEW BRUNSWICK.

Keswick—Jewett, R. B., general store, deceased.

The following assignments are also re-

ported: V. & C. Vance, machinists, Essex; J. J. King, saddler, Tara.

A meeting of the creditors of S. & J. Armstrong, general and lumber dealers, of McKellar, was held at the Walker house last week, and a proposition to compromise at 40 cents on the dollar, with equalized payments in four, eight, twelve and sixteen months, with interest at 7 per cent., the three latter to be secured by William Beatty, Henry Armstrong and R. B. Armstrong, was unanimously accepted. Messrs. William Beatty, of Parry Sound, and Fred. Kennedy and J. W. Laing, of this city were named as inspectors. The statement presented placed the liabilities at about \$15,000 and the assets at \$13,800. The latter are made up of personal assets of \$8,800, and an estimated interest in real estate of \$5,000.

HECK'S COLUMN.

The trade of Winnipeg is in proportion as good as that of any other city in the Dominion, but, unlike other cities, it has not the country trade to fall back on. The land for twenty miles around is held by mortgage or investment companies, thus preventing farmers from cultivating it. The soil is heavy, dark and rich, but being held at such a high price, it is impossible for any to attempt to settle just now. The crops are at their best, in fact there never was known such prospects for a rich harvest in the West. The greatest yield was some few years ago and amounted to some 12,000,000 bushels. Since then more land is under cultivation, more people are in the country, and it is expected that this year's yield, will be close on to 20,000,000 bushels. That will mean money in the country, so that while to-day things are moving quietly, to-morrow we expect a rush. If the land is worked there is profit for the worker from here westward there is plenty of land. The city is growing steadily, it has some very fine stores, the largest of which is the Hudson's Bay Company's, situated on Main street, which is well worthy of a visit. Some eighteen or twenty different railroads run trains into the city thus making it easy of access for the travelling public.

"HECK."

HE BOUGHT A TYPEWRITER.

GREATT BARRINGTON, Feb 6, 1890

De@r F.iend—I have ?ough! ? a tripe water (No d—\$ It a T.Y.P.E. W.R.T.E.R.) Am nOw Dev@ting @ little lei\$ure time to GETting accuainted with It the Agent s@id itt, cood (could) be learned inno time :n Abel—bodied m@n o2 wrxte 100 letters A dAy—i @m no! able bodied ju\$t owing 2 Anaxident I hed While squatinG? i Wrote 8\$4 letters in one day & they aLl loaked wurse than this. he Said it would Be a thxng of beavty & jOy FORever ;) i wish he w*uld come back. I want See him very BAD. I have had this type writer only 2 D@vs & used up Al ready 27 reams of paper also got the infernal thing Soit wont wRite anything bZt Xolopuck or Russian, he told me It Wis cus to Mary 2 h@ve pa tience, thats All right; after i get through w4th Him dR smaLl will have one More, i paid \$17'74 for type writera —and have conclzded trade IT off for A dOg then .f(I can borrow a Gun, I'llkill him. Good bZe more latter. exqses my !*SS--I--\$.—Berkshire News.

A customer secured is a promise of greater salary in time.

Important to the Paint Trade.

TORONTO, May 16, '90,

To W. H. COTTINGHAM,

Montreal.

Kindly send us one box MANDER'S CARMINETTE, per express at once for Toronto Street Railway Co. WE LIKE YOUR COLOR AND WILL USE NONE OTHER.

(Sgd.) J. J. FRANKLIN,
Supt. T. S. Ra'y Co.

E. R. C. CLARKSON

TRUSTEE AND RECEIVER

In affiliation with TORONTO,
JNO. B. CLARKSON
Temple Buildings, - - - MONTREAL.

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,
 HAVE IN STOCK
 Linseed Oil, Castor Oil, Glue,
 and General Painters' Supplies.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

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 NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
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BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

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THE MILLS, Campbellford, Ont.

IMPROVED TIN PLATE PROCESS.

Among the abstracts of British patent specifications as published by Industries, is mentioned an improved tin plate process, gotten up by I. Bang and A. Ruffin, Paris. It is usual to cover the bath of molten tin used to coat the plates by a layer of oil or tallow, for the purpose of preventing the oxidation of the tin both in the bath and on the plates when they are removed and are hot. The use of this oil has many serious disadvantages; it is a constant danger of fire, and has to be removed from the plate whilst it is still hot by an expensive scouring operation. If the grease is removed from the plate too early in the process the coating of tin assumes a blue and yellow tint, losing its brilliancy. A complete removal of the grease has to be effected generally by a final cleansing with turpentine. By the application of the invention to the process of tinning the oil is dispensed with. The tinning is conducted in a chamber deprived of free oxygen, but filled with a carbonaceous gas or air deprived of free oxygen by bringing it in contact with incandescent fuel. The chamber in which the process is conducted has a glass top to observe the operations, and has enclosed in it the tanks containing the hydrochloric acid and molten tin. The dipping is conducted by manual labor, leather sleeves being provided in the top of the

chamber through which the men thrust their hands and manipulate the plates. An endless chain conducts the plates, after they are dipped, to a series of cooling chambers before they are exposed to the atmosphere.—Stoves and Hardware Reporter.

SUCCESS.

Success is a big word, and one that may be variously defined. It means one thing to one man and another thing to another. In one walk of life its interpretation is entirely different from that in some other, and what is success from one point of view is almost failure from another. But there is this in common to all kinds of success, it comes as the result of effort. Whatever falls at one's feet, whatever is received by inheritance, whatever is natural endowment, or comes by bequest is not success, however much of good fortune there may be about it. Success is that which is striven for—that which comes as a victory to the warrior, or that which is as laurel on the poet's brow. To achieve success, therefore, effort must be put forth. Very generally it must be persistent aggressive persevering effort—that kind of effort that is so happily summed up in the little word "push." To be a prosperous merchant or manufacturer requires push. To be an acceptable clerk or bookkeeper requires push, and to be really useful in any walk of life, from the most exalted to the

most common place requires push. "Push" is a word also with as many different shades of meaning as there are persons to whom it may be applied. It is wonderfully elastic, but in all its definitions there is this idea about it: To drive forward. Strength and energy of whatever kind the individual may possess, are to be used as he is able to use them and as circumstances permit, to drive something forward. Very generally this something is the work or duty in hand, or the business venture upon which he is engaged, or the social project he has in view. To be unsuccessful in this world—for failure may come however hard we may strive—commands pity, but to be without push is to be contemptible. When we want to say something extremely severe about a young man, when we want to condemn him unconditionally, when we want to convey the idea that he will never achieve success or be of any particular usefulness in the world anywhere, we say "He has no push about him." Without push, one floats with the tide, driven hither and thither by the wind and currents. He may get into port, but the chances are that if he does accidentally drift that way he will not be able to anchor so as to remain there. With push one is like a steamship, with full complement of machinery under the guidance of a captain; the port is reached in spite of wind and tide, the anchor is cast and success is achieved and held.—The Office.



Sequin's plumbing store, insured for one-eighth of its value, was burnt in the Montreal fire on Monday.

Burglars on Sunday night broke into the hardware store of Mr. W. S. Fletcher, St. Catharines, and secured booty to the value of \$50 or \$60. Two hammerless rifles, a Colt and a Greener gun, valued at \$150, were not disturbed, but two Flobert rifles, valued at about \$4 each, lying close beside them, were stolen, besides four revolvers, valued at \$23, twenty-five boxes of cartridges, valued at \$4, and a breach-loading shotgun valued at \$25.

The Kingston locomotive works will build an engine for the Chignecto ship canal.

INDIA-RUBBER PAVEMENT IN GERMANY.

A German engineer, Herr Busse, has made some experiments with India-rubber pavement in the town of Linden, in Hanover. The first attempt was made on the carriage road over the Goethe bridge, and the result was so favorable that the work was extended. Experiments are now being carried on in Berlin and Hamburg, and the results have been extremely satisfactory. India-rubber is said to combine the hardness of the stone pavement with the elasticity of asphalt, but rubber pavement does not become so slippery as asphalt. Of other unusual materials for pavement, it may be mentioned that both in St. Petersburg and Cronstadt, cast-iron is used to a considerable extent for the pavement of streets, the surfaces being, of course, cast in such a manner as to give the horses a sufficiently safe footing.—The Engineering and Mining Journal.

A TEMPTATION WHICH SHOULD BE RESISTED.

A merchant who starts out in business with a determination never to handle new brands of goods or novelties of any kind will certainly make little headway nowadays when eager competitors are availing themselves of every opportunity to extend their trade, but it is a question whether such a line of action is not wiser than that of dealers who cannot resist the temptation to substitute for old reliable brands less meritorious articles because they are a trifle lower in price and afford a bigger profit. The temptation is no doubt great in many cases, owing to the persistent efforts of the seductive salesman, whose "just as good" has become almost proverbial. Sometimes the difference between the two kinds of goods is very slight, but the tendency is invariably to kill trade, whenever inferior goods are sub-

stituted for articles that have given steady satisfaction. Serious damage has been caused to the business of many merchants by the mere substitution of goods of equal value to the brands inquired for, in cases where the substitution has been due to goods being sold out, and it is therefore obvious that where the motive is a desire to obtain a greater profit, the penalty must be paid in a loss of custom. Not the retailer only is met by this temptation and succumbs. Manufacturers are not above using inferior materials in order to undersell rivals and at the same time obtain better returns; wholesalers are tempted to handle the cheaper because inferior brands for the same reasons; but the chief odium for these deeds always falls upon the shoulders of the retail distributor, because he is supposed to stand as a protection to his patrons from the consequences of the chicanery of the higher branches of trade. Strange though it may appear to people not familiar with the mercantile business, there are undoubtedly more than a few retailers who have not sufficient knowledge of the goods handled by them to know whether their quality is up to standard, hence cannot easily distinguish between their merits and those of other goods that are slightly inferior. To such the price must be the criterion of merit, and if the new article or brand is offered at a materially lower price, the most prudent course will be to stick to the goods that have always given satisfaction to their trade, and not to meddle with novelties until they, the merchants, have acquired the requisite knowledge to be able to judge between the new and old goods. There is probably nothing more annoying to most consumers than the deception, innocent or otherwise, of dealers by which the former are persuaded into purchasing a brand on the plea that it is "just as good if not better" than some well tried article, only to find when it is put to the test that it is sadly wanting in important respects. There is not only the sense of being cheated, but the customer is subjected to more or less inconvenience, and it would be surprising if his or her indignation were not extreme and lasting.

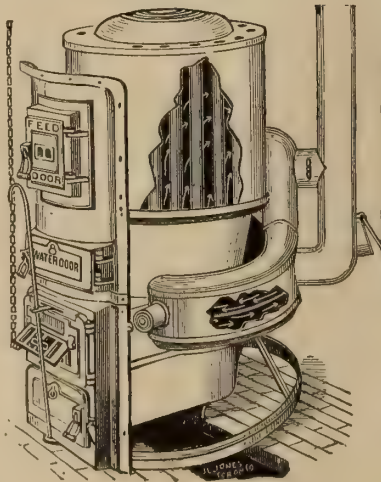
SELF WRINGING MOPS.

In calling the attention of our readers to this heading, in connection with advertisement, which appears in another column, we wish to say that in these days when people of means reared in comparative ease often find it impracticable to obtain domestic help, every device that promises to lighten the work devolving upon the ladies of the family finds warm appreciation.

The Self Wringing Mop is just one of those contrivances which is particularly acceptable to persons of refinement, compelled by special circumstances to perform offices generally associated in the mind with the word "drudgery." To ladies who properly object to handle a filthy rag, it will be interesting to learn how a kitchen, oil cloth or verandah can be scrubbed and dried without the least occasion to go down on the knees or to handle a greasy rag. Being strongly constructed of the best materials, steel wire and malleable castings. The Self Wringing Mop will stand a racket for twenty years.

We are told by the Messrs. Tarbox Bros. who manufacture these mops—with other special lines of household goods—that the demand has been so great that they have been able to rearrange their prices so that a large percentage is made by the retailers in selling the mop, complete, with the special cloth at 50 cents; without the cloth—as any old garment can be used in its stead—it can be sold at less. We are persuaded that this is bound to become a standard article of trade, judging from home appearances. The mop is on sale in nearly every store carrying that class of goods in Toronto, and the manufacturers state that many have repeated their order, as many as three times since June 1st.

In the report of a fire which almost wiped out the village of Minden we see the names of two general merchants figuring as losers. Mr. A. B. H. Carl suffered a loss of \$5,000 on his stock, which was insured for \$2,000. Mr. E. Noice lost \$10,000 on stock and building, the insurance on both amounting to \$3,150. It is indeed regretful that after a man has steered clear of the rocks that lie so thick in the early course of a business man's career he should meet with so disastrous a thorn of fortune.



CLARE BROS. & CO.,

Preston, - Ontario,

MANUFACTURERS OF

COAL AND WOOD

Hot Air Furnaces and Registers.

12 STYLES, 40 SIZES,

BEST VALUE IN THE MARKET.

Estimates and Illustrated Catalogue sent upon Application.

**IMPROVED PATENT ASBESTOS FLOOR
& PARTITION CROCKS.**

These CROCKS are light,
Easy to fit and Thoroughly
Fireproof, and wherever
known have taken the First
Place in the Market

PATENTEE AND SOLE
MANUFACTURER,

A. Fairgrieve

Office and Factory,
128 Richmond St., W.
TORONTO.

**JAMES MORRISON,**

MANUFACTURER AND WHOLESALE DEALER IN

ENGINEERS AND PLUMBERS' BRASS WORK.

Iron and Brass Valves, Inspirators, Injectors, Ejectors, Revolution Counters,
Engineers' Clocks, Steam and Hydraulic Gauges, Wrought Iron Pipe and
Fittings, Soil Pipe and Fittings, Lead Pipe, Sheet Lead, etc.

Also keep always in stock full lines of

Sanitary Earthenware, Water Closets, Wash Basins, Etc.

MORRISON BRASS WORKS, ADELAIDE ST. WEST, TORONTO.

OUR TRAVELLERS

are now on the road from the Atlantic to the Pacific.

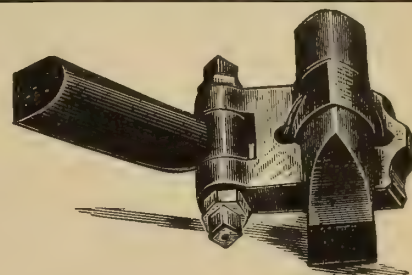
Mr. O. R. Anderson, Quebec ;
Mr. Geo. D. Edwards, Nova Scotia, New
Brunswick and P. E. Is.
Mr. W. Bingham, Northern and Midland
R. Rs.
Mr. H. Robinson, East of Toronto.
Mr. Jas. Chalmers, East of London.

Mr. E. H. Grenfell, West and North of
London.
Mr. J. W. Driscoll and J. T. Black, Mani-
toba and N. W. T.
Mr. John McKillop, British Columbia.
Mr. W. Johns, General Furnace Expert.

New designs in Furnaces, Registers and Stove Boards. Consolidating your trade
saves time, freight and money. We supply everything in the Stove and Tinware trade.

The McClary Mfg. Co.,

LONDON, TORONTO, MONTREAL AND WINNIPEG.



CLARRY & CO'S THILL COUPLING.
Mirfield's Patent. SAFE, ABSOLUTELY NOISE-
LESS, PERFECT. NO RUBBERS, NO SPRINGS,
because none are required. ALL RATTLING PRE-
VENTED. The nicest thing ever invented. A
couple alike to the Manufacturer and the Pur-
chaser of Carriages, Buggies, etc. COMPLETE,
CHEAP AND EFFICIENT.

CLARRY & CO.,
Sole Owners and Manufacturers,
14 Bay Street, TORONTO.
Prices Furnished on Application.

Toronto Plate Glass Importing Co.

Highest Award, Toronto, '87

**GLASS IMPORTERS,**

Bevellers and Mirror Manufacturers.

Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

For Mirrors and other Glasses

TELEPHONE 1599.
CABLE ADDRESS, "PLATE." }

55 Victoria Street, - - - Toronto, Ont.

**Patent Stove Pipes**

for shipment in crates of 25—9 x 9 x 18 inches, easily
handled.

THOS. DAVIDSON & CO.

11 Front Street West, TORONTO.

We beg to notify the Tin and Hardware Trade in Toronto and Western Ontario that we have
opened a store at 11 Front Street West, Toronto, under the management of Mr. G. B. Meadows. We
have secured the agency of the Chown & Cunningham Co., and intend to carry such a stock of Stamped
Ware, Japanned Ware, Wire Goods, Sundries and Stoves as to enable dealers in these goods to consoli-
date their business, and trust that with careful attention and a desire to please we will secure a share of the
business. We are

Yours truly,

THOS. DAVIDSON & Co.



TORONTO, July 31, 1890.

The dullness that has been exhibited in this market for the past two or three weeks has not yet been broken, and dealers report a very light movement in all lines. Although the month of July is usually a quiet month in business circles this season finds less doing than usual, and the result of this has been that there is an easy feeling in regard to prices. Any good buying orders coming upon the market at the present time would doubtless find merchants ready in a great many cases to grant concessions in order that they might obtain the business.

Hardware merchants are not alone in complaining of dull times. All other trades have been affected in the same way, and general business throughout the country may be considered in a waiting condition. The uncertainty about the crops, and the unsatisfactory financial condition of the generality of retail merchants has caused a considerably lessening of orders, merchants refusing to purchase more than they absolutely require. The result of this policy is that stocks have gradually been reduced, and are now thought to be pretty light. When, therefore, buying does commence, it is likely to do so with a rush, and if the crops turn out well there will doubtless be some liberal orders given. Prices are then expected to advance from their present level.

The movement in building material is still slow, and the condition of the building trade hardly warrants the belief that it will be much more active, although some slight improvement may develop later on. Building operations appear to be stagnant, and failures in this line have been this spring and summer more numerous than usual. The business done in lumber supplies has also been rather disappointing to dealers. The depression in this branch is severe, with the result that orders for supplies that hardware merchants usually keep in stock have been curtailed some, while the prospects for the future are not particularly bright.

Remittances are still slow, and country merchants are finding more than usual difficulty in making payments. This, however, had been expected by the wholesale trade, who are not looking forward to any improvement till after the new crop has been marketed.

IRON.

The tone of the iron market is steady, although the movement is light. Dealers seem to expect better prices for pig in the future, but bar is not so firmly held, and common bars are reported selling at \$2.30. The English market continues to improve with manufactured iron moving more freely, buyers apparently taking advantage of the low price. Shipbuilding materials are quiet, but the Sheffield heavy steel trade is exceptionally active.

LEAD.

Lead is selling very slowly here, and prices are easy. Cable reports state that dealings have been moderate at lower prices. Soft Spanish is quoted at £12 15s.

COPPER.

Ingots are not much enquired for at present, and prices are barely maintained. Consumers do not appear to require much just now, and are holding off till they are absolutely in need of the article. Sheets are

in fair movement, but are not particularly active. Copper has ruled somewhat irregular in the English market, declining a degree, but subsequently moving up again. Speculative holders, fearing a further decline, have realized freely and the position continues strong.

TIN PLATE

These are not in very active request here, but old country advices have created a firmness to the market, and orders placed for future delivery have to be done at full figures. A cable from London states that tin plate has ruled very firm with 14s. 3d. now the inside price for Bessemer. Makers offer with reserve. A good business is reported chiefly for the continent and Canada. Negotiations for several large lines for America have been broken off, owing to the delay with the tariff bill.

TIN.

Nothing is doing in this, and the market is without feature. In the English market a large business has been done in straits, and for a time there was some difficulty in selling cash lots. This brought about an improvement in the feeling, but the demand was well satisfied, and operations have since been light and at lower prices, although it is believed that the increased value of silver will likely hinder shipments from the east and cause the market to harden.

CANADA PLATES.

The market for these continues uneven, and plates are selling on spot at prices said to be below import figures. There are those that have confidence in the future of the market, and these state that they are not making any effort to obtain business, as they believe prices will be higher later on.

STEEL.

Advices from Germany state that the demand there for steel wire rods is improving and that prices are firmer. English market quotations are also about 2s. 6d. up, and makers are quoting 5s. higher for rails. Otherwise no change is visible in the market for steel goods.

STEEL RAILS.

The cable says:—There are very fair orders on the market and prices are firmer. Heavy sections quoted at £4 5s., and light sections at £6 to £6 5s. f.o.b. at N. W. England shipping point.

SCRAP METALS.

Supplies are not coming in very freely and the market is quiet, at steady prices. Wrought scrap is being steadily taken by the mills and dealers here are paying \$13 to \$14 per ton. Dealers' prices are as follows:—No. 1 heavy scrap, 60 per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap, 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 25c.; new scrap copper, 10c.; heavy scrap copper 10½c.; old copper bottoms, 8½c.; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 9c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2½ to 2¾c.; country mixed rags, \$1 to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PAINTS AND COLORS.

The usual July quietness is now on in these lines and very little business is doing. All the travellers are in and no effort is being made to attract business. Linseed oil is just in about the same position as last week. A vessel has arrived in Montreal with a supply of oil for Toronto, but none of it has reached this market yet. However, it is expected that it will arrive before the end of the week, when prices may be counted upon to decline, and in all likelihood will go at least as low as 70c. for raw and 73c. for boiled. Canadian crushers appear to have taken all the orders

they want and will not deliver before October. In the States the condition of the linseed oil market continues to present features of interest, holders generally insisting that the market is strong, while buyers state that, while it cannot be styled weak, it presents indications of weakness, and they do not anticipate their immediate wants in placing orders for oil. Considerable interest attaches at this time in the conditions that are likely to characterize the market next season. A much larger acreage than last year has been planted with seed, and the indications are reported to be good for a good crop of seed provided that the weather continues favorable. Indeed, one dealer estimates that the domestic crop of seed will be nearly 2,000,000 bush in excess of last year. It is known, too, that several independent crushers propose to enter the field this fall, and if such proves to be the case, with seed abundant and competition sharp among crushers, they look for a weak market and lower prices. That independent crushers propose to enter the market is likely to be a far more weakening factor than any increase of the acreage sown, as the market there is entirely in the hands of a combination, and outside men coming in is bound to bring on cutting in prices. However, the condition of the market in the States does not affect the market here, which is entirely governed by the English market. Indeed, linseed oil cannot be profitably imported from the States. It has been known to come in here only on one occasion, and that was during a time of severe competition just before the forming of the present combination. Turpentine remains steady. There are a fair number of enquiries, and as no fresh supplies have been received, stocks here are gradually getting low. It is not anticipated, however, that prices will go any higher; indeed, conditions favor lower values later on in the season, when supplies begin to arrive more freely in the south. There is very little doing in glue, and it is entirely unchanged. A better demand is expected for it next month. Custer oil is easier, and is quoted at 10½c. in case lots, and 11 to 12c. for smaller quantities. Considerable oil has come upon the market lately, it being estimated that fully 200 cases have been received, which leaves the market abundantly supplied. There is a fair demand for it.

CEMENT AND FIRE BRICK.

The cement market is unchanged in any respect, as will be the case throughout the summer. We quote Portland at \$2.70, and native \$1.10 for small quantities. Fire brick keeps in fair demand, and is reported as follows: American \$20 per 1,000, and Scotch \$25 per 1,000.

HIDES—Cured are now 6¼c. There are no green steers' now to be had, and cows' are worth 6½c. for No. 1. The lower grades of cows' decline 1c. for each grade below the highest, and go at 5½ to 4½c. for No. 2 and No. 3 respectively.

TALLOW—Is unchanged at 2c. for rough and 5½c. for rendered.

WOOL—All that come is readily taken at 21c.

NEW YORK MARKETS.

NEW YORK, July 31, 1890.

In the way of important new orders for finished iron steel productions nothing comes to light in this quarter, and the movement of crude materials is of merely routine character. Reports from other centres indicate that local experience is no exception to the rule. As a matter of fact all reports are to the effect that business throughout the iron and allied trades is proceeding quietly, with

NORTHEY & CO., - TORONTO, ONT.

MANUFACTURERS OF
SINGLE AND DUPLEX

Steam and Water-Power Pumps

FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP
CONDENSERS

FOR ATTACHING TO

High Pressure Steam Engines,
MARINE AND STATIONERY.

GREAT ECONOMY

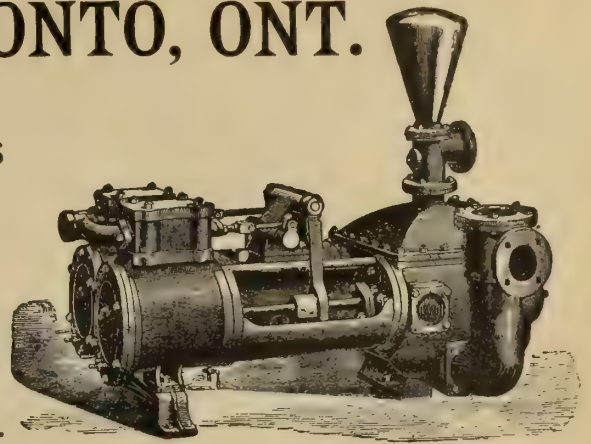
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FUEL AND POWER

GUARANTEED.

Prices and particulars on application.

OFFICE AND WORKS: Corner Front and Parliament Sts.



NEW YORK MARKETS—Continued.

little variation in values, and no signs of any impending changes for the immediate future. Prices for some lines of steel, more particularly billets and wire rods, are at a point that invite foreign competition, but the latter fails as yet to assume formidable proportions or to excite uneasiness. Gauged by the movement of prices of warrants the English trade is yet in rather feverish condition, and the Continental markets, to all accounts, are even less favorably situated.

OLD MATERIAL.

In old material there is little doing at the moment. Tee rails are quoted at \$24.50 and double heads at \$25@25.50. Wrought scrap

Portland, Keene's and Native Cements.

Fire Bricks, Clay, Drain Pipes, etc.

Red Sandstone from Carlisle, England.

Lowest Quotations.

McRAE & Co.,

16 METCALF ST., OTTAWA,
and 90 ESPLANADE EAST, TORONTO.

P. DOTY & SON,



Successors to
W. B. CHISHOLM

Manufacturers of

1, 2, 3 Bushel

Grain

AND

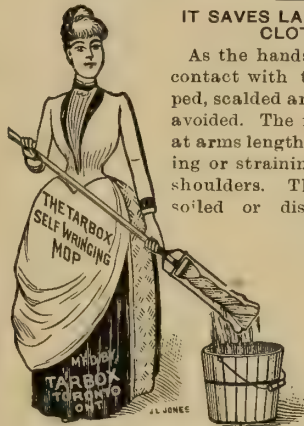
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BASKETS

P. DOTY & SON

Oakville, Ontario.

The trade supplied. Write us or
your Wholesaler for prices.



IT SAVES LABOR, TIME AND
CLOTHING.

As the hands do not come in contact with the water, chapped, scalded and sore hands are avoided. The mop being wrung at arms length there is no stooping or straining of the back or shoulders. The hands are not soiled or disfigured by the wringing of a filthy, greasy cloth. As the clothing is not drenched or disfigured as in ordinary mopping no special preparation is required.

TARBOX BROS.,

"Truth Building," 73 Adelaide Street West, Toronto, and 28 Waterloo St., St. John, N. B.



No Duty on Church Bells. Please mention this paper.

BOECKH'S STANDARD BRUSHES

FOR SALE
BY ALL LEADING HOUSES.



Cresting No. 3.

R. DENNIS,

205 and 211 King St., LONDON, ONT.

Manufacturer of

Cresting, Finials and Vanes

Wire Goods and Iron Work of all kinds.



Galt Rag and Metal Co., Dealers in Rags, Bones, Scrap Iron, Copper, Brass, Lead, Zinc, Scrap Rubbers, Paper Stock, &c. Highest Cash Prices Paid. Orders by mail will receive prompt attention. Galt, Ont.

We manufacture the greatest variety of Stave, Market and Satchel Baskets and Fruit Packages, of any establishment in the Dominion.

Write for Illustrated Catalogue and Price List.

The Ontario Basket Co., Limited,

WALKERVILLE, ONT.

Atlantic Glue Works, Berlin,

Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont.

NEW YORK MARKETS.—Continued.

remains at about \$21@21.50 for No. 1, and \$18 is the quotation on car wheels.

STEEL RAILS.

Nothing in the way of large orders for steel rails appear on the market, but a fair number of 1,000 to 2,000 ton lots are put through, chiefly at \$31 50 to \$32 for standard sections, f.o.b. at mill. Steel in the form of billets, slabs and rods are selling fairly at old prices.

COPPER.

There have been various rumors of large transactions in copper, and amongst others, one to the effect that the entire amount of stock controlled by the Seligmans was closed out. No confirmation of this rumor could be obtained, and there was some uncertainty also as to the accuracy of another report that the Calumet & Heckla Company had sold 1,000,000 pounds at 18c for December delivery. We learn, however, that spot lots of Lake Superior ingot have been picked up at 17 to 17½c, from second hands, although the mining companies name 17½c. as their inside price. London cables quoted merchant bars at £57 7s. 6d. to £57 10s. spot, and £58 5s. future, showing a slight decline.

TIN.

In pig tin, speculation has been on a moderate scale, and the purchases for trade account and consumption also made a modest showing. Prices have ruled a shade lower in this market despite rather better cables from London. Straits is quoted \$20.95 to \$21 in five-ton lots, and at 21¼ to 21½c. in smaller quantities from store. Tuesday's net cash quotations for 10-ton lots were \$20.80 bid, \$20.95 asked spot, \$20.75 to \$20.95 July, \$20.75 to \$20.95 August, \$20.75 to \$21 September, and \$20.90 to \$21.05 October. Latest London quotations were £94 spot and £94 10s. to £94 12s. 6d. future.

LEAD.

The situation in the lead market has undergone no change. Consumers are buying sparingly, speculative interest is practically at a standstill and offerings are moderate, yet such as to indicate that purchases of round lots could easily be made at \$4.45 or a shade less.

SPELTER.

For spelter the demand is running very fair and the market is steady, with prime Western selling at \$5.45 to \$5.50 for early delivery.

TIN PLATES.

Tin plate prices remain firm in the foreign market and are steady here, but local business continues slow.

unchanged values, sales of Canadian bar being reported at \$2.30, while imported is firm at \$2.40 to \$2.50. Tin plates continue firm as recently reported, and we hear of nothing else of importance to note.

NAILS.

There is nothing new to relate concerning nails, a fair trade being done at about the following figures:

Small round lots 5c. less, viz., \$2.45, and so on:

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	....	2 50
8 dy to 9 dy, " "	....	2 75
6 dy to 7 dy, " "	....	3 00
4 dy to 5 dy, Am. pat	....	3 25
3 dv fine hot cut, " "	....	5 50
4 dy to 5 dy, cold cut, Can pat.	....	3 00
3 dy, cold cut, " "	....	3 50
2 dy, hot cut, nails " "	....	5 70

	Steel Cut Nails	Wire Nails
10 dy to 60 dy, per keg	.....\$2 60	\$3 60
9 dy " " " " " "	.....2 85	3 95
8 dy " " " " " "	.....2 85	4 30
7 dy " " " " " "	.....3 10	4 65
6 dy " " " " " "	.....3 10	5 00
5 dy " " " " " "	.....3 35	5 00
4 dy " " " " " "	.....3 35	5 30
3 dy " " " " " "	.....4 10	6 35
3 dy fine " " " " " "	.....5 60	8 05

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 50
4 dy @ 5 dy, per keg	.....	3 75
6 dy @ 7 dy, " "	.....	3 50
8 dy @ 9 dy, " "	.....	3 25
10 dy @ 30 dy, " "	.....	3 00
Cut spikes, " "	.....	2 75

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	.....	\$4 80
1 " " " " " "	.....	4 50
1 ½ " " " " " "	.....	4 20

Finishing nails 75c. per keg over same size hot cut, viz., from \$6.45 for inch to \$3.50 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.45 for 1-inch to \$3.25 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$6.95 for 1-inch to \$3.75 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand 50 per cent. discount, for small lots. P. B. & Co. brand 50 per cent. of list for small lots. Large lots 50 four months, with 5 per cent off for cash in 30 days.

CHEMICALS.

The market is characterized by the same conditions as governed it a week ago, that is the influence of a shortage on the other side is being felt more and more and more here although we can cite no actual change of a material nature in the spot market. Buyers although they show more disposition to trade than formerly are not so urgent as everyone expected, and now a rather quiet spell has set in with little new business to note. However the prospect of high freights is having its due effect and in the course of a week or so. Some change will result as a natural consequence. During the week there has been nothing particular to note in the way of business, but the feeling all round is firm.

PAINTS AND OILS.

Since our last there has been no great change to note, but a steady jobbing business has been in progress in colors and glass at steady values. The latter is still quoted at \$1.40 to \$1.50 for first and \$1.50 to \$1.60 for second break, and so on. In oils linseed is very firmly held at quotations; raw and boiled ranging from 67c. to 72c. Fish and other oils are quiet.

NAVAL STORES.

The same quiet trade continues to rule in naval stores, business being made up of a

few-scattering jobbing sales. Turpentine, while reported easier in the American markets, is still held firmly here at 65c. for round lots, and 68c. for smaller quantities, with a fair demand passing. Rosins, particularly the lower grades are very firm. We quote turpentine 65 to 68c; rosins \$2 to \$3, as to brand; coal tar \$3.25 to \$3.50; cotton waste 5½c. for colored and 7 to 10c. for white; oakum 5½ to 7½c, and cotton oakum 10 to 12c.

PETROLEUM.

Canadian oil continues to advance in price and crude is now quoted at \$1.30 per barrel and refined at 12½c. at Petrolia which is equal to 15c. here. Trade is very quiet, however refiners not pressing sales and dealers having good stocks of oil on hand which they can retail at 15c. There is no change in the price of American oil, the demand for which continues very fair for this season of the year. We quote:—American at 23c. in car lots, 23 1-2c. for 10 barrel lots and 24c. for 5 barrel lots, and Canadian 12½c. at Petrolia and 15c. in car lots in Montreal. American benzine is quoted at 23¼c. to 25c. and Canadian at 14c.

CEMENT AND FIRE BRICK.

The cement market holds steady at the recent advance under a very good demand for fair sized lots. We quote: London and Newcastle brands at \$2.50 to \$2.65, and Belgium at \$2.40 to \$2.50. Fire bricks continue to move freely at \$20 to \$27 per 1000.

MONTREAL NOTES.

On the 23rd ult., fire was discovered in Talbot & Girard's general store Frayerville, P. O. At 3 o'clock the whole building was a mass of flames and at 5 o'clock it was in ashes. Although the pumps worked well and water was plentiful, nothing could be saved from the store, but the firemen succeeded in saving the outbuildings and contents with little damage. Loss, about \$30,000 on stock; insured for \$20,000. Loss on building, \$10,000; insured for \$5,000. Mr. Gauvin had some furniture and furs in the building, which were also destroyed. He has an insurance of \$500 on them.

Several days ago Mr. Isidore Bernadin, a general merchant of Buckingham, Que., notified the police that an unknown party had broken into his place of business and stolen some articles which could be easily identified. The other evening a man named William Scott was arrested by Constable Ferry on William street Montreal, for being drunk and exposing firearms a little too freely. When searched Scott was found to be the possessor of several articles stolen from the Buckingham store. The authorities consider that they have made a good capture, as Scott has already served terms in the penitentiary under the name of Wilson and McFarlane. The accused was remanded for additional proof.

A new apparatus invented in Glasgow, for the manufacture of white lead consists of a furnace, a condenser and a washing machine. The lead is untouched by hand a quantity of lead ore is shovelled into the furnace, that is converted into white lead, washed and dred, in three hours, as compared with four months by the old system, the price of sulphur of lead production is reduced nearly two-thirds.

You can lose more than we do by not subscribing for this paper,

MONTREAL

MONTREAL MARKETS.

JULY 31, 1890.

IRON AND HARDWARE.

The iron market has been rather quiet during the week, but the firm feeling still characterizes the market, and with freight very firm there is no prospect at the moment of better terms being obtained while advices from Great Britain do not indicate that there has been any material change sufficient to affect values since our last. As to actual business it has been of moderate volume, as the dull spell is generally on just about now. Still there has been a noticeable movement in pig, principally in 100-ton lots during the week, and sales of Summerlee and equal brands are reported at \$22. Other lines also have been subject to a moderate enquiry at

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

TRADE
"EASTLAKE"
MARK.

Metallic Shingles.

Price List and Catalogue sent on application

The Metallic Roofing Co. of Canada
[Limited.]

Rear 84, 86, 88 and 90 Yonge Street,
TORONTO.

Electric Supplies for Electric Lighting, Electric Bells, Wire Annunciators. Contractors for Electric Work.

HENRY S. THORNBERRY & CO., 39 King St. W. Toronto.

Clarke's Common Sense Sliding-Door Hanger

Slides back and forth with a more Graceful and Easy Motion and with less noise than any other Hanger.

With this hanger there is:

No Side-draft.
No Kicking.
No Flanges on the wheels.

No Jumping the Track.

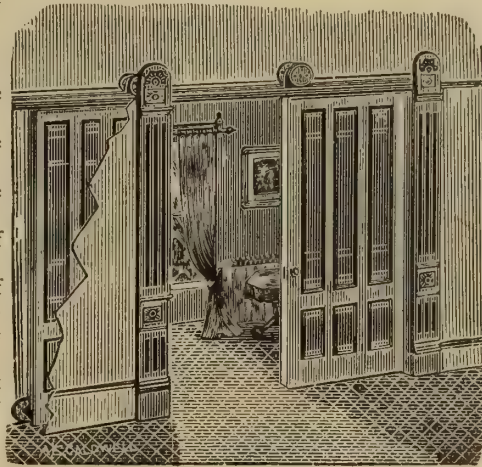
No Inaccessible Tracks in the Pockets.

No Tearing Down of Lath and Plaster.

No Dead Weight of heavy doors constantly hanging to the track.

No Tracks to be put in until ready to hang the doors.

No False Pockets in the Tracks for either



Single or Double Doors.

Doors equipped with this Hanger are suspended at the upper front-corner and supported or rest upon a single roller secured to the lower inside corner, perfectly balanced, moving easily.

Common Sense Hangers can be applied to doors that have been hung with any other hanger without removing the plastering, woodwork, or any of the sheathing of the pockets, or creating any muss whatever.

MANUFACTURED BY

THE PETERBOROUGH LOCK MANUFACTURING COMPANY,
PETERBOROUGH, ONT.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

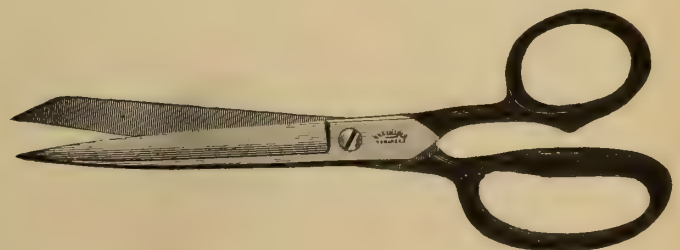
BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.



Beg to call attention to the noted Heinisch shears, also to following fall specialties:

Elbows, Stove Boards, Coal Hods, Stove-pipes, Fire Shovels, Dampers, Copper Kettles (tea and toddy).

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



The above Brand of Lead
Requires no Association Guarantee.
It is the STANDARD of the Dominion for
Purity, Fineness and Whiteness.

WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

Williamson & Lambe STORAGE.

54 & 56
Wellington St. E.,
TORONTO.

DESKS

OFFICE, LIBRARY,
CHURCH AND SCHOOL
FURNITURE.

JOHN M. BLACKBURN & CO.,
41 COLBORNE ST., TORONTO,
—AND—
162 ST. JAMES ST., MONTREAL.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb .. 24½ 26
Straits 100 lb ingots..... " .. 24½ 26
Strip 26, 28

Tin Plates—Charcoal Plates, Bright.

Bradley M.L.S. Per box.
I.C., usual sizes .. \$6 00 \$6 25
I.X., " .. 7 50 7 75
I.X.X., " .. 8 75 9 00
Raven & P.D. Grades—
I.C., usual sizes .. 4 75 5 25
I.X., " .. 5 75 6 25
I.X.X., " .. 6 75 7 25
L.X.X., " .. 7 75 8 25
D.C., 12½ x 17 .. 4 50 ..
D.X., usual sizes .. 5 50 ..
D.X.X., " .. 5 25 6 65

Note.—Other brands might be shaded
by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—
I.C., usual sizes .. 4 25 4 50
I.C., special sizes .. 4 25 4 50
B.V. Grade, I.C., usual
sizes .. 4 25 4 50

Note.—Round lots of 14x20 could be
purchased of 25c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—
I.C. 20 x 28, 112 sheets .. 8 00 8 50

Charcoal Tin Boiler Plates.

Cookley Grade— Per lb.
I.X.X., 14x56, 50 sheet bxs } 6½c. 7c
" 14x60, " }
" 14x65, " }

Iron and Steel.

Common Iron, per 100 lb .. \$2 40 ..
Refined " .. 2 75 ..
Horse Shoe " .. 2 75 ..
Band " .. 3 20 ..
Hoop " .. 3 20 ..
Swedish " .. 4 00 4 50
Nova Scotia Bar iron .. 2 75 ..
Sleigh Shoe Steel .. 2 75 ..
Machinery, Tire Steel .. 3 00 3 25
Best Cast Steel, per lb. .. 0 13 0 14
Russian Sheet .. 0 11 0 12
Tank Plates .. 2 25 2 50
Boiler Rivets .. 4 75 5 00

Boiler Tubes.

2-inch .. 13c
3-inch .. 18½

Boiler Plate.

½ inch .. \$3 50
5-16 " .. 3 35
¾ " .. 3 25

Sheet Iron.

1 to 20 gauge .. 3 50
22 to 24 " .. 3 75
24 to 26 " .. 4 00

Canada Plates.

Blaina .. 3 00 ..
Boars Head .. 3 15 ..
Maple Leaf .. 3 00 ..
All Bright .. None

Galvanized Iron.

Queen's Head—
16 to 24 gauge, per lb .. 5½ 6c
26 gauge, " .. 5½ 6
28 " .. 5½ 6½

Gordon Crown—
16 to 24 gauge, per lb .. 5½ 6½
26 gauge, " .. 5½ 6½
28 " .. 5½ 6½

Note.—Cheaper grades about ½ cent
per lb less.

Chain.

Proof Coil, ½ inch, per lb. 4½ 4½c
" 7-16 inch " .. 5½ 5½
" 1-4 " .. 5½ 6
Trace, per doz. pairs .. \$3 60 5 90
German coil, per 100 ft .. 1 65 2 70

Jack chain, iron, single, per
doz yards .. 0 13 0 50
Jack chain, double, per doz
yards .. 0 15 ..

Jack chain, brass, single, per
doz yards .. 0 20 1 10

Copper—Ingot.

Lake Superior, per lb .. 0 00 0 00
Baltimore .. 0 17 0 18
English B.S. .. 0 17 0 18

Bolt or Bar.

Cut lengths, round, ½ to ¾ in. \$0 28 \$0 31
" round & square
1 to 2 in .. 0 26 0 28

Note.—Complete, lengths about fifteen
feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz. and light,
16 oz, 14x48 and 14x60 .. \$0 21 0 22
Untinned, 14 oz. and light,
16 oz, irregular sizes .. 0 22 0 23

Note.—Extra for tinning, 2½ cents per
pound, and tinning and half planishing
5 cents per pound.

Planished and tinned, 14x

48 and 14x60 .. 0 30 0 32

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb. .. 0 22 0 26

" 35 to 45 " .. 0 21 0 22

" 50 lb and above per lb 0 20 0 21

Boiler & T. K. Pitts.

Plain Tinned, per lb. 0 26

Spun " .. 0 30

Wire.

Pure, in coils—

From 1 to 20 gauge .. 0 25 0 27

From 20 gauge, up .. 0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge. 0 21 0 25

" 27 to 30 " .. 0 23 0 29

" 30 and up .. 0 26 0 29

Sheets, hand-rolled 2x4 ft. .. 0 23 0 25

Zinc Spelter.

Foreign, per lb. 0 06 0 06½

Domestic " .. 0 05½ 0 05½

Zinc Sheet.

5 cwt casks. 0 06½ 0 06½

Part casks .. 0 06½ 0 07

Lead.

Imported Pig, per lb. 0 04 0 04½

Domestic " .. 0 04 0 04½

Bar, 1 pound .. 0 05 0 05½

Sheets, 2½ lbs, per square ft,
by roll .. 5 00 5 25

Sheets, 3 to 6 lbs, per sq ft,
by roll .. 4 75 5 00

Note.—Cut sheets half cent per lb extra.
Pipe, by the roll, usual weights
per yard, lists at 7c per lb and 27½ p.c.
discount.

Note.—Cut lengths, net price; ton lots
27½ and 5 p.c. dis.; waste pipe, in 7 ft
lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb 0 20 0 22

Note.—Prices of this graded according
to quantity. The prices of other quali-
ties of solder in the market indicated
by private brands vary according to
composition.

Antimony.

Cookson's, per lb. \$0 20 \$0 21

Other makes " .. 0 19 0 20

Pure White Lead, ground in oil,
Associat'n guarantee, per lb. 5½ 6

No. 1 Do. " 0 5½

No. 2 Do. " 0 4½

No. 3 Do. " 0 4½

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon .. \$1 10

2nd qualities " .. 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb. 0 05

Chrome Yellow " .. 0 09

Golden Ochre .. 0 06

French " .. 0 05

Marine Black .. 0 09

" Green .. 0 09

Chrome " .. 0 08

French Imperial Green .. 0 14

Colors, Dry.

Yellow Ochre (J.C.) in bbls, per lb 0 01½

" (J.F.L.S.) " .. 0 01½

Venetian Red (R.C.2) " .. 0 01½

" (1343) " .. 0 02

English Oxides " .. 0 03½

American " .. 0 02½

Paris Green, per lb. 0 16½ 0 17½

Burnt Sienna " .. 0 08½

Burnt Umber " .. 0 06

Drop Black " .. 0 09

Chrome Yellows " .. 0 12

Greens " .. 0 12

Golden Ochre .. 0 08½

Varnishes (in bbls).

No. 1 Furniture, per gal. 0 70

Brown Japan " .. 0 70

No. 1 Carriage " .. 1 50

Gold Size Japan " .. 1 40

Pure Orange Shellac " .. 2 20

Hard Oil Finish " .. 1 50

Linseed Oil (in bbls).

Raw, per gal. 0 77

Boiled " .. 0 80

Turpentine (in bbls).

Selected Packages, per gal. 0 62 0 64

Castor Oil.

Best, per lb. 0 10½ 0 12

Glue (in bbls)

Common, broken .. 0 10 0 11

French medal .. 0 12 0 13

Cabinet makers .. 0 17 0 18

White .. 0 16 0 17

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	0 05½
" No. 2	0 04½
" No. 3	0 04½

Acme Paints.

Neal's Carriage, discount 40 p. c.	
English Oxide, by the barrel	0 02
American Oxide	0 01½
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p. c.	
Granite Floor, in tins, 90c, 47½c.	0 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	
" Wagon and Imperial, dis 40 p. c.	
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz.	1 25
Acme Carriage Top Dressing, \$1 75	per doz 4 00 8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 to 45 p. c. Amer.	
Rim Fire Cartridges, Dom. 50 and 10.	
Rim Fire Military, net list. Amer.	
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.	
Central Fire Cartridges, Dom. 30 & 10	
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p. c. Amer.	

Wads.

Eley's, per 1,000	\$0 25 \$1 60
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Anvils.

Per lb.	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each.	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	5 65 1 59
Pegging, " "	0 65 1 25
Brad, " "	0 85 1 60
" handled	3 60 7 30
Saddlers', " "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, " "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	6 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Brass, N.P., 60 to 66½, 50 and 10 to 60 p. c., dis.	
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Door.

Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50

Cow.

American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 p. c.	

Farm.

American, each	2 00 5 00
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House.

American, per lb.	0 35 0 40
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Bel lows.

Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount 35, 40 per cent.	

Belting.

o. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 per cent.	

Bench Stops.

Per doz	5 00 6 00
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Bits—Auger.

Gilmour's dis 55 to 60 p. c.	
Excelsior—Jennings, discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jenning's Gen, net list to 5 p. cent. dis.	

Car.

Gilmour's, 47½ to 50 per cent.	
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Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell " "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb.	0 11 0 15
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Bolts.

Carriage, dis. 60 and 5 per cent. to 65 per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis. 40 to 45 p. c.	
Elevator, dis., 35 to 40 p. c.	
Machine, dis., 60 to 60 and 5 p. c.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 35 to 40 per cent.	
Reversible, dis., 65 to 70 per cent.	
Vegetable, per doz	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	500 40 23
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Butts—Brass.

Wrought Brass dis. 60, 60 and 10 per cent.	
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Cast Iron.

Loose Pin, dis. 60 to 60 and 5 per cent.	
Wrought Steel.	
Fast Joint, dis. 60, 60 & 5pc.	
Loose Pins, " 60, 60 & 5pc.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.

Horse, per doz	0 70 0 95
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Carpet Stretchers.

American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz	22 50
World	21 75
Daisy,	24 00
Star,	18 00

Crown Jewel, per doz	29 00
Grand Rapids,	32 40

Cartridges—See Ammunition**Castors.**

Bed, new list, dis. 50pc.	
Plate " dis. 50pc.	

Cattle Leaders.

No 31 and 32, per gross	8 50 11 25
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Cement.

Fortland, car load lots	2 70
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.

Carpenters' Colored, per gross	0 50 0 85
White, lump, per lb.	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15
Chisels—Socket, Framing and Firmer.	
American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz	0 85 4 00

Churns.

Amer., dis. 50 p. c. to 60 p. c.	
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Clamps.

Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clips.

Axle, dis. 65 p. c.	
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Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
No. 2	2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p. c.	
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Cradles, Grain.

Canadian, discount 25 p. c.	
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Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English, " "	2 00 4 00

Draw Knives.

American, dis. 70.	
Canadian, dis 25 to 35 p. c.	

Drills and Drill Stock—Breast.

Millar Falls, per doz	16 00 51 50
P. S. & W., dis. 40 per cent.	

Twist.

Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.

Dis. 17½ to 22½ p. c.	
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Fawcets.

Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star,	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per pair	4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10	
Barton Smith, dis. 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis., Can. list 50 per cent.	
Jowitt's dis. Can. list, 25pc.	
Horse Raps, Kearney & Foote's dis Am list, 50 p. c.	
Horse Raps, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Raps, Spencer's, dis. Can. list, 33½ p. c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc, dis. 40 p. c. to 42½ p. c.	
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Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis, 50, 50 & 10 p. c.	

Fruit Presses.

Henis' per doz	4 00
Enterprise, discount 10p. c.	

Fry Fans.

Acme, discount 50, p. c.	
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Gauges—Marking, Mortise, etc.	
Stanley's, dis. 50, 55 p. c.	

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 40
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Glass.

4th quality Star, 1st break	1 55 1 60
" 2nd "	1 65 1 70
" 3rd "	3 90 4 00
" 4th "	4 20 4 25
" 5th "	4 50 4 55

Window Glass.

Pilkington's ordinary	
1st break	\$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	6 50

Picture Glass.

Pilkington's ordinary	
1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Glue Pots.

Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list.	
Can. discount 25 to 27½ p. c.	

Magnetic, per doz	1 10 1 50
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Canadian, per lb.	0 12½ 0 15
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English and Can., per lb.	0 25 0 37½
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Handles.

Axe per doz	1 00 3 50
Store door "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 30 p. c.	
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Hoe.

C. & B., discount 30 p. c.	
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Saw.

American, per doz	1 00 1 25
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Plane.

American, per gross	3 15 3 75
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American, per doz	0 50 0 80
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Canadian, per pair	0 18 0 25
--------------------	-----------

Hangers.

Door 4 and 5 inch, per pair	0 40 0 80
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Hatchets.

Can., dis. 37½, 40 p. c.	
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Hinges.

Blind, Parker's, dis. 60, 60 and 5 per cent.	
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Light T and strap, dis 60, 62½ percent.	
Heavy, per lb.	0 5 0 05½
Screw and Strap, per lb.	0 03½ 0 04½

Screw and Strap, per lb	0 03 $\frac{3}{4}$	0 04
	Per doz. sets	
Screw Eureka	1 13	1 80

Hooks—Cast Iron			Pencils.			Scale Beams.			Cigar Box Nails, dis. 35 p.c.		
Bird Cage, per doz	0 50	1 10	Dixon's, per gross	1 00	4 25	Canadian, B. S. & M. dis. 40 per cent.			Shoe Finders' Tacks & Nails, dis. 25 p.c.		
Clothes Line, " "	0 27	0 63	" Carpenter	2 25	3 60	Scrapers.			Tape Lines.		
Harness, " "	0 72	0 88	Picks.			Box, per doz	2 10	4 50	English, ass skin per doz	\$2 75	\$5 50
Hat and Coat, per gross	1 00	3 00	Picture Nails.			Foot, " "	40	3 50	English Pat. Leather	5 50	9 75
Chandelier, per doz	0 50	1 13	Porcelain Head, p. gross			Screens.			Chesterman's, each	0 90	2 85
Wrought Iron.			Brass Head, " "			Window, patent, per doz	6 00	7 50	" steel, each.	0 80	8 00
Wrought Hooks and Staples, Can.			Planes.			Screw Drivers.			Thermometers.		
dis. 17½, 20 p.c.			Wood, bench, Canadian, or American	dis. 50.		Sargent's, per doz	65	4 00	Tin case & dairy, dis. 75 p.c.		
Wrought Hooks and Staples, Amer			dis. 50.			Screws.			Ties.		
dis. 75 to 75 and 10 per cent.			Wood, fancy Canadian, or American	dis. 35, 37½ per cent.		Wood, flat head iron, dis. 47½ per cent.			Cow, per doz	1 25	2 50
Wire.			Bailey's (Stan R. & L. Co.) 33½ to 35	per cent.		Wood, round head iron, dis. 42½ per cent.			Tinner's Shears and Snips		
Hat and Coat, dis. 35, 40 p.c.			Miscellaneous, dis. 10 to 12½ per cent.			Wood, flat and r-and head, brass,	dis. 25 p.c.		P. S. & W., 10 p.c. advance on American		
Belt, per 1,000	0 60	2 70	Bailey's Victor, dis. 10 to 12½ per cent.			Bench, wood, per doz	3 25	4 00	list.		
Screw, bright, Eng., dis. 40, 5, 45 per cent.			Plane Irons.			Bench iron per doz	4 25	5 75	Tinware.		
Horse Nails.			English, per doz	2 00	5 00	Scythes.			Stamped, dis. Assn list, 70, and 12½ per cent.		
Canadian, dis. 50 to 50 and 10 p. cent.			Pliers and Nippers.			Discount 40 per cent. to 42½ per cent.			Japanned, dis. Prices on application		
Horse Shoes.			Button's Genuine, per doz. prs. dis	37½, 40 p.c.		Scythe Snaths.			Pieced, dis. " "		
Per keg	3 75	3 80	37½, 40 p.c.			Canadian, dis. 33½ to 35 p.c.			Transom Lifters.		
Ice Picks.			doz.	7 40	10 25	Shears.			Payson's, dis. 25 per cent.		
Star, per doz	3 00	3 25	German, per doz	60	2 60	B. & W., japanned, dis. 75 per cent.			Traps.		
Kettles.			Plumbs and Levels			B. & W. N. P., dis. 65 p.c.			Game, Newhouse, dis. 17½, 20 per cent.		
Brass spun per lb	0 28	0 30	S. R. & L. Co., dis. 65 p.c.			Seymour's dis. 60 p.c.			Game, H. & N., or P. S. & W., discount 57½ to 62½ p.c.		
Copper, " "	0 40	0 45	Corn, square, per doz	1 35	2 00	Etna, dis. 75 @ to 75 and 10 per cent.			Mouse, per doz	0 35	1 50
Enamelled Can. 50 p.c.			Poppers.			Heinisch 60 per cent.			Rat " "	2 00	4 50
American, 50 and 10, 60 and 5 per cent			Pruning Shears.			Sheaves.			Trowels.		
Keys.			Per doz	4 00	5 50	Sliding Door, per set	77	1 40	Disston's, discount 10 p.c.		
Lock, Can, dis 50 p.c.			Pulleys.			Shot.			German, per doz	4 75	9 00
Cabinet, Trunk, and Pad-lock, Am. per gross	1 60	4 75	Hothouse, per doz	55	1 00	Canadian, dis. 7½ per c.			Brade's " "	00	10 50
Knobs.			Axle	22	33	Shovels and Spades.			S. & D., discount 35 p.c.		
Door, japanned, and N.P., Can. list dis. 50 p.c.			Screw	27	1 00	Canadian, dis. 37½ to 40 per cent.			Triers.		
Bronze, Berlin, per doz	2 75	3 25	Awning	35	2 50	Sieves.			Butter, per doz	6 25	9 00
Bronze, Gen., " "	6 00	9 00	Pumps.			Wood Rim, black, p. doz	1 15	1 35	Trucks		
Lava " "	8 75	10 00	Rumsey, Cistern & Pitcher Spout, 55, 60 per c.			" tinned, " "	1 35	1 60	Warehouse, each	2 25	6 50
Shutter, porcelain, F. & L screw, per gross	\$1 30	4 00	Punches.			Tin Rim, " "	2 30	2 45	Twines.		
Ladles.			Saddler's, per doz	1 00	1 85	" black, " "	1 80	2 25	Bag, per lb	0 12½	0 20
Melting, per doz	1 70	4 50	Conductors' " "	9 00	15 00	Snaps.			Wrapp'g. mott'd, pr. pack.	0 50	0 60
Lemon Squeezers.			Tinner's solid, per set	72		Harness, German, p. gro.	2 00	5 50	cotton, per lb	0 18	0 20
Porcelain lined, per doz	2 20	5 60	" hollow, per inch	1 00		Acme, " "	3 00	5 00	Mattress, per lb	0 33	0 45
Galvanized, " "	1 87	3 85	Putty.			Lock, Andrew's " "	4 50	11 50	Staging " "	0 27	0 35
King, wood, " "	2 75	2 90	Bladder, per 100 lbs	2 00	2 25	Soldering Irons.			Broom " "	0 30	0 55
" glass " "	4 00	4 50	Tins, lbs	2 50	2 75	Per lb	0 30	0 32	Binding, flax, per lb		
All glass, " "	1 20	1 30	Rail.			Wrought Spikes.			" jute " "		
Lines.			Barn Door, per foot	3	3½	Discount, net list.			Vises.		
Fish, per gross	1 05	2 50	Sliding Door, " "	3½	3½	Spoke Shaves.			Hand, per doz	4 00	6 00
Chalk, " "	1 90	7 40	Rakes.			Wood, English	1 80	5 00	Bench, parallel, each	2 00	4 50
Locks—Door.			Cast Steel and Malleable, Canadian list dis. 40 to 42½ per cent.			Iron, American	1 35	2 35	Coach, each	6 00	7 00
Canadian, dis. per cent		50	Razors.			Spoons and Forks.			Peter Wright's, per lb	0 12	0 13½
Russell & Erwin, per doz	2 90	7 50	Boker's, per doz	7 50	11 00	Sheffield Sterling.			Pipe, each	5 50	9 00
Cabinet.			Wade & Butcher's " "	3 60	10 00	Tea Spoons, per gross	7 50	12 00	Saw, per doz	6 50	13 00
Eagle, dis. per cent	33½		Rivets and Burrs.			Dessert " "	21 00		Washer Cutters.		
Padlock.			Copper Rivets, dis. 45 to 47½ p.c.			Table " "	30 00	30 00	Per doz	4 00	8 50
English and Am. per doz	50	6 00	Iron " 40 per cent.			Dessert Forks	24 00		Well Wheels.		
Scandinavian, " "	1 00	2 40	Burrs, Iron, 30, 33½ per c.			Medium " "	27 00		Amer. per doz. 8, 10 & 12 in.	3 38	6 00
Eagle, dis. per cent	15	1 17½	Rivet Sets.			Table " "	36 00		Wire.		
Mallets.			Canadian, dis. 30, 35 per c.			Squares.			Market, bright and annealed, Nos. 1 to 16, 5 per cent. advance on list from stock.		
Tinsmiths', per doz	1 25	1 50	Sisal, per lb	12	12½	Iron, per doz	1 65	2 90	Market, oiled, coppered, 5 p.c. advance.		
Carp'trs, hickory " "	1 25	3 75	Manilla, " No. 1	14½	15	Steel, dis. 75 p.c.			Market, tinned per lb	0 04½	0 08
Lignum Vitæ, " "	3 85	5 00	" No. 2	13½		Try and bevel, dis. 50 to 52½ per cent.			Galvanized Fence, 5 per cent. advance on list.		
Caulking, each	1 60	2 00	Cotton, " "	22	25	Staples.			Tinned Broom, from 19 to 22 gauge, per lb	0 07	0 07½
Mattocks.			Deep Sea, " "	15	16	Fence, galvanized, per lb	5	5½	Malin's Wire on spools, dis. 30 to 35 per cent		
Canadian, per doz	8 50	10 00	Rules.			Wrought Iron, dis. 75, 75 and 10 per cent.			Clothes Line, galv., p. 100ft	0 25	0 55
Meat Cutter.			Boxwood, dis. 75 & 10 & 5 80 per cent.			cent.			Barbed Wire.		
Enterprise, dis. per cent	20	25	Ivory, dis. 40, 40 & 5 per cent.			Stocks and Dies, Amer. dis. 25 per cent.			Galv. steel barb fencing		
Dixon's, each	1 60	2 00	Sad Irons.			Stone.			" Lock Barb, " 4 point	0 51	0 05½
Woodruff's " "	1 10	1 70	Mrs. Potts, per set	0 95		Washita, per lb	0 15	50	Ditto Glidden 2 point	0 05½	0 06
Hale's, " "	1 05	1 50	" N. P.	1 25		Hindostan, per lb	0 06		Galv. Steel, plain twist		0 05
Hume, " "	13 00	16 00	Sand and Emery Paper.			Labrador, per lb	0 13		Galvanized Barb, "Ly-		
Mining Knives.			B. & A., sand, dis. 25, 30 p.c.			" Axe, " "	0 15		man, " 2 to 4 points	0 05½	0 06
American, per doz	42	2 35	Emery, per quire	55	90	Turkey " "	0 50		Terms, 60 days or 2 per cent off for cash—10 days.		
Molasses Gates.			Sash Cord.			Arkansas " "	1 50		Wire Cloth.		
Stebbin's Patent, dis. per cent, 65 to 70 per cent.			Per lb	22	50	Water-of-Ayr " "	0 10		Ordinary, discount 25 p.c.		
Nails.			Sash Locks.			Scythe, per gross	3 50	5 00	Painted Screen, p. 100 sq ft	2 25	2 35
Cut, 3 inch and upwards			Triumph and Morris, dis 37½, 40 per cent.			Grind, per ton	15 00	18 00	Wrenches.		
per keg	2 55		Kempshell's dis. 40, 62½ per cent.			Stove Polish.			Agricultural, dis. 70.		
Brads & Moulding Nails, discount 55 to 60 per cent.			Canadian, dis. 45, 50 p.c.			Per gross	1 80	7 50	Standard, dis. 60, 60 & 10 p.c.		
Wire Nails, 60 to 65 per cent.			Sash Weights.			M. L. S., per gross	2 50		Coe's Gen'ne, dis. 40, 45 p.c.		
Nail Pullers.			Sectional, per lb	2½	3 00	Jacoby " "	5 00		Diamond, dis. 33½, 35 p.c.		
German & American	1 85	3 50	Sausage Stuffers.			Mirror Black Lead, per gr.	2 00		Tower's Engineer, each	2 00	3 00
Nail Sets.			Each	1 00	3 00	Jos. Dixon's, bulk, per lb.	0 07		" S., per doz	5 80	7 50
Square, round and octa-gon	3 38	4 00	Per lb	22	50	Dixon's Plumb. " "	0 15		G. & K.'s Pipe		6 00
Diamond	12 00	15 00	Saws.			M. L. S. Paste, per gross	9 00		Burrell's " each		3 40
Oil.			Hand, Disston's, dis. 10 p.c.			Nicholson's, per doz	1 00	1 25	Pocket, per doz	1 25	2 00
Canada Refined Oil (Toronto)	0 14½		S. & D., dis. 35 to 40 per cent.			Tacks, Brads, etc.			Wringers		
Carbon Safety " "	0 17½		Cross-Cut, Disston's, per ft. 35 to 55.			Cut, Carpet, gimp, blue, dis. 35 p.c.			Each	3 25	5 50
Canada W. W. " "	0 20		S. & D., dis. 25 to 35 per cent.			tinned, dis. 45 p.c.			Wire Cloth.		
American W. W. " "	0 25		Hack, complete, each	1 75	2 75	Swedes' iron, blue or tinned, dis. 42½ p.c.			Ordinary, discount 25 p.c.		
Castor " " per lb	0 11½	0 12	" frames only	75		Upholsterers' dis. 42½ p.c.			Painted Screen, p. 100 sq ft	2 25	2 35
S. R. Seal " " per gal	0 63	0 65	Saw Sets.			Copper Tacks and Nails, dis. 35 p.c.			Wrenches.		
Oilers.			Per doz	1 65	9 00	Trunk and Clout Nails, " 40 p.c.			Agricultural, dis. 70.		
McClary's Galvan. Iron			Scales.			Patent Brads, dis. 40 p.c.			Standard, dis. 60, 60 & 10 p.c.		
Oil Can, with Pump,			Canadian List, dis. 40 p.c.			Finishing Nails, dis. 35 p.c.			Coe's Gen'ne, dis. 40, 45 p.c.		
per doz	19	50									

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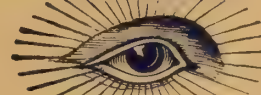
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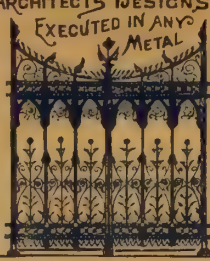
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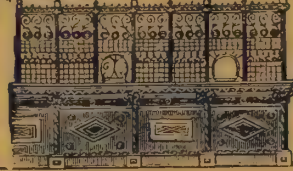
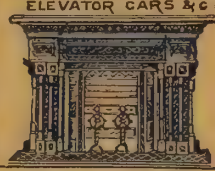
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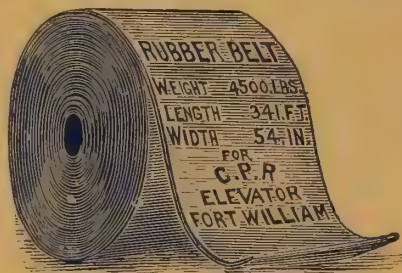
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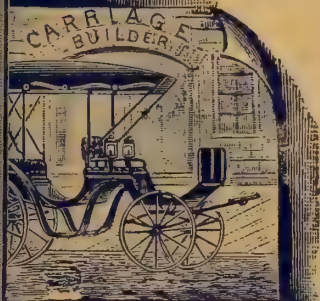
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A CANADIAN correspondent, in debating the question of pamphlet advertising in **PRINTERS' INK** a few weeks ago, made the assertion that pamphlets, even though properly addressed, frequently did not reach their destination, but remained piled up in the corners of the country post-offices until they were old enough to sell to the paper mills. This letter came under the notice of the Postmaster General, who considered it a slur upon the postal system and directed the District Inspector to call upon the writer and either clear the Department of the odium or remedy the evil if it was actually found to exist. **PRINTERS' INK** correspondent now writes: "I proved to the gentleman's satisfaction that the evil was genuine, but not confined to Canadian post-offices, as the same thing was going on just as regularly in Uncle Sam's domain, and I showed him also that it could not be remedied. The emoluments of country postmasters are not sufficient to enable them to have suitably arranged offices, extra clerks, full compliment of letter and newspaper boxes, etc., which would be needed for the proper distribution of the flood of books, pamphlets, calendars, almanacs and sample papers which continually pours into every post-office."—**Printers' Ink.**

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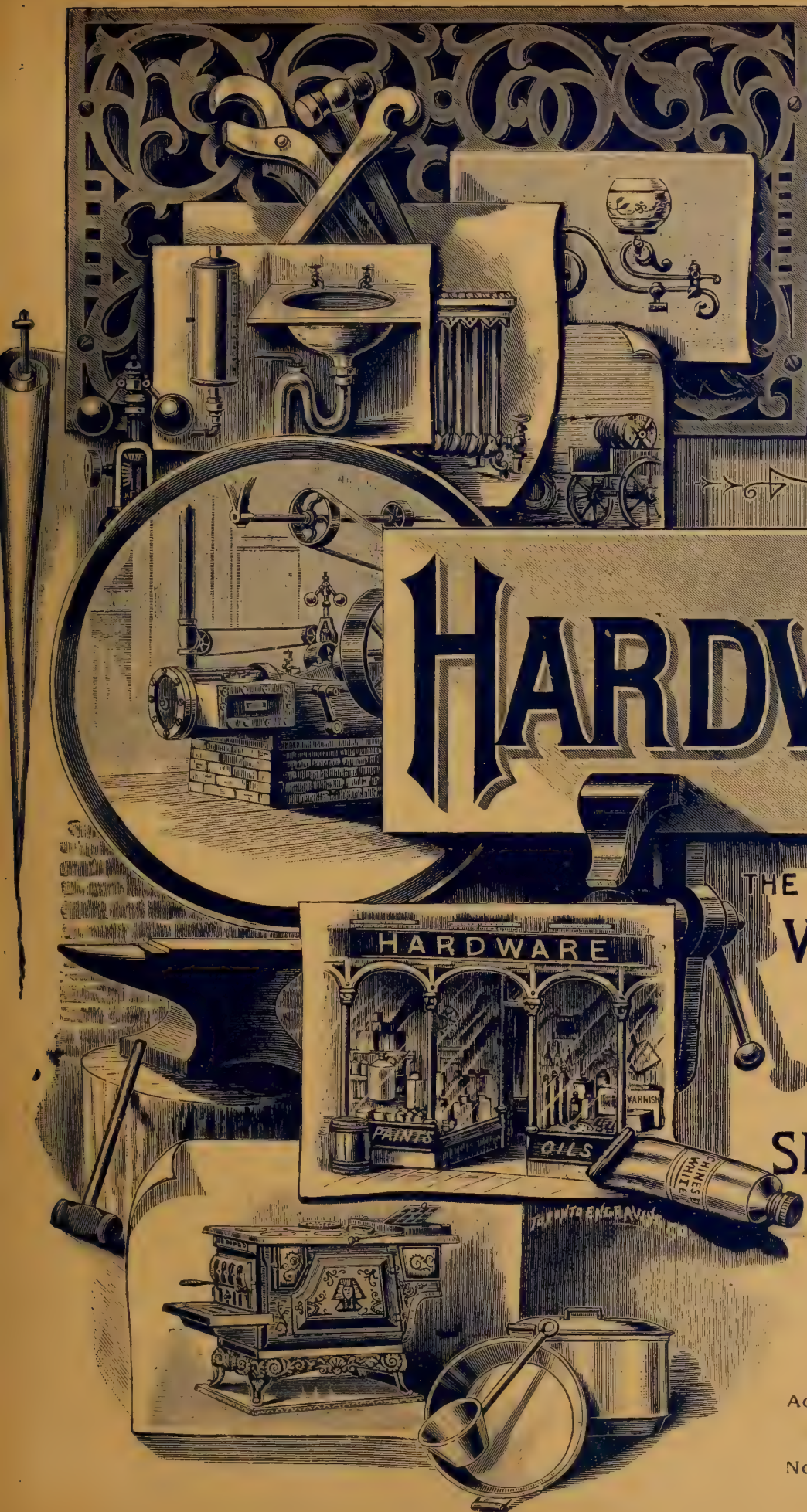
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Vol. 2.

TORONTO AND MONTREAL, AUGUST 9, 1890

No. 32

OUR MONTREAL OFFICE.

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Changes in advertisements and new advertisements must reach this office not later than Thursday morning of each week.

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For the purpose of inducing members of the trade who are possessed of special information, which would be of benefit to the trade generally, the publishers of "Hardware" will pay a fair price for such articles. Address "Hardware," Toronto.

NO CONSUMERS NEED APPLY.

There has been a good deal said in these columns, both editorially and in correspondence, of the practice of direct trade between manufacturers or wholesalers and consumers. Those wholesalers or manufacturers who carried on such trade have been held up to deserved reprobation. There is something, however, to be added to what has already been said, and that is in reference to the class of wholesalers and manufacturers who have been strict adherents of an exclusively retail class of custom. These men deserve credit and the patronage of the retail trade. But do they get the latter? It appears to be the fact that they get only a part of it. The rest is cheerfully given to the firms which supply consumers. The test of a firm's title to a retailer's trade is too commonly the fact that such firm sells a little cheaper than does some other firm. That usually suffices to get a wholesaler or manufacturer the trade of retailers who have to make a choice. With them it is not a question, always or even generally, whether the firm has dealt squarely with the retail trade. It is said of retailers that they do not appreciate a sacrifice made for them. If one firm refuses to sell to consumers in a certain town, and another firm consents to do so, it is clear which has the greater right to be patronized by the retailers of that town. But it is not equally clear which of them will be patronized. The two

firms have to be tried by another standard. That of comparative cheapness, and according to the issue of this test the firm that has robbed the local retailers of a portion of their trade is as likely as the other to gain the business of the retailers. If there is to be no reward for principle, if, indeed, it is to be discounted, what encouragement is there for the wholesaler or manufacturer to lumber his course with it? It is not surprising that the evil is growing. The practice of retailers is working to the end of increasing such trade. They will have themselves to blame if the evil is not stopped.

The question is not one of who is able to sell the cheaper, but it is who will sell the cheaper. In the majority of cases it may be taken for granted that the consumers' wholesaler will do so. He aims to make sales. He does so to the consumers and gets almost retailers' prices. He will likely reason from this that he can afford to supply retailers at lower prices. Retailers, however, have the choice to make: whether it is better to have possession of but the remains of a local trade to do at lower prices, or a full trade to do at fair prices. It seems plain on which side of the scale choice would fall if men chose wisely.

SHOPKEEPERS' HOURS.

In the Early Closing Act the storekeepers of this province have as much legal recourse against the hardships of night trade as is consistent with the liberty of the subject. The local option principle is the only one that could be applied to the regulation of the business of proprietors, when that business is not under the control of the state, as the trade in liquor, for example. Sumptuary legislation is also well enough for the protection of children, and is provided in the Factories Act. But trade is free, and any law regulating it should be based on the free choice of those whose conduct is to be controlled by it. The Early Closing Act is thus based. A vote of three-fourths of the traders in the municipality, signified in favor of closing regularly at a particular hour, suffices to make that the lawful hour of closing, provided the vote is submitted to the council in the form of a list of signatures affixed to a petition, praying that the hour of closing

may be the one specified as agreed upon by the dealers. In such a measure there is only the legal compulsion that theoretically should always be obtainable against a man for the enforcement of a moral responsibility. The moral responsibility may be formally assumed by barely three-fourths of the traders, but this is sufficient to represent the moral sense of the municipality, and to make the will of that three-fourths morally binding on the remaining one-fourth. It is the legal binding that was long wanting. Communities of dealers have time and again voluntarily undertaken to maintain an early closing agreement, and the great number of transgressions of such a self-imposed rule had almost demonstrated the impracticability of it when the Early Closing Act became law. That Act did not create early closing agreements. It simply recognized them, as they were numerous before, and gave validity to them in certain circumstances of majority and municipal authorization.

Yet this measure seems to be found irksome, and there seem to be fewer pretences of early closing sentiment than there were when there was no security for the establishing of the custom. The reason appears to be that the supporters of early closing have now to enter into the adoption of it in good faith. Members of a movement for it cannot feel that they are at legal liberty to withdraw from the compact to limit business hours, whenever its restrictions galling them. It almost seems that formerly the prospect of violating an agreement that was simply based on honor was premeditated without horror by some men at the time of signing, for when the chance of so shuffling off their engagement no longer exists they more usually decline entering into the engagement. One thing we know, and that is that formerly there was but little coherence in an agreement to close at a particular hour, and there were plenty of agreements. Now there must be coherence in the agreements, and there are fewer of them.

England, as in some other respects, is behind us in this one. She is but now considering legislation for the shortening of storekeepers' days. The legislation proposed in both bills having this end in view, look at the question from the shop-assistants' stand-

point, and thus aim at the protection of the subject, as represented by the assistant, after English law has so long refrained from any interference with the liberty of the subject as represented by the employer. These attempts to shorten business hours are philanthropic, as the Act for punishing cruelty to animals, and it therefore overrides the employers' right to oppress anybody, or the employee's liberty to make a slave of himself. Sir John Lubbock's bill appears to be the one most likely to pass.

Traders in every village, town and city should pull together to have a by-law fixing an early closing hour. There is nothing gained by making a day's trade long-drawn out when it can be condensed. The volume of buying is just so large, and it can as well be kept between the boundaries of 7 a.m. and 6 p.m., as between those of 7 a.m. and 11 p.m. Clerks as well as employers need rest. Their physical, intellectual, moral and social health demand it. He who has a fair measure of recreation is a better man in every way, other things being equal, than the man who simply works, eats and sleeps. His chances of prosperity are better. The employer who earnestly goes in for a working-day of reasonable length is following his own interests and is philanthropic.

MINIMIZED INSURANCE CLAIMS.

Insurance plays a very important part in the business of to-day. The wholesaler gives credit to the man who keeps his store and stock insured, with greater confidence than to him of equal financial strength who carries no insurance. An insurance policy is an asset. Goods sent to a store covered by one are in some degree like goods in a bonded warehouse. Some measure of the value of them is conditionally recoverable in case of fire. Insurance is therefore desirable as a promoter of business. There is a large amount of business done to-day that would not be done if insurance did not give some security for the safety of it. But faith in the honesty of insurers has been weakened in some quarters, and solely on account of the conduct of certain companies. These make it a rule to evade as much as possible of the loss that has been suffered by country dealers. They employ men to investigate the claims, apparently upon the strength of their ability to browbeat policy holders into a settlement that is advantageous to the company. The representative of the company is often either a wary diplomat or a bulldozer, who uses his special capabilities to reduce the loser's claim to an amount that is far below the extent of the reality of the loss. There are other expedients besides those in the resources of the character of the man who makes the overtures for settlement. There are technicalities, legal omissions, etc., which are in the policy application, that are as so many snares for the undoing of the retailer. That application is usually filled in

by the agent who solicits the trader to insure. Those agents stick to the retailer until they usually get an application from him. The application is made in a form supplied by the agent. That form is also generally filled in by the agent. Not unusually the agent insists in filling it in. Very often the applicant desires the agent to do it. Any errors in it are therefore made by the agent. When the time comes to send in a statement of claim based on the policy that has been issued in response to such application, what often happens? The claim is disputed, because of some catch in the application. The policy holder may declare that the agent, the company's representative, made the slip. He is answered that the person who filled in the application, was in that act not the agent of the company, but of the applicant. It would pay the applicant for insurance, when he is not well versed in business of this sort, to have the form examined by a lawyer, and filled in so as not to leave any openings for protests.

But it would pay the applicant better not to do business with any company that has a reputation of meeting claims by such scaly devices. A company that has entered into a contract to protect a man against loss from fire either will carry out its agreement or will shirk as much of its obligation as possible. With the latter class of company nobody has any business to have dealings. Certain mutual companies are especially charged with quibbling, protesting and virtually intimidating claimants who have conscientiously and literally observed every condition imposed by the policy, and have made no excessive appraisal of their loss.

What will be the upshot of this mode of doing business? It will be either that all companies will settle down to reputable methods of adjusting claims, or that all business will settle down to the companies that are now assuredly first-class. There are plenty of these companies which honorably pay every just claim. There are men who make it a point to keep posted in the record of every insurance company. These are the wholesale dealers, and manufacturers who do business with retailers. Insurance of the right sort has become so important a safeguard of the interests of these men that they keep constantly on the watch to learn of anything that will impair their confidence in a company. They have their lists of the sheep and the goats, the worthy and the unworthy. Consequently, when a dealer finds his application for credit is rejected, in spite of his being insured for a large amount, he may find some explanation of the matter in the status of the company he is insured in. Insurance to be serviceable to a man in these days must be not only adequate protection against fire loss, but must also be a good prospective asset and basis of credit. From both these points of view the dealer should look into the insurance question, and should choose according to his convictions, not ac-

cording to the persuasive loquacity of any agent. Wholesalers in the end are likely to be the arbitrators who shall decide what companies are to do the business.


HOLIDAY HOTEL CHARGES.

The wholesale trade in this city should use its influence on holidays and special occasions to prevent the excess of greed from getting the upper hand among the hotel keepers. These useful members of the community have been on several public occasions rather overcome by the temptation to make money out of the crowd. The late summer carnival illustrates this. Several dealers throughout the country came to the city then with the view of combining business and pleasure. They found that while the railway companies reduced their rates because of the largeness of the crowd, the hotel-keepers and some large restaurateurs raised their rates on the same account. The crowd was here. It had to be fed during the day and housed at night. The visitors were therefore at the mercy of their hosts, and if these chose to be extortionate they might. They chose to be so, and with a very few honorable exceptions they doubled their usual charges. This must have a bad effect upon the prosperity of the city. It must go far towards making the place unpopular on big days and will consequently tend to make such days less of a success. For men who come here to do business will prefer some other day, and as the popularity of a place is identified with that often of individual establishments in it, the latter are apt to suffer in business favor. If the hotels do their part to prepossess the outside public in favor of Toronto, they will be discharging a leading function of their calling, as the stable elements in a city look to the hotels to do. They can drive not only the pleasure-loving but the money-spending crowd to other cities, or they can attract it to this one. Wholesalers should consider themselves bound by the laws of hospitality as well as of self interest to see that dealers coming to the city on such occasions should not be overtaxed for hotel accommodation. The next event that is to be provided for by the city is the Industrial Exhibition. Everybody is interested in the success of that, and the places of accommodation should show their participation in the general interest by keeping down to their ordinary charges. Business men are the people who usually make these occasions, and the hotel and restaurant men should reciprocate by their resistance to the temptation to make fancy prices. They do not give so good value on such days as they do on other days. Their service is much more hurried, the guest gets less attention, more confined sleeping accommodation, and poorer fare. Also, on account of a bigger call, they should rather lower than increase their rates. This is a question that should be taken up by the directors of the Industrial Exhibition, and by the Toronto Board of Trade. They should endeavor to bring hotel men and restaurant keepers to an agreement not to levy special charges on the people who visit the Exhibition.

CAVERHILL, LEARMONT & CO'Y,

AMERICAN APPLE PARERS.

"New Lightning" and "Hudson's" Celebrated Rocking Table and Little Star Parer, Corer and Slicer.

 Write for Prices, as we are Headquarters.

MONTREAL.

THE RISING MARKET.

For the first time in twenty years the world is treated to an almost universal rise in the price of many manufactured goods. Year after year our importers and manufacturers have experienced the pleasant sensation of being able to buy their finished article and raw material for less money than the season previous, and as a consequence have been enabled—by their opposition compelled—to reduce their own selling prices. It has in fact become a habit of the buyer to expect an annual reduction on almost everything—a habit which has been provocative of most pernicious results; for manufacturers finding that they could not reduce their price on the same quality of article have in many instances resorted to tricks which for a time deceive the eye, but which are soon discovered when the test of "use" has been administered. Perhaps no country in the world is so willing to disregard worth in order to cheapen the price as is Canada. So strongly has this impression imprinted itself in Europe that "Goodenough for Canada" has become a by-word, and many and frequent are the complaints sent across the ocean by our agents and wholesale dealers. A change has now come, however, and our advice to the storekeepers of the Dominion is to seek

quality first and price afterwards. It would be difficult with the small resources at our disposal to explain the many reasons of the present steady leavening of process, but certain it is that raw materials have increased in price almost universally, and to an astonishing extent. Metal, raised by the Parisian combine of '78 has never again reached its previous low point, and is now on a sharp upward march. While copper with its attendant brass was the article most troubled before, steel has lately dropped into line, affecting to no small extent cutlery of all kinds. Razors and knives are up about ten per cent., while scissors are likely to become almost scarce owing to the extensive strikes in Germany. Rubber, owing both to a cornering of the market and to two light crops in succession, is perhaps the firmest commodity to-day. Instead of falling in price in August in anticipation of the fall crop it has experienced a fourth rise in price since May, and what used to cost 53 cents is now bringing 88 cents. Pure rubber goods, when the material is a more important item than the labor, are of course mostly effected, but even hard rubber lines such as combs have had three changes this year. It is well known how on but small provocation the German hog "got his back up" last fall, stiffening his bristles nearly 100 per cent. It

was thought at the time that this was due principally to the fact that pigs were being killed in a large way by packers contracting for the German army, who waste all the bristles, instead of by farmers who save everything saleable. If such a surmise was correct it is at least expected to be a permanent change. Just now Canadians experience great difficulty in buying any kind of brushes at all, for in anticipation of changes in their tariff the Americans have placed enormous orders in Europe. The silk worm, too, has combined with the rest of living nature to make us pay more for our requisites and has managed to hoist the cost two or three rungs in the ladder. Pure silk is about 20 per cent. dearer, while mixed grades of plush, satin and velvet are firm at 10 per cent. advance. Many lines of fancy glassware controlled in Bohemia are unobtainable at any price owing to strikes, which have lasted for months. Fancy woods, such as cherry and walnut, are daily becoming scarcer, and buyers are glad to obtain second quality for one per cent. more than they paid two years since for prime first quality.

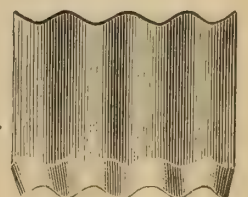
And so the story could be prolonged without, we believe, omitting a single commendable line. Two other important considerations must not, however, be omitted. The Emperor of Germany, by championing the cause of the workman, has strengthened the price of labor the world over; and whether it be a cause or an effect, the Bank of England has raised its rates to five per cent. Money in Europe has as a consequence become scarce, and the cost of manufacturing has become proportionately higher.

--- CORRUGATED STEEL FASTENERS ---

A Perfect, Secure Joint,

NO GLUE, - NO SCREWS, - INEXPENSIVE.

All Manufacturers of Wood-work are interested in this Invention.



Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.

THE ONTARIO TACK CO., Hamilton, Ont.

MIDSUMMER CIRCULAR, 1890.

IN addressing you, as customary at this season, we desire first to acknowledge the very liberal support and confidence we have enjoyed in the Spring trade; the many kind letters received complimenting us on the appearance and quality of our goods, and informing us of the increasing demand thereby created.

We take also this opportunity of expressing our appreciation of the letters of congratulation sent us in connection with the collapse of the attempt in the Law Courts to injure our good name. These letters are being forwarded to our partners in Glasgow, and the writers may anticipate that the good feeling shown to us will be a great pleasure to them.

Our representatives are now finishing their journeys, and as the greater part of this month will be allotted to them for needed rest, we venture to hope for a repetition of the experience of July, 1889, when we enjoyed so copious a response to our solicitation of orders by mail.

Assuring you of our best efforts to maintain the excellence of the goods that bear our name, and in hope of hearing from you frequently by mail,

We are, dear sirs,

Your obedient servants,

34

FERGUSON, ALEXANDER & CO., - MONTREAL.

TRADE IN ENGLAND.

DEAR SIR,—Complying with your request, I send you a few notes of a recent trip to England which may possibly be of interest to your readers; but as I know they cover a large variety of the branches of hardware trades, I cannot hope to interest all.

I may say in commencing, that the trades of England generally show an increased activity compared with a few years ago, although the great increase of last year has not, so far, characterized 1890, but merchants and manufacturers seem satisfied and hope for more yet.

One naturally asks every likely person, "How does the improvement come?" So far as I could ascertain, it is due very largely to the compulsory marking of all goods, under the Merchandise Act, by the makers; that is, so far as imported articles are concerned. This system places each man on his own merits (or rather each country), and ensures the buyer that he is paying only for the goods he is getting, whether English or foreign. A person cannot help noticing the conspicuous marks on many small articles, e.g., one finds the common matches branded "Made in Holland," or "made in Sweden," as the case may be; or the notions and toys he finds branded, "made in France," or "made in Germany," for export.

But when one looks at more expensive and heavier goods, and finds enormous girders in buildings built almost over iron mines, and sees them stencilled "made in Belgium," or steel rails lying right in a steel mill marked "made in Germany," one is compelled to ask, "Why don't they put on a duty and protect themselves as others do." I thought probably this hint about making goods might be one of which some of your readers would make good use.

Another section of the English Merchandise Act, which I venture to think the Colonies might copy advantageously, pro-

vides that no man, other than the maker of an article, shall sell any goods purporting to be his make, unless his name is prefixed by the words "sold by" or "made for —," and thus the shipper and wholesaler can no longer represent himself as the maker of an article, when in reality he only deals in the same. One case, which shows the effect of this act, came under my notice. A jobber I know personally in England built up a large trade in a small domestic article, which article was sold in a registered wrapper, assuring the public that each and every one was made under his own personal supervision, which were guaranteed by the article being stamped with his name. I have reason to know that this said jobber had not the faintest idea how these goods were made, much less had he seen them made. The passing of the Merchandise Act, however, has compelled him to employ a large amount of skilled labor to manufacture his staple line; or mark his goods honestly, and truthfully, "made for" or "sold by —." He is a hardware man too.

As to the trades of England separately, the heavy trades, including the Glasgow Barron, marine engineers and shipbuilders, and the Birmingham engine builders and machinists report trade wonderfully active; in fact the demand for labor in some cases exceeds the supply. The demand on Indian and African account is very spirited indeed. The bar and sheet iron trade of the interesting district known as the Black country (Dudley, Wolverhampton, Walsley, etc.), is reported fairly active, but manufacturers do not feel justified in making a very firm stand for prices at present general in the district. The sheet iron working and Japaning trades of Wolverhampton can only report activity on account of previous orders, a noticeable decline having taken place during the summer. The harness trade of Walsley is moderately active, but at very unremunerative prices. The Willenhall lock makers, report prices extremely low, chiefly due to American competition. The bicycle building trades of England, including Coventry and Wolver-

hampton, show an enormous early increase, and agitations are now talked of to compel Parliament to remove restrictions on bicycles with propelling powers, as steam, electricity etc., in view of this class of wheels receiving a large amount of attention from manufacturers. The rolled metal and wire, brass and copper trade, is found in a state of rushing activity, and at prices which leave the manufacturers a fairly large margin, which is especially satisfactory, as the increased prices are altogether due to increased demand and not the artificial figures of a combine.

The tin plate makers are fairly firm in quoting their prices on plates, which can be hardly justified by the demand, as the call is rather limited, although a few large shipments have recently been made to America and India, which has had the effect of reducing the former surplus stock.

One cannot help noticing in England the growing dislike to joint stock companies, the craze having now largely subsided, as investors begin to see that it is unreasonable to expect a concern to pay a dividend on a doubled or trebled capital, when as a private undertaking use could not be found for the whole of the capital of the owners. The shippers at present show the national English independence when quoting their freights as they appear to fully believe that their carrying capacity will be taxed to its full extent during the coming fall.

I must now ask your readers to excuse this somewhat abrupt reading (like the dictionary), but I have made an effort to mention something that would reach the largest number, and found it rather a difficult task without monopolizing the whole of your paper. Being also rather afraid to extending remarks too much, lest your readers should be "respectfully requesting" me to "quit" before I got half way through. But when you, Mr. Editor, ask a man to name a few things that would be of interest to the hardware trade, you should place a 150 page book for his use and then he might acquit himself honorably. Trusting however this will answer your purpose and prove of use to some of your readers.

I am

Yours faithfully,

G. K. WEDGWOOD.

Toronto, Aug. 5th, '90.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

BINDER CORD.

RED CAP.

PURE MANILLA AND MIXED.



The Gutta-Percha Rubber Co. have sold 1,000 feet of Baker fabre to Owen Sound.

A company is being formed to operate a cement works at Kingston, Ont. The stock is now being subscribed.

Considerable quantities of Indurated Fibre ware are being sent out at present to Manitoba and the North-west Territories.

Mr. J. J. Blackmore Tate, of the white broze works, St. Thomas, left on Thursday, for New York, where he will enter the plumbing business.

The stoves and tinware store of Mr. Thomas Ferguson, Brussels, was destroyed by fire on Sunday. The loss was 1,500, on which there was an insurance of \$800.

Mr. J. H. Walker, manager of the Western Branch of the Canadian Rubber Co., has been away on a two weeks trip to Montreal and Quebec. He combined business with pleasure.

The Canadian Rubber Co. are working day and night and are still behind in their orders. In endless rubber belting they have an unusual demand, large numbers of after orders having come in.

Mr. Thomas Allen, water works engineer, went to Galt, to inspect the boiler being constructed for the new water works, and was highly pleased with them. He says he never saw better made boilers.

There is an elevator in the warehouse of the Canada Rubber Co., Toronto, that we wish many of our friends could see. It opens and closes the door on each flat automatically so that there is no danger of accidents.

John Beattie, Fergus, Ont. will receive tenders to Aug. 29 for the erection of a Windmill at the County of Wellington Poor

House. Specifications, etc., are in the hands of the keeper, Fergus P. O., who will point out the ground.

The Acme Silver Plate Co. are moving into their fine new premises in St. John's Ward. Their place on Front and Wellington streets will be taken by the Taskers who are doing a rapidly increased business in Cutlery and Silverware.

About two o'clock on the morning of the 30th ult. part of the roof of the moulding shop in connection with Gurney's foundry, at Hamilton, fell in, and when the men came to work they found a number of heavy timbers lying on the place where several of the hands work during the day.

James Finney, of St. Thomas has been awarded the contract for constructing the new water works dam at \$2,347, in that city. Thomas Robertson & Co., of Montreal, tendered for lead at \$3.75 per 100 lbs. in 10-ton lots f.o.b. at St. Thomas, two per cent. off for cash within ten days, which was accepted.

Mr. Albert Zieman, hardware merchant, Preston, says he has done a successful business the past year, and looks forward to the favorable crops for a large increase in his trade the next year. For notwithstanding that Galt is so close by, the farmers and townspeople appreciate the keeping of a large and well assorted stock of all kinds of hardware, tin goods, stoves, paints, oils, glass, etc., constantly on hand, and give Mr. Zieman their patronage.

Mr. L. E. Shaver, foreman of Messrs. Perley & Pattee's blacksmith shop, Ottawa, met with a very painful accident, on the 31st, while assisting a gang of men to remove a stick of square timber at the flume where the improvements are being made in connection with the Ottawa Electric Light Company. The piece of timber fell over on him and knocked him into the flume, which is twelve feet deep. He fell heavily on the rough bottom, and among the injuries received was a broken wrist. He was taken to his home where he is doing well.

ADVANCE IN RUBBER GOODS.

There has been a steady advance in the prices of crude rubber since the middle of last year, and the top does not yet appear to have been reached. The rise has been due to a shortage in the supply. There is also an artificial rise owing to speculation, some large London operators having control of a large amount of stock. The world's supply of crude rubber has decreased, while there has been a large increase in the demand. This is not because the trees are giving out or that there are not enough trees to supply the demand. There are millions of trees that have never yet been tapped in South and Central America and Mexico, not to mention the extensive Congo forests discovered by Stanley. The trouble is that the natives employed to get out the rubber are indolent. Perhaps there is a scarcity of them. The time is not far distant when modern methods will be put into operation to develop these forests. They will be made accessible by the construction of railroads.

In Canada the manufacturers of goods into which rubber chiefly enters have withdrawn regular quotations. They have advanced prices in sympathy with the advance in crude, but will only quote for present sale.

BUSINESS CHANCE.

SPLENDID CHANCE FOR TINSMITH WITH small capital. Apply at HARDWARE, 6 Wellington West. 31

FOR SALE IN THE TOWN OF BRACEBRIDGE, good hardware, stove, tinware and furniture business, established 21 years, will be sold cheap, also dwelling house. Satisfactory reasons for selling. Address

R. DANIELS,
L. Box 89, Bracebridge.



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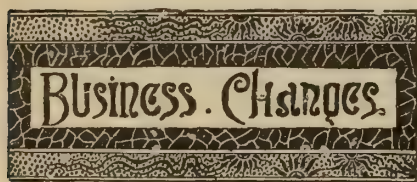
J. W. PATERSON & BRO.,

TORONTO AND MONTREAL.

MANUFACTURERS AND IMPORTERS.

Roofing Material, Building Paper, Plaster, Cement, etc.

We have just received a large consignment of Best Quality English Portland Cement and Scotch Fire Brick, which we offer to the Trade at close prices. Please write for quotations.



ONTARIO.

Burk's Falls—Taylor Bros., general store, assigned to Geo. Brady, Toronto.

Eden Grove—McCraw, E. & Co., general store, sold out to Louis Emery.

Farewell—Hill, Robert, general store, assigned to Robert McKim, Sheriff Guelph.

Guelph—Mitchell, W. F. & Co., paper, twines and tinware, dissolved, W. F. Mitchell continues.

Kingston—Kelly, Samuel John, painter, etc., assigned in trust.

Minden—Carl, A. B. H., general store, burnt out, partially insured; Noice, Edward, general store, burnt out, partially insured.

Windsor—Downie, Jno., hardware, assigned to J. Collier, sheriff, Sandwich.

QUEBEC.

Aylmer—O'Reilly, E., general store, meeting of creditors adjourned.

Melbourne—Beattie, Wm., general store, assigned in trust.

NOVA SCOTIA.

Clarke's Harbor—Clarke's Harbor Union Outfitting Co., general store, etc., assigned.

Halifax—Duffield, Alex., oil dealer, business transferred to the Eastern Oil Co.;

Sheffield—Wood, F. W., general store, offering to compromise.

HECK'S COLUMN.

Leaving Winnipeg we pass through a fine country, here and there settled, but in most places unoccupied. Arriving at Portage La Prairie, which the Manitoba and North Western as well as C. P. R. run into, we see the foundation of another fine town. At present there is an abundance of merchants, scattered through the place, all making a fair living. The town is steadily increasing in population, the farm lands being worked, making its financial success sure. They are also putting in an electric light plant which

will improve the appearance of the place greatly. The merchants are looking forward to a good trade this fall.

Brandon is our next stop. Here's a town or so called city, which we have all heard more or less about, built as it is on a sloping plain, close to the Assinaboine river. The merchants all are pushing men, and the town should succeed. The Assinaboine river would if dammed at this place make an immense manufacturing town of Brandon. There is some talk of doing this, but as yet nothing definite has been done in the matter. At Griswold a few miles west of this place, there are a few business places, but so far it is nothing but a small country town. Further on is Oak Lake, a trifle larger than the former town but about on the same stand point of progress, although things look a little brisker. Then we reach Virden, the last town west on C. P. R., of any importance in Manitoba. The farming country around here is very fine, and what merchants are located here are believed to be doing well. Proceeding into the North West Territories Moosomin, is reached. Here a few Mounted Police are stationed to search trains for liquor and look after things in general on the boundary line. The merchants here say things are very quiet, at present. Some of them it will be remembered, were burnt out about the first of June last. These men are at present occupying small buildings, and are pushing ahead their new stores, which they expect to enter about the middle of Sept. next.

G. H. C.

THE HARDWARE IN THE NORTH-WEST.

Mr. G. Hector Clemes, representing the CANADIAN GROCER and GENERAL STOREKEEPER and BOOKS AND NOTIONS, meritorious class publications issued in Toronto by Mr. J. B. McLean, is in town in the interest of these papers. We hope he will find our merchants willing to patronize them.—The Herald, Calgary, N.W.T., July 31. The Herald's advice seems to have been taken, for our representative found the enterprising business men of that thriving town ready to patronize him.

The Calgary Tribune, Aug. 1, says: "Mr. G. Hector Clemes besides being an energetic business man, can sing a good comic song, as he proved at last night's smoking concert. His grip advertising the CANADIAN GROCER, HARDWARE, BOOKS AND NOTIONS, is a great advertising medium."

Eli Perkins thus describes the French stove: "The stove is about the size of an ice water tank in a Pullman car. It is loaded with two quarts of coal, the small 3-inch pipe adjusted to the chimney and the coal lighted. After burning awhile the draft is shut off and the stove is wheeled around the room. The room is warmed in sections. First it is wheeled up to the old man, who throws out his fingers, then across to the old lady, who embraces it, and then up to the baby. Then it is wheeled back to the chimney, the draft opened and the fire rekindled. There are usually two chimney holes about the room. After one room has been treated to a fire, the stove is rolled into the hall or into another room, or taken by the handle and carried up stairs. The same stove is used in the bedroom to dress by, rolled into the breakfast room like a baby carriage, then into the sitting room. It is multum in parvo. It is a cook stove, fireplace and furnace. The American who burns ten tons of coal in a range, twelve tons in a furnace, and two tons in grates, is amazed when he sees a whole house in Paris warmed with one ton of coal. The twenty tons used by the American would warm the Boulevard des Italiens. Such overstrained economy has, however, its disadvantages in loss of health, and occasionally of life itself."—American Artisan.

Important to the Paint Trade.

TORONTO, May 16, '90,

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Montreal.

Kindly send us one box MANDER'S CARMINETTE, per express at once for Toronto Street Railway Co. WE LIKE YOUR COLOR AND WILL USE NONE OTHER.

(Sgd.) J. J. FRANKLIN,

Supt. T. S. Ray's Co.

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Temple Buildings, - - - MONTREAL.

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention

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HAVE IN STOCK
Linseed Oil, Castor Oil, Glue,
and General Painters' Supplies.

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We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
—APPLY TO—

THE MILLS, Campbellford, Ont.

THE PATENT LAWS.

The Canadian Association of Inventors and Patentees which was organized so successfully in Toronto recently, is the result of a smouldering discontent of long standing amongst inventors over the terms and provisions of our patent laws. In thus organising there are other important ends also which inventors and patentees have in view towards serving their interests, and which will be taken up later. The first avowed object, however, is that of obtaining the desired changes in the patent laws and in the routine procedure of this department, which is growing in importance and can be developed further under suitable legislation. It is confidently felt by inventors and others that the Government will gladly hear the intelligent and practical views of those specially interested, and that they will take early steps to make all prudent changes so as to bring our patent laws and the departmental rules up to at least as high a standard as those of the United States, which are generally spoken of so highly of. From interviews with the secretary of the association it is learned that the working committees of the body have had several sittings and made good progress. The special committee on patent laws, consisting of practical inventors and patent solicitors, have thus far agreed on several points of recommendation, which give promise of

making our Canadian patent laws and departmental workings equal, if not superior, to those of the United States in several important respects, so that not only the inventors but the public generally may be benefited. The practical and intelligent popular will is the true guiding motive of a good government, and if the association now referred to perseveres in its plans as outlined, so as to secure the thorough and united expression of the inventors and patentees of the Dominion in a well-digested and devised bill of amendments, they will doubtless succeed to the full extent of their wishes. The association is putting the machinery in motion to strengthen its membership and thereby to bring about the desired results.—The Empire.

MISLEADING TARIFF MANUALS.

Certain parties have been distributing for sale throughout the country what purported to be official tariff schedules. Business men were warned at the time that all such were unofficial and thus liable to be misleading, and that the only official and reliable tariff schedule was that being issued by the Customs Department. An instance of the unreliability of these outside lists was shown on Wednesday, when Mr. George C. H. Lang, of Berlin, Ont., representing the tanners of that district, called upon Hon. Mr. Bowell, Minister of Customs, in reference to the duty

on stearine. Mr. Lang claimed that according to a tariff schedule, which he produced, tallow stearine was subject to a duty of one cent per pound. The Minister, upon examining the list which Mr. Lang brought, found that it was one of those which had been published as a private speculation and sold throughout the country. It was, as might have been expected, incorrect in this particular instance, inasmuch as it stated that "tallow, tallow rendered and tallow stearine are dutiable at the rate of one cent a pound." Hon. Mr. Bowell explained that the amended tariff provides that "paraffine wax, stearic acid and stearine of all kinds are subject to a duty of three cents per pound." It will therefore be seen that stearine, from whatever material manufactured, is dutiable at the rate of three cents a pound, as stated. This, Mr. Lang pointed out, would be a somewhat heavy tax on tanners, as stearine manufactured from tallow is largely used in their business.

The St. John (N. B.) Exhibition Association has issued the premium list for its International Fair to be held in St. John, from Sept. 24th to Oct. 4th. The prospectus covers 120 pages, and contains the general regulations, the prize list, and a description of the city. About \$12,000 will be awarded to prize winners. The list of articles that are to be subsidized at this exhibition is very long and detailed. The products of cultivation and skill are all pretty well remembered. We hope the Exhibition may be successful beyond the expectation of its directors.

NO NEED OF IDLE HOURS.

To an intensely active man, who believes that every hour devoted to business should be spent in unceasing work, the hour or hours of idleness which each day brings are a source of much worry. The man who is a philosopher and works in working hours and plays when nothing better offers, of course has no need of the sympathy of anyone, for he lives right, and has taken to himself the true measure of contentment. We don't mean, however, the man who deliberately avoids business so that he can have loafing hours; for him there is no salvation, and he is just as bad as the man who never leaves the atmosphere of the store behind him.

The idle hours which occur in retail stores to-day are not the result of a smaller volume of business but of better methods than have heretofore existed. We know of one dealer whose business has certainly doubled during the last five years, and yet who has more hours of leisure out of a day of shorter working hours than he had five years ago. No time need be lost, and every moment not actively employed in waiting on the wants of the customers can be well employed. Windows to be cleaned, show cases to be arranged, and new combinations in exhibition goods, will all serve to fill all idle hours. And we don't see why the assistants should ever sit or loll about if the proprietor has his eyes and wits about him. Idle hours are not good unless spent in preparing for active ones.—Ex.

SUSPICION ALLAYED.

The worst case of suspicion and jealousy in the Northwest has just been cured, the patient being the wife of a well-known travelling man. She had noticed that her husband never brought his grip home with him, but always left it at the store when he came in from a trip, and in her jealousy she imagined it to be filled with love letters, appointments of meetings with fair ones, etc. A few days since, while her husband was on a trip through Dakota, she went down to the store and approached the porter, said: "John, you like to make a dollar honestly when you can, don't you?"

"Oh, yes'm."

"You know where my husband keeps his grip, don't you?"

"Yes'm; he throws it down in a corner of the office and leaves it there."

"Well, look here, John. He will be in on the Northern Pacific train to-morrow morning, and if, at the first opportunity, you slip his grip out of the house and bring it up to me I'll give you a dollar. You can bring it back again in half an hour."

The porter consented, and two days later presented himself at the drummer's residence with the grip in his hand. He explained that he had not before had an opportunity to carry it away, and giving him a seat in the parlor the woman carried the prize to the bedroom, and with set teeth and pale face

opened it. The first thing she encountered was a well-worn pocket bible, thumbed and showing the marks of much handling. Then she dug out a soiled shirt, some unchaste socks, comb, hair brush, and then she found a letter folded within an envelope. This she opened eagerly and read as follows:

"FARGO, D. T., Sept. 1, 1889.

"Mr. WILLIAM ———,

"Dear Sir,—Your monthly assessment of 50 cents for the support of the Young Men's Christain Association (bible fund) is now due, and the earnest interest you have always taken in the work assures me you will promptly remit the amount. You will be pleased to learn that the good cause progresses rapidly as you predicted it would in your address delivered here a few weeks since.

Yours,

"A. W. EDWARDS,
Secretary."

This drove much of the hard stoney look from her face, but she continued her search. She fished out three or four tracts, a bottle of pop, a Francis Murphy temperance badge, a bottle of Dr. Surepop's corn destroyer, and beneath it all, in the bottom of the grip, a letter, sealed, stamped, and ready for the mail, addressed to "Miss Georgie Gray, St. Paul, Minn."

The superscription was in her husband's well known hand writing, and again the stoney look came into her eyes.

"Oh, the wretch!" she cried in her anguish. "My suspicions are too well founded! Georgie Gray! Oh, this is too much, too much!" and she gave way to a flood of tears.

When she calmed herself she tore the letter open and read as follows:

ST. PAUL, Minn., Sept. 19.

Miss Gray:

Your note asking me to meet you in Rice park Saturday evening was handed me by a District messenger boy this morning. In reply, permit me to say that you have mistaken the man. You may not be aware that I am a married man, and am blessed with the love and confidence of the greatest little wife in America. Rather than betray that confidence or dishonor that love I would suffer ten thousand deaths. In my eyes there is but one woman in the world and she it is

who greets me with a pleasant smile and a wifely kiss every time I come from a trip.

WILLIAM ———.

Then she laid down on the bed and sobbed for a while, and then closed the grip, took it to the porter, and asked him to return it to the store and say nothing of what had occurred. As he entered the store the drummer stepped from behind a pile of goods and asked:

"Did she go through it, John?"

"Guess so. She took it into another room, an' was gone half an hour before she brought it back."

"How did she act?"

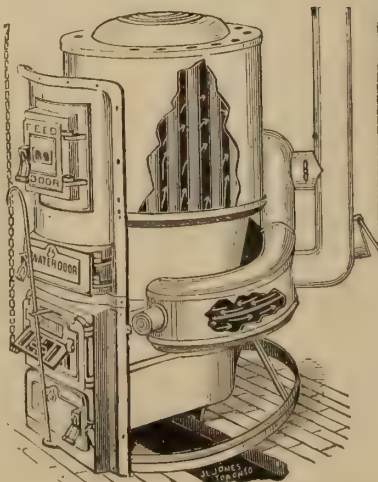
"Well, she was smilin' awfully, but looked teary all around the eyes. She gimme another dollar, an' said this would be a happy world if all men were like her husband."

"That's business, John. Here's the V I promised you, and now let's go across the street and take something. When you come back dump that stuff and put my things back in the grip, for I go out to-morrow morning. I'll never forget you, John, for putting me on to this," and they slipped out and disappeared behind the green shade of a convenient saloon.—St. Paul Herald.

"My son," said the father reproachfully, "the fact that I am so well known in town is no reason why you should buy things on credit." "No, father; but it's the reason why I can't buy them on credit."

We will shortly have two sizes of postal cards, which will be a great convenience for many people who do not wish to write a letter and cannot say all they want on a postal card.—American Grocer.

The Business Men's Association, of Albany, decided to have a rousing business men's demonstration and a field day at the fair grounds in September. A committee of arrangements has been appointed to consist of 25 members with William H. Coughtry as Chairman. This committee was directed to confer with the managers of the New York and New England fair with the idea of having one day during the fair set apart for the field day. It is expected by the association that all business houses will be closed and the demonstration will be made a great success. The programme will include a parade in the morning and hurdle races and other sports on the fair grounds.—American Grocer.



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Preston, - Ontario,

MANUFACTURERS OF

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**Hot Air Furnaces
and Registers.**

12 STYLES, 40 SIZES,

BEST VALUE IN THE MARKET.

Estimates and Illustrated Catalogue sent upon Application.

**IMPROVED PATENT ASBESTOS FLOOR
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These CROCKS are light,
Easy to fit and Thoroughly
Fireproof, and wherever
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Iron and Brass Valves, Inspirators, Injectors, Ejectors, Revolution Counters,
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Also keep always in stock full lines of

Sanitary Earthenware, Water Closets, Wash Basins, Etc.

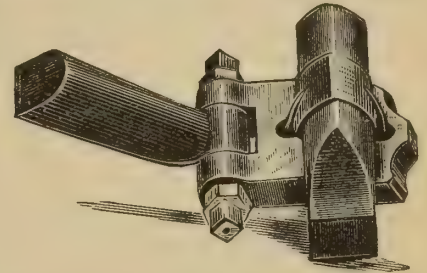
MORRISON BRASS WORKS, ADELAIDE ST. WEST, TORONTO.



Whenever you see this Trade Mark on a Stove or Furnace you may be certain it is the very best article that can be had for the price asked.

We ask the Trade to examine our new Steel Dome Furnaces either direct draft or with low radiator, it will pay them. New designs and sizes in Registers and Stove Boards.

Identify yourself with one line of First-class Stoves and you will control the trade of your Town.



CLARRY & CO'S THILL COUPLING,
Mirfield's Patent. SAFE, ABSOLUTELY NOISE-
LESS, PERFECT. NO RUBBERS, NO SPRINGS,
because none are required. ALL RATTLING PRE-
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boone alike to the Manufacturer and the Pur-
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CHEAP AND EFFICIENT.

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Highest Award, Toronto, '87

**GLASS IMPORTERS,**

Bevellers and Mirror Manufacturers.

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Glass Shades and Stands.

For Mirrors and other Glasses

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CABLE ADDRESS, "PLATE." }

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THOS. DAVIDSON & CO.,

11 FRONT ST. WEST,

Offer the following Seasonable Goods, viz.:

Stove Pipe Elbows, Patent Stove Pipes,

Art Stove Boards, Coal Shovels, Coal Hods,

—AND A—

FULL LINE OF STAMPED AND JAPANNED WARE.

Write for Appendix to our Catalogue---Now ready.



TORONTO, Aug. 8, 1890.

If it were not for the encouraging reports that come from all quarters as to the condition of the crops, with every prospect of a good fall trade, the volume of business at the moment would be regarded as particularly discouraging. There is fortunately, however, no disposition on the part of holders to force business or make any concessions. In the first place stocks on hand do not warrant any such action, and in addition to which there is every indication that the present lull in prices is but temporary, and those who are competent of judging are making arrangements for their supplies at ruling figures.

Regarding the crops, on the result of which so much stress is being laid by business men, it would appear that there is a tendency to exaggerate the effects of a large yield upon business, and there is also a tendency to report the crop as likely to be larger than it probably will be. In Ontario there is no cause to expect more than an ordinary yield, the only exception being hay, which is an unusually large crop this year, while very much exaggerated reports are being persistently sent from the Province of Manitoba regarding the crops there. It must also be remembered that there is a large back indebtedness to be paid out of the returns of this year's crop. Two unfavorable seasons have caused an immense shortness of money in the country, and credits have in many cases been allowed to run for a longer period than usual. All this will have to be paid out of this year's crop, and it would therefore be injudicious, to say the least, to trade upon present prospects for a large yield.

IRON AND STEEL.

The London market was closed from Friday last till Tuesday, but late quotations are without change. Scotch warrants are, however, firmer around 46s. 5d. Market brands are unchanged with Summerlee at 61s. f. o. b. Glasgow. Not any alteration has been made on this side. Stocks are light and any business being done is on import orders only. The mills are not very busy, and are said to be contacting for bars at \$2 to \$2.10. There is no Nova Scotia pig iron on the market, and delivery of this cannot be promised before October. There is a fair business doing in steel plates. Black sheet iron is quiet at \$3 to \$3.10. Sleigh shoe steel is quoted at \$2.50 to \$2.75. Nova Scotia bars are quoted at \$2.55. Summerlee is selling at \$24 and Carnbroe at \$22 to \$23. In the steel department in England there is considerable irregularity as to prices. Barrow makers are quoting ship plates at £6 10s. and offers of rails have been made at 5s. under the figures generally held two weeks ago. On the other hand their figures for wine rods have been advanced 5s. and bullets are quoted 2s. 6d. higher also.

TIN AND TIN PLATES.

Tin plates exhibit a much better feeling, and cokes that were offered two or three weeks ago at 13s. 3d. could not be purchased to-day, under 14s. Over here they are firm at \$3.90 to \$4. Tinned iron has advanced in price in consequence of the amalgamation of two of the largest makers in England, and higher prices may be expected for the next spring's business.

Ingot tin is dull but steady. Prices in England for block tin have weakened off

under pressure of moderate quantities of cash parcels for sale. Speculators are holding aloof at present, but inquiries indicate that a more active interest would be taken should prices further recede.

CANADA PLATES.

There appears to be a disposition on the part of some who have not made contracts to bear the market, and it is certainly having some effect in inducing buyers to hold off. A very strong impression prevails that they will discover their mistake before the end of the month. Prices here are regulated by the Montreal market, but in some instances they have been undersold by a Western house. At the present price in England it is considered working without a profit to sell under \$3.

GALVANIZED IRON

Galvanized iron has been rather slow of sale this year in consequence of the backward condition of a large number of buildings. Stocks are being gradually reduced, and as zinc spelter, used for galvanizing purposes still remains very high, there is not the slightest indication of the price of known brands receding. Some two or three makers are anxious to introduce their iron, which is very deficient to do in the face of the strong hold of certain standard hands upon the market, and with this object in view some slight concession is being made for outside brands.

PAINTS AND COLORS.

The travellers in these lines are still all in, and will hardly go out before the middle of the month, when the fall trade will open out. There is nothing doing in prepared paints at the present time, although a good fall trade is looked forward to. The feature of the market this week is a decline in the price of linseed oil, which has dropped about 6c. per gallon. The fall is due to the receipt of the long-expected English stocks. Altogether about 300 bbls. of the oil have arrived this week, and it is moving out rapidly at 71c. for raw and 74c. for boiled. Orders taken some time ago have now to be filled, and this will soon reduce present stocks, but as continual supplies are expected from now on the market will probably remain steady. A good deal of oil is going up to the northern lakes on back orders there. There is no Canadian oil in the market, but deliveries are expected from the Canadian crushers about the end of the month. Turpentine remains unchanged, and is quite featureless as far as the local market is concerned. Complaints are heard from dealers here that some of the oil that comes in from the south contains as much as 5 to 10 per cent of adulteration. This has not been noticed at any previous season, but this year a good deal of the adulterated oil has been received. The movement in white lead is active, much more so than is usual at this season of the year. One dealer states that he has sent out more white lead this past week than during any previous season this year. The increased movement, which is largely for the city trade, is probably due to the resumption of building operations, these being very quiet before. Glue is also in active movement, and as is the case with whitelead, a good deal is being sold for the city trade. French and German glues appear to be most in demand. Castor oil is going out steadily at previous figures. For case lots 10 1/2c. would be accepted, but on smaller quantities prices range from 11 to 12c. Stocks here are fairly large.

COPPER.

Copper remains quiet and without alteration. Consumers do not appear to want the metal, and prices, if anything, are a shade easier in ingots. Sheets are steady and in

fair request. In the English market there is not the same degree of confidence that prevailed a short time ago.

LEAD.

Lead has been slightly easier with somewhat of a reduction but is firm at the decline. The English market is cabled quiet with little movement in prices. Soft Spanish is quoted at £12 12s. 6d.

SPELTER.

Spelter is quiet and unchanged, ordinary Silesian is cabled from London at £25 5s. to £23 10s. with business fair and prices steady.

ANTIMONY.

Antimony is without feature. There is a quiet movement at unchanged prices. Cooksons is selling in New York at 23 1/2c. and Halletts at 20 3/4c.

STEEL RAILS.

The cable says: The demand has continued moderately active, but prices are still irregular. Heavy sections quoted at £5, and light sections £5 15s. @ £6, f. o. b. at N. W. England shipping point.

SCRAP METALS.

The usual midsummer dullness is visible in this line. Receipts have fallen off, and a resumption of activity is hardly looked for until around the first of October. Wrought scrap is moving into dealers hands at 60 to 65c., and the mills are taking all that comes forward at \$14 to \$15 per ton. Wrought scrap appears to be bringing better prices in the Montreal market than here. Cast scrap is quiet and featureless, and there is practically no movement in copper or brass. Dealers' prices are as follows:—No. 1 heavy scrap, 60 per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap, 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 25c.; new scrap copper, 10c.; heavy scrap copper 10 1/2c.; old copper bottoms, 8 1/2c.; light scrap brass 5 1/2c.; heavy yellow scrap brass 7 1/2c.; heavy red scrap brass 9c.; scrap lead 2 1/2 to 2 3/4c.; scrap zinc, 2 to 2 1/2c.; scrap rubber, 2 1/2 to 2 3/4c.; country mixed rags, \$1 to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

CEMENT AND FIRE BRICK.

Cement is very quiet this summer. The sale up to date is reported to be smaller than last year. Prices remain the same. Portland \$2.70, and native \$1.10. Fire brick is in very fair demand, being sold at the same figure as last week; Scotch \$25 per 1,000; American \$20.

HIDES—Cured remain at 6 1/4c., Green cows' 6 1/2c. for No. 1, 5 1/2c. for No. 2, 4 1/2c. for No. 3. There has been a lack in the supply which has kept these prices firm.

TALLOW—Is 2c. for rough and 5 1/2c. for rendered.

NEW YORK MARKETS.

NEW YORK, August 8, 1890.

All reports are to the effect that local transactions in iron and steel are on a small scale at present, that orders of other than retail character are few and far between, and that sellers are making no special effort in the direction of expediting business. Advices from other centres are similar in general character and indicate comparative dullness all around. However, it is remarkable that no signs of anything in the way of anxiety to sell comes to the surface here or elsewhere, and, unless all reports are very much in contrast with the facts, the greater portion of the current output of mills and furnaces is absorbed by deliveries on old orders. Advices by cable indicate some toning up in the English market for warrants and slight improvement in other directions. This is interpreted to mean that

NORTHEY & CO., - TORONTO, ONT.

MANUFACTURERS OF
SINGLE AND DUPLEX

Steam and Water-Power Pumps

FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP
CONDENSERS

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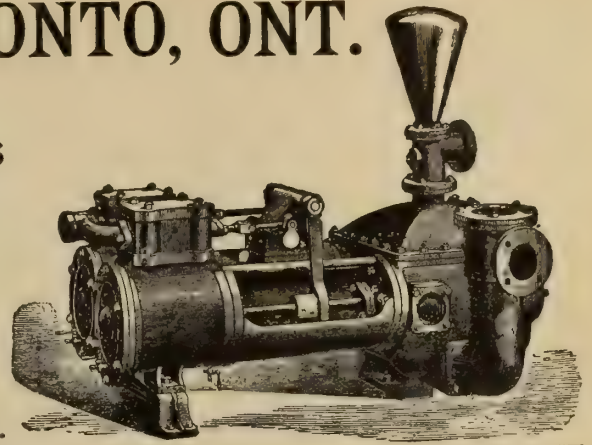
High Pressure Steam Engines,

MARINE AND STATIONERY.

GREAT ECONOMY
—IN—
FUEL AND POWER
GUARANTEED.

Prices and particulars on application.

OFFICE AND WORKS: Corner Front and Parliament Sts.



NEW YORK MARKETS.—Continued.

the threatened foreign competition in certain lines of steel is postponed temporarily at least, and there is no cause to fear disturbing influence from that quarter right away.

OLD IRON.

Old material has had rather slow sale. Several lots of foreign rails recently at hand have been placed in store owing to absence of buyers at satisfactory prices. Double-heads were offered at \$25 25 and tees at 50c. less. Wrought scrap iron is nominal at about \$21 for No. 1 on cars.

STEEL RAILS.

In the steel rail trade nothing new has developed. The only orders coming up are for small quantities and the competition on these is scarcely sufficient to test the market. These small orders go through at about \$31.50@32. On billets, rods, etc., there is no important movement at the present time and prices are without change.

COPPER.

The movement of copper has been slow the past few days and the position of the market is practically the same as outlined last week. The Calumet & Hecla Company seems still to be a seller of moderate quantities of Lake product at 17c. for this month delivery, but otherwise little or nothing is offering at less than 17¼@17½c. Arizona goes in moderate quantities at 15½c. and casting brands at about 54¾c. The London market seems to be a shade firmer, with latest cables quoting merchant bars at £57 5s. spot and £58 15s. future.

TIN.

The pig tin market has been positively dull. No speculative transactions have gone on record the past few days, and it is the general report that dealers and consumers have purchased in a retail way only. London cables show an advance in that market to £94 5s. for spot and £94 15s. for futures,

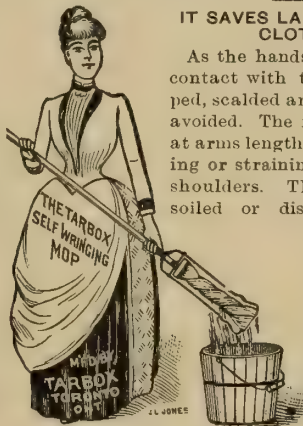
Portland, Keene's and Native Cements.
Fire Bricks, Clay, Drain Pipes, etc.
Red Sandstone from Carlisle, England.

Lowest Quotations.

McRAE & Co.,

16 METCALF ST., OTTAWA,
and 98 ESPLANADE EAST, TORONTO.

The trade supplied. Write us or your Wholesaler for prices.



IT SAVES LABOR, TIME AND CLOTHING.

As the hands do not come in contact with the water, chapped, scalded and sore hands are avoided. The mop being wrung at arms length there is no stooping or straining of the back or shoulders. The hands are not soiled or disfigured by the wringing of a filthy, greasy cloth. As the clothing is not drenched or disfigured as in ordinary mopping no special preparation is required.

TARBOX BROS.

"Truth Building," 73 Adelaide Street West, Toronto, and 28 Waterloo St., St. John, N. B.



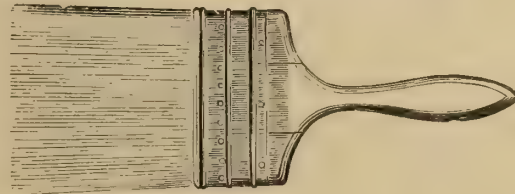
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BY ALL LEADING HOUSES.

THE LONDON BRUSH FACTORY,

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MANUFACTURERS OF

EVERY KIND
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BRUSHES
HANDLED BY
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FULL STOCK
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Awarded Gold and Silver Medals, 1887 and 1888, Bronze A.D. 1889.

THOS. BRYAN, London, Ont.



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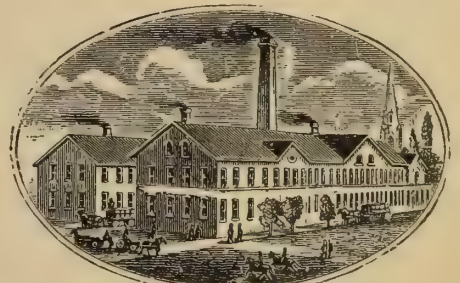
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Cresting, Finials and Vanes

Wire Goods and Iron Work of all kinds.



Galt Rag and Metal Co., Dealers in Rags, Bones, Scrap Iron, Copper, Brass, Lead, Zinc, Scrap Rubbers, Paper Stock, &c. Highest Cash Prices Paid. Orders by mail will receive prompt attention. Galt, Ont.

Atlantic Glue Works, Berlin,

Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont.

NEW YORK MARKETS—Continued.

which movement serves to stiffen prices here in some degree in the face of the prevailing dullness. Offers of 21c. regular were refused for 5-ton lots on the spot, while 10-ton lots were offered at 21c. net cash, with \$20.80 the best bid.

LEAD.

Pig lead has also been very quiet, and the market presents a rather weakish appearance. Round lots could probably be secured at \$4.40, but for single carloads about \$4.42 1/2 to \$4.45 is quoted.

SPELTER.

Several carloads of prime Western spelter have been sold at \$5.40, and the market shows a barely steady tone, with \$5.45 evidently top value for other than choice brands.

TIN PLATE.

In tin plate, trade has been spiritless, but the advices from the foreign market are still in sellers' favor and prices remain firm.

MONTREAL

MONTREAL MARKETS.

AUG. 7, 1890.

IRON AND HARDWARE.

The strong feeling in this market noted a week ago has had further development since then from pertinent causes, and we have to note a somewhat firmer tendency to the market at the moment, while all the conditions at primary sources are in support of the idea that the strength will be maintained. Latest cable advices cite an advance in war-rants of from 19d. to 1s., and this has affected the feeling on makers' brands, and they also are very firm, while freights for fall shipment are about 1/4d. higher, so generally speaking quotations now are about 35 to 50c. higher than they were a short time ago, and No. 1 brands are now firmly quoted at not less than \$22, and there is every appearance of the market being fully sustained for the balance of the season. The general metal market in England is also very firm, in fact appearances on the whole indicate that bottom has been touched, and it is quite possible in view of all the conditions bearing on the market at present that higher figures may rule in a short time and for some time to come. In a local way there has been a quiet business doing nothing very special but still sufficient to show the tenor of the market and to-day we hear of a sale of 100 tons sold to an Ontario buyer at \$22, while there has been business in similar lots of Summerlee and ingot brands at the same figure during the week both to local as well as country buyers. Bar iron rules steady and prices are without change. Canadian changing hands at \$2.30 while best refined is quoted firm at \$2.40 to \$2.50. Terne plates are firm at quotations and the same applies to tin plate both coke and charcoal.

NAILS.

The nail market remains about the same with a quiet business in progress. Round lots are moved on a basis of \$2.45 but the feeling is steady on the whole.

CHEMICALS AND DYE STUFFS.

The chemical market is without material change at the moment, and there has been nothing very new since our last. In fact the uncertainty of the position at primary sources owing to the union which is now under consideration by English capitalists has in-

duced an unsettled feeling, and every one is inclined to hold off as they do not know what the future will bring forth. In consequence every one is contenting himself with taking simply for immediate wants.

PAINTS AND OILS.

In colors there has been no change since our last, and nothing to note except a reasonable movement at unchanged prices, white and red lead continuing steady. In oils the position is firm on the whole. Linseed is firm and unchanged, and although the stock has had some replenishment of late, it is still far from heavy and prices are firm at a range of 67 to 72c for raw and boiled. In fish oil there are no changes of importance. A lot of 600 brls. straw refined pale seal has been received this week—the bulk of it going into store, but some of it was sold to arrive at 49 to 50c, and we think that round lots could be turned over at the figure, although our figures are nominally higher. Sales of whale oil in car lots are also reported at 42 1/2c for straw, and 47 1/2c for pale. Otherwise there is nothing of note.

GLASS.

There is no new feature in glass. A fair demand continues at former prices, first break \$1.40 to \$1.50, second ditto \$1.50 to \$1.60 and so on in proportion.

CEMENT AND FIREBRICKS.

There is a steady improvement noted in cement, but business continues to be done at little or no profit to the sellers. Some round lots aggregating about 4000 casks have been placed for civic contracts at favorable prices for the buyers, and the general demand is fairly good, with prospects of a better Western business than the average. Prices are firm at \$2.40 to \$2.65 as to brand. Fire bricks are moving freely, but no round lots are being placed. Prices range from \$20 to \$25.

NAVAL STORES.

There is nothing new to note concerning naval stores, business continuing about as dull as it possibly can be. Turpentine has been moving more freely during the past week, owing no doubt to the easier prices ruling, 62 to 65c. being now about the idea. The stocks in store are not over large, but quite sufficient for all requirements of the trade. We quote: Turpentine 62 to 65c., rossins \$2 to \$3 as to brand, coal tar \$3.25 to \$3.50, cotton waste 5 1/2c. for colored and 7 to 10c. for white, oakum 5 1/2 to 7 1/2c., and cotton oakum 10 to 12c.

PETROLEUM.

Another advance is reported in Canadian oil this week, which is now quoted at 13c in car lots at Petrolia, which is equal to 15 1/2c here. Crude oil is now quoted at \$1 35, an advance of 5c on last week's quotations. Short supplies being the cause of the upward tendency. Business is improving dealers reporting a very fair trade moving, many retailers laying in a stock in anticipation of a further advance, refiners agents predicting that the top has not yet been reached. American oil is moving out slowly, but business is quiet up to the average for this season of the year. We quote 23c. for car lots, 23 1/2c. for 10 bbl. lots, and 24 to 24 1/2c. for smaller quantities. American benzine is quoted at 23 1/4 to 25c. according to the size of the order, and Canadian at 14 1/2 to 15c.

AN ADVERTISING ACCIDENT.

Several years ago there was a very large dealer in linen collars in St. Louis. His sales were enormous. As a result he obtained generous concessions from manufacturers, buying on the most favorable terms. De-

siring to make a big drive one season, he made unusually heavy contracts at a extra reduction in price, only one firm, Messrs. So-and-So, standing out. For some reason or other So-and-So declined to make any concession whatever. As the dealer wanted every pattern obtainable, he nevertheless made a small order. But he determined to "bring the firm round," as it were. Flaming advertisements were inserted in the St. Louis dailies announcing a reduction sale and saying that any collar made in the United States, no matter what the quality or pattern, could be had "two for a quarter—excepting only So-and-So's, price 25 cents each." Greatly to the dealer's surprise, although a heavy trade followed, everybody wanted So-and-So's collar, and he telegraphed in hot haste for a larger supply. Inadvertently he had taken the very course to create a demand for the collar that he least wanted to sell, but as his profits were good he kept on advertising in the same way.

Messrs. So-and-So, surprised at the sale and learning its cause, caught the idea and determined to improve it. Thenceforth they only made a high-grade collar and adopted the one-price and high-price system, not only themselves, but putting every dealer under a written contract to do so. Then they spent money lavishly in advertising, until their collars became household words. As an actual result of this brilliant business stroke, the partners became millionaires.

This is no fancy tale. The moral is obvious. The possibilities of printer's ink have not begun to be exhausted. There are yet numberless fortunes in it for the live business men of to-day. The moral is plain.—Troy (N.Y.) Press.

Clerks too often act in a sort of lack brain manner and by their indifference and carelessness lose to the proprietors of stores a good customer. I—did I own a store—would bounce all such clerks in a jiffy. "Taverder," that philosophical and observant writer, thus narrates an experience of his, and, as he says, "the story has a moral": A few days ago a gentleman went into a well known store here in Boston with the intention of making a large purchase. Several of the clerks were laughing and chatting together, and as the gentleman made no demonstration of his purpose, none of them thought it worth while to interrupt the flow of good fellowship that happened to occupy them at the moment. The gentleman, who, by the way has succeeded in making a handsome fortune for himself and his partners in large measure through his strictness in supplying his customers, never keeping them waiting in his own store, and often telegraphing an order to New York when the cost of the telegram exceeded the amount of the purchase, waited eight minutes by his watch, and at last, coming to the conclusion that he might have to wait all day, turned to go out. Then only, a young man hastened up to him and asked him if there was anything that he could do for him. The intending purchaser replied that it was too late. This story has a moral.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

TRADE
"EASTLAKE"
MARK.

Metallic Shingles.

Price List and Catalogue sent on application

The Metallic Roofing Co. of Canada
[Limited.]

Rear 84, 86, 88 and 90 Yonge Street,
TORONTO.

Electric Supplies for Electric Lighting, Electric Bells, Wire Annunciators. Contractors for Electric Work.

HENRY S. THORNBERRY & CO., 39 King St. W. Toronto.

Clarke's Common Sense Sliding-Door Hanger

Slides back and forth with a more Graceful and Easy Motion and with less noise than any other Hanger.

With this hanger there is :

No Side-draft.
No Kicking.
No Flanges on the wheels.

No Jumping the Track.

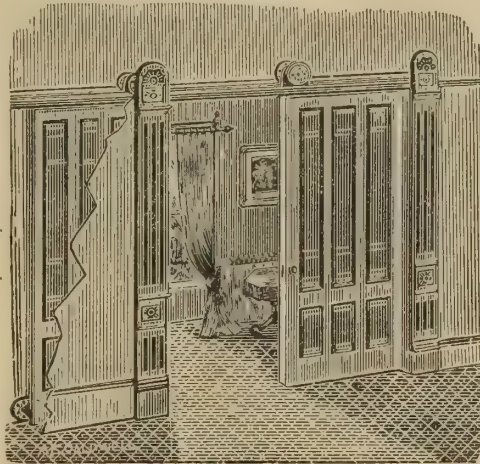
No Inaccessible Tracks in the Pockets.

No Tearing Down of Lath and Plaster.

No Dead Weight of heavy doors constantly hanging to the track.

No Tracks to be put in until ready to hang the doors.

No False Pockets in the Tracks for either



Single or Double Doors.

Doors equipped with this Hanger are suspended at the upper front corner and supported or rest upon a single roller secured to the lower inside corner, perfectly balanced, moving easily.

Common Sense Hangers can be applied to doors that have been hung with any other hanger without removing the plastering, woodwork, or any of the sheathing of the pockets, or creating any muss whatever.

MANUFACTURED BY

THE PETERBOROUGH LOCK MANUFACTURING COMPANY,
PETERBOROUGH, ONT.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

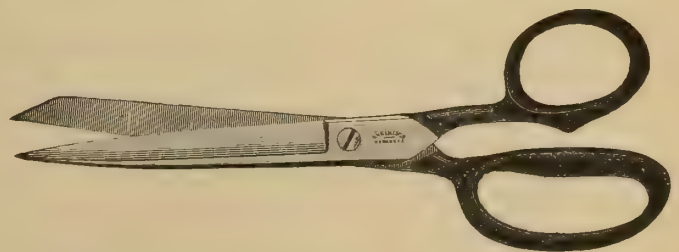
METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.



Beg to call attention to the noted Heinisch shears, also to following Fall specialties, etc.

Elbows, Stove Boards, Coal Hods, Stove-pipes, Fire Shovels, Dampers, Copper Kettles (tea and toddy).



ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



The above Brand of Lead

Requires no Association Guarantee.

It is the STANDARD of the Dominion for

Purity, Fineness and Whiteness.

WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

**Williamson
& Lambe**
STORAGE.

54 & 56
Wellington St. E.,
TORONTO.

DESKS
**OFFICE, LIBRARY,
CHURCH AND SCHOOL
FURNITURE.**

JOHN M. BLACKBURN & CO.,
41 COLBORNE ST., TORONTO.,
—AND—
162 ST. JAMES ST., MONTREAL.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	24½ 26
Straits 100 lb ingots.....	24½ 26
Strip " " " " " "	26, 28

Tin Plates—Charcoal Plates, Bright.

Bradley M.L.S.	Per box.
I.C., usual sizes	\$6 00 \$6 25
I.X., " " " "	7 50 7 75
I.X.X., " " " "	8 75 9 00
Raven & P.D. Grades—	
I.C., usual sizes	4 75 5 25
I.X., " " " "	5 75 6 25
I.X.X., " " " "	6 75 7 25
L.XXX., " " " "	7 75 8 25
D.C., 12½ x 17	4 50
D.X., usual sizes	5 50
D.X.X., " " " "	8 25 6 65

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 25 4 50
I.C., special sizes	4 25 4 50
B.V. Grade, I.C., usual sizes	4 25 4 50

Note.—Round lots of 14x20 could be purchased of 25c. per box less.

Charcoal Plates—Terns.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 00 8 50

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs }	6½c, 7c
" 14x60, " }	
" 14x65, " }	

Iron and Steel.

Common Iron, per 100 lb	\$2 40
Refined " " "	2 75
Horse Shoe " " "	2 75
Band " " "	3 20
Hoop " " "	3 20
Swedish " " "	4 00 4 50
Nova Scotia Bar iron.....	2 75
Sleigh Shoe Steel	2 50 2 75
Machinery, Tire Steel	3 00 3 25
Best Cast Steel, per lb.....	0 13 0 14
Russian Sheet " " " "	0 11 0 12
Tank Plates " " " "	2 25 2 50
Boiler Rivets.....	4 75 5 00

Boiler Tubes.

2-inch	13c
3-inch	18½

Boiler Plate.

½ inch	\$2 75
5-16 " " " "	2 60
¾ " " " "	2 50

Sheet Iron.

1 to 20 gauge	3 50
22 to 24 " " "	3 75
24 to 26 " " "	4 00

Canada Plates.

Blaina.....	3 00
Boars Head.....	3 15
Maple Leaf.....	3 00
All Bright.....	None

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5½, 6c
26 gauge, " " "	5½, 6
28 " " " "	5½, 6½
Gordon Crown—	
16 to 24 gauge, per lb	5½, 6½
26 gauge, " " "	5½, 6½
28 " " " "	5½, 6½

Note.—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, ½ inch, per lb.....	4½ 4½c
" 7-16 inch " " " "	5½ 5½
" 1 " " " " "	5½ 6
Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—Ingot.

Lake Superior, per lb	0 00 0 00
Baltimore " " "	0 17 0 18
English B.S. " " "	0 17 0 18

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	\$0 28 \$0 31
" " " " " " " "	
1 to 2 in " " " "	0 26 0 28

Note.—Complete lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,	
16 oz, 14x48 and 14x60.....	\$0 21 0 22
Untinned, 14 oz, and light,	
16 oz, irregular sizes	0 22 0 23

Note.—Extra for tinning, 2½ cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x48 and 14x60..... 0 30 0 32

Braziers. (In sheets.)
14x6 ft, 25 to 30 lb ea, per lb.. 0 22 0 26
" 35 to 45 " " " " 0 21 0 22
" 50 lb and above per lb 0 20 0 21

Boiler & T. K. Pitts.

Plain Tinned, per lb..... 0 26
Spun " " " " " " 0 30

Wire.

Pure, in coils—
From 1 to 20 gauge..... 0 25 0 27
From 20 gauge, up..... 0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge. 0 21 0 25
" " 27 to 30 " " " " 0 23 0 29
" " 30 and up..... 0 26 0 29
Sheets, hand-rolled 2x4 ft.. 0 23 0 25

Zinc Spelter.

Foreign, per lb..... 0 06 0 06½
Domestic " " " " " " 0 05½ 0 05½

Zinc Sheet.

5 cwt casks..... 0 06½ 0 06½
Part casks..... 0 06½ 0 07

Lead.

Imported Pig, per lb..... 0 04 0 04½
Domestic " " " " " " 0 04 0 04½
Bar, 1 pound..... 0 05 0 05½
Sheets, 2½ lbs, per square ft, by roll..... 5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll..... 4 75 5 00

Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 27½ p.c. discount.

Note.—Cut lengths, net price; ton lots 27½ and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb 0 20 0 22
Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb.....	\$0 30 \$0 21
Other makes " " " "	0 19 0 20
Pure White Lead, ground in oil, Associat'n guarantee, per lb.	5½ 6
No. 1 Do.....	0 5½
No. 2 Do.....	0 4½
No. 3 Do.....	0 4½

Prepared Paints.

(In ½, 1 and 1 gallon tins.)
Pure, per gallon.....\$1 10
2nd qualities " " " " 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)	
Venetian Red, per lb.....	0 05
Chrome Yellow " " " "	0 09
Golden Ochre " " " "	0 06
French " " " "	0 05
Burnt Umber " " " "	0 09
Marine Black " " " "	0 09
Green " " " "	0 08
Chrome " " " "	0 08
French Imperial Green.....	0 14

Colors, Dry

Yellow Ochre (J.C.) in bbls, per lb	0 01½
" " (J.F.L.S.) " " "	0 01½
Venetian Red (R.C.2) " " "	0 01½
" " (1343) " " "	0 02
English Oxides " " " "	0 03½
American " " " "	0 02½
Paris Green, per lb.....	0 16½ 0 17½
Burnt Sienna " " " "	0 08½
Burnt Umber " " " "	0 06
Drop Black " " " "	0 09
Chrome Yellows " " " "	0 12
" Greens " " " "	0 12
Golden Ochre " " " "	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal.....	0 70
Brown Japan " " " "	0 70
No. 1 Carriage " " " "	1 50
Gold Size Japan " " " "	1 40
Pure Orange Shellac " " " "	2 20
Hard Oil Finish " " " "	1 50

Linseed Oil (in bbls).

Raw, per gal.....	0 77
Boiled " " " " " "	0 80

Turpentine (in bbls).
Selected Packages, per gal.... 0 62 0 64

Castor Oil.

Best, per lb.....	0 10½ 0 12
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Glue (in bbls)

Common, broken.....	0 10 0 11
French medal.....	0 12 0 13
Cabinet makers.....	0 17 0 18
White.....	0 16 0 17

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	" 0 05½
" No. 2	" 0 04½
" No. 3	" 0 04½

Acme Paints.

Neal's Carriage, discount 40 p. c.	
English Oxide, by the barrel	0 02
American Oxide	0 01½
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p. c.	
Granite Floor, in tins, 90c, 47½c	0 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	
" Wagon and Imperial, dis 40 p. c.	
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz	1 25
Acme Carriage Top Dressing, \$1 75	per doz 4 00 8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 to 45 p. c. Amer.	
Rim Fire Cartridges, Dom. 50 and 10.	
Rim Fire Military, net list. Amer.	
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.	
Central Fire Cartridges, Dom. 30 & 10	
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p. c. Amer.	

Wads.

Eley's, per 1,000	\$0 25 \$1 60
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Anvils.

Per lb.	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	0 65 1 59
Pegging, " "	0 65 1 25
Brad, " "	0 85 1 60
" handled, " "	3 60 7 30
Saddlers', " "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, " "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	6 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Brass, N.P., 60 to 66½, 50 and 10 to 60 p. c., dis.	
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Door.

Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50

Cow.

American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 pc.	

Farm.	
American, each	2 00 5 00
House.	
American, per lb.	0 35 0 40

Bellows.

Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount 35, 40 per cent.	

Belting.

o. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 per cent.	

Bench Stops.

Per doz	5 00 6 00
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Bits—Auger.

Gilmour's dis 55 to 60 p. c.	
Excelsior—Jennings, discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jennings' Gen, net list to 5 p. cent dis.	

Car.

Gilmour's, 47½ to 50 per cent.	
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Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb.	0 11 0 15
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Bolts.

Carriage, dis. 60 and 5 per cent. to 65 per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis., 40 to 45 p. c.	
Elevator, dis., 35 to 40 p. c.	
Machine, dis., 60 to 60 and 5 p. c.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 35 to 40 per cent.	
Reversible, dis., 65 to 70 per cent.	
Vegetable, per doz	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	500 40 23
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Batts—Brass.

Wrought Brass dis. 60, 60 and 10 per cent.	
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Cast Iron.

Loose Pin, dis. 60 to 60 and 5 per cent.	
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Wrought Steel.

Fast Joint, dis. 60, 60 & 5pc.	
Loose Pins, " 60, 60 & 5pc.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz	3 75 4 50

Card.

Horse, per doz	0 70 0 95
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Carpet Stretchers.

American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz	22 50
World	21 75
Daisy,	24 00
Star,	18 00

Crown Jewel, per doz	29 00
Grand Rapids,	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50pc.	
Plate " dis. 50pc.	

Cattle Leaders.

No 31 and 32, per gross	8 50 11 25
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Cement.

Portland, car load lots	2 70
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.

Carpenters' Colored, per gross	0 50 0 85
White, lump, per lb.	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz	0 85 4 00

Churns.

Amer., dis. 50 p. c. to 60 p. c.	
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Clamps.

Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clips.

Axle, dis. 65 p. c.	
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Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
" No. 2	2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p. c.	
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Cradles, Grain.

Canadian, discount 25 p. c.	
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Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English,	2 00 4 00

Draw Knives.

American, dis. 70.	
Canadian, dis 25 to 35 p. c.	

Drills and Drill Stock—Brest.

Millar Falls, per doz	16 00 51 50
P. S. & W., dis. 40 per cent.	

Twist.

Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.

Dis. 17½ to 22½ p. c.	
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Fawcets.

Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star,	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10	
Barton Smith, dis. 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	

Canadian, dis., Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25pc.	

Horse Rasps, Kearney & Foote's dis Am list, 50 pc.	
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Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.	
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Horse Rasps, Spencer's, dis. Can. list, 33½ p. c.	
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Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc., dis. 40 p. c. to 42½ p. c.	
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Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis, 50, 50 & 10 p. c.	

Fruit Presses.

Henis' per doz	4 00
Enterprise, discount 10p. c.	

Fry Pans.

Acme, discount 50, p. c.	
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Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p. c.	
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Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 40
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Glass.

4th quality Star, 1st break	1 55 1 60
" 2nd "	1 65 1 70
" 3rd "	3 90 4 00
" 4th "	4 20 4 25
" 5th "	4 50 4 55

Window Glass.

Pilkington's ordinary	
1st break	\$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	6 50

Picture Glass.

Pitkington's ordinary.	
1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Glue Pots.

Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list.	
Can. discount 25 to 27½ p. c.	

Tack.

Magnetic, per doz	1 10 1 50
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Sledge.

Canadian, per lb.	0 12½ 0 15
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Ball Pean.

English and Can., per lb.	0 25 0 37½
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Handles.

Axe per doz	1 00 3 50
Store door	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 30 p. c.	
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Hoe.

C. & B., discount 30 p. c.	
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Saw.

American, per doz	1 00 1 25
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Plane.

American, per gross	3 15 3 75
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Hammer and Hatchet.

American, per doz	0 50 0 80
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Cross Cut Saw.

Canadian, per pair	0 18 0 25
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Hangers.

Door 4 and 5 inch, per pair	0 40 0 80
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Hooks—Cast Iron.			Pencils.			Scale Beams.			Cigar Box Nails, dis. 35 p.c.		
Bird Cage, per doz	0 50	1 10	Dixon's, per gross	1 00	4 25	Canadian, B. S. & M. dis. 40 per cent.			Shoe Finders' Tacks & Nails, dis. 25 p.c.		
Clothes Line, " "	0 27	0 63	" Carpenter	2 25	3 60	Scrapers.			Tape Lines.		
Harness, " "	0 72	0 88	Picks.			Box, per doz	2 10	4 50	English, ass skin per doz.	\$2 75	\$5 50
Hat and Coat, per gross	1 00	3 00	Picture Nails.			Foot, " "	40	3 50	English Pat. Leather	5 50	9 75
Chandelier, per doz	0 50	1 13	Porcelain Head, p. gross			Screens.			Chesterman's, each	0 90	2 85
Wrought Iron.			Brass Head,			Window, patent, per doz	6 00	7 50	" steel, each.	0 80	8 00
Wrought Hooks and Staples, Can.	dis. 17½, 20 p.c.		Planes.			Screw Drivers.			Thermometers.		
Wrought Hooks and Staples, Amer	dis. 75 to 75 and 10 per cent.		Wood, bench, Canadian, or American			Sargent's, per doz	65	4 00	Tin case & dairy, dis. 75 p.c.		
Wire.			dis. 50.			Screws.			Ties.		
Hat and Coat, dis. 35, 40 p.c.			Wood, fancy Canadian, or American			Wood, flat head iron, dis. 47½ per cent.			Cow, per doz	1 25	2 50
Belt, per 1,000	0 60	2 70	dis. 35, 37½ per cent.			Wood, round head iron, dis. 42½ per cent.			Tinner's Shears and Snips		
Screw, bright, Eng., dis. 40, 5, 45 per cent.			Bailey's (Stan R. & L. Co.) 33½ to 35 per cent.			Wood, flat and round head, brass, dis. 25 p.c.			P.S. & W., 10 p.c. advance on American list.		
Horse Nails.			Miscellaneous, dis. 10 to 12½ per cent.			Bench, wood, per doz	3 25	4 00	Tinware.		
Horse Shoes.			Bailey's Victor, dis. 10 to 12½ per cent.			Bench iron per doz	4 25	5 75	Stamped, dis. Assn list, 70, and 12½ per cent.		
Per keg	3 75	3 80	Plane Irons.			Scythes.			Japanned, dis. Prices on application		
Ice Picks.			Pliers and Nippers.			Discount 40 per cent. to 42½ per cent.			Pieced, dis. " " "		
Star, per doz	3 00	3 25	Button's Genuine, per doz. prs. dis 37½, 40 p.c.			Scythe Snaths.			Transom Lifters.		
Kettles.			Button's Imitation, per doz.			Canadian, dis. 33½ to 35 p.c.			Payson's, dis. 25 per cent.		
Brass spun per lb	0 28	0 30	German, per doz			Shears.			Traps.		
Copper, " "	0 40	0 45	Plumbs and Levels			B. & W., japanned, dis. 75 per cent.			Game, Newhouse, dis. 17½, 20 per cent.		
Enamelled Can. 50 p.c.			S. R. & L. Co., dis. 65 p.c.			B. & W. N. P., dis. 65 p.c.			Game, H. & N., or P.S. & W., discount 57½ to 62½ p.c.		
American, 50 and 10, 60 and 5 per cent			Poppers.			Seymour's dis. 60 p.c.			Mouse, per doz	0 35	1 50
Keys.			Corn, square, per doz			Etina, dis. 75 to 75 and 10 per cent.			Rat " "	2 00	4 50
Lock, Can, dis. 50 p.c.			Pruning Shears.			Heinisch 60 per cent.			Trowels.		
Cabinet, Trunk, and Padlock, Am. per gross	1 60	4 75	Pulleys.			Sheaves.			Disston's, discount 10 p.c.		
Knobs.			Per doz			Sliding Door, per set	77	1 40	German, per doz	4 75	9 00
Door, japanned, and N.P., Can. list dis. 50 p.c.			Hothouse, per doz			Shot.			Brade's " "	00	10 50
Bronze, Berlin, per doz	2 75	3 25	Axle			Canadian, dis. 7½ per c.			Triers.		
Bronze, Gem, " "	6 00	9 00	Screw			Shovels and Spades.			Butter, per doz	6 25	9 00
Lava " "	8 75	10 00	Awning			Canadian, dis. 37½ to 40 per cent.			Trucks		
Shutter, porcelain, F. & L. screw, per gross	\$1 30	4 00	Pumps.			Sieves.			Warehouse, each	2 25	6 50
Ladles.			Rumsey, Cistern & Pitcher Spout, 55, 60 per c.			Wood Rim, black, p. doz			Twines.		
Melting, per doz	1 70	4 50	Punches.			tinned, " "	1 15	1 35	Bag, per lb	0 12½	0 20
Lemon Squeezers.			Saddler's, per doz			Tin Rim, " "	1 35	1 60	Wrapp'g, mott'd, pr. pack.	0 50	0 60
Porcelain lined, per doz	2 20	5 60	Conductors' " "			black, " "	2 30	2 45	cotton, per lb	0 18	0 20
Galvanized, " "	1 87	3 85	Tinner's solid, per set			Snaps.			Mattress, per lb	0 33	0 45
King, wood, " "	2 75	2 90	hollow, per inch			Harness, German, p. gro.	2 00	5 50	Staging " "	0 27	0 35
" glass, " "	4 00	4 50	Putty.			Acme, " "	3 00	5 00	Broom " "	0 30	0 55
All glass, " "	1 20	1 30	Bladder, per 100 lbs			Lock, Andrew's " "	4 50	11 50	Binding, flax, per lb		
Lines.			Tins, lbs			Soldering Irons.			" jute " "		
Fish, per gross	1 05	2 50	Rail.			Per lb	0 30	0 32	Vises.		
Chalk, " "	1 90	7 40	Barn Door, per foot			Wrought Spikes.			Hand, per doz	4 00	6 00
Locks—Door.			Sliding Door, " "			Discount, net list.			Bench, parallel, each	2 00	4 50
Canadian, dis. per cent.	50		Rakes.			Spoke Shaves.			Coach, each	6 00	7 00
Russell & Erwin, per doz	2 90	7 50	Cast Steel and Malleable, Canadian list dis. 40 to 42½ per cent.			Wood, English	1 80	5 00	Peter Wright's, per lb	0 12	0 13½
Cabinet.			Razors.			Iron, American	1 35	2 35	Pipe, each	5 50	9 00
Eagle, dis. per cent	33½		Boker's, per doz			Spoons and Forks.			Saw, per doz	6 50	13 00
Paaloek.			Wade & Butcher's " "			Sheffield Sterling.			Washer Cutters.		
English and Am. per doz	50	6 00	Razor Stropps.			Tea Spoons, per gross	7 50	12 00	Per doz	4 00	8 50
Scandinavian, " "	1 00	2 40	Currier's, per doz			Dessert " "	21 00		Well Wheels.		
Eagle, dis. per cent	15	1 17½	Rivets and Burrs.			Table " "	30 00	30 00	Amer., per doz. 8, 10 & 12 in.	3 38	6 00
Mallets.			Copper Rivets, dis. 45 to 47½ p.c.			Dessert Forks " "	24 00		Wire.		
Tinsmiths', per doz	1 25	1 50	Iron " 40 per cent.			Medium " "	27 00		Market, bright and annealed, Nos. 1 to 16, 5 per cent. advance on list from stock.		
Carp'trs' hickory " "	1 25	3 75	Burrs, Iron, 30, 33½ per c.			Table " "	36 00		Market, oiled, coppered, 5 p.c. advance.		
Lignum Vitæ, " "	3 85	5 00	Rivet Sets.			Squares.			Market, tinned per lb	0 04½	0 08
Caulking, each	1 60	2 00	Canadian, dis. 30, 35 per c.			Iron, per doz	1 65	2 90	Galvanized Fence, 5 per cent. advance on list.		
Mattocks.			Rope.			Steel, dis. 75 p.c.			Tinned Broom, from 19 to 22 gauge, per lb	0 07	0 07½
Canadian, per doz	8 50	10 00	Sisal, per lb			Try and bevel, dis. 50 to 52½ per cent.			Malin's Wire on spools, dis. 30 to 35 per cent		
Meat Gutter.			Manilla, " No. 1			Staples.			Barbed Wire.		
Enterprise, dis. per cent	20	25	" No. 2			Fence, galvanized, per lb	5	5½	Galv. steel barb fencing	0 5½	0 05½
Dixon's, each	1 60	2 00	Cotton, " "			Wrought Iron, dis. 75, 75 and 10 per cent.			Ditto Glidden 2 point	0 05½	0 06
Woodruff's " "	1 10	1 70	Deep Sea, " "			Stocks and Dies, Amer. dis. 25 per cent.			Galv. Steel, plain twist		0 05
Hale's, " "	1 05	1 50	Rules.			Stone.			Galvanized Barb, "Lyman," 2 to 4 points.	0 05½	0 06
Hume, " "	13 00	16 00	Boxwood, dis. 75 & 10 & 5 80 percent.			Washita, per lb	0 15	50	Terms, 60 days or 2 per cent off for cash—10 days.		
Mining Knives.			Ivory, dis. 40, 40 & 5 per cent.			Hindostan, per lb	0 06		Wire Cloth.		
American, per doz	42	2 35	Sad Irons.			Slips, per lb			Ordinary, discount 25 p.c.		
Molasses Gates.			Mrs. Potts, per set			Labrador, per lb	0 13		Painted Screen, p. 100 sq ft	2 25	2 5
Stebbin's Patent, dis. per cent, 65 to 70 per cent.			N. P.			Axe, " "			Wrenches.		
Nails.			Sand and Emery Paper.			Turkey " "	0 15		Agricultural, dis. 70.		
Cut, 3 inch and upwards			Emery, per quire			Arkansas " "	0 50		Standard, dis. 60, 60 & 10 p.c.		
per keg	2 55		Sash Cord.			Water-of-Ayr " "	1 50		Coe's Gen'ne, dis. 40, 45 p.c.		
Brads & Moulding Nails, discount 55 to 60 per cent.			Sash Locks.			Seythe, per gross	3 50	5 00	Diamond, dis. 33½, 35 p.c.		
Wire Nails, 60 to 65 per cent.			Triumph and Morris, dis 37½, 40 per cent.			Grind, per ton	15 00	18 00	Tower's Engineer, each	2 00	3 00
Nail Pullers.			Kempbell's dis. 40, 62½ per cent.			Stove Polish.			S, per doz	5 80	7 50
German & American	1 85	3 50	Sash Weights.			Per gross	1 80	7 50	G. & K's Pipe " "		6 00
Nail Sets.			Sectional, per lb			M.L.S. per gross	2 50		Burrell's " each		3 40
Square, round and octagon	per gross		Each			M.L.S. Paste, per gross	9 00		Pocket, per doz	1 25	2 00
Diamond	3 38	4 00	Sausage Stuffers.			Nicholson's, per doz	1 00	1 25	Wringers		
Oil.			Saws.			Tacks, Brads, etc.			Each	3 25	5 50
Canada Refined Oil (Toronto)	0 14½		Hand, Disston's, dis. 10 p.c.			Cut, Carpet, gimble, blued, dis. 35 p.c.			THE HARDWARE Printing and Publishing Co., 6 Wellington Street West, Toronto.		
Carbon Safety " "	0 17½		S. & D., dis. 35 to 40 per cent.			tinned, dis. 45 p.c.					
Canada W.W. " "	0 20		Cross-Cut, Disston's, per ft. 35 to 55.			Swedes' iron, blued or tinned, dis. 42½ p.c.					
American W.W. " "	0 25		S. & D. dis. 25 to 35 per cent.			Upholsterers' dis. 42½ p.c.					
Castor " "	0 11½	0 12	Hack, complete, each			Copper Tacks and Nails, dis. 35 p.c.					
S. R. Seal " "	0 63	0 65	" frames only			Trunk and Clout Nails, " 40 p.c.					
Oilers.			Per doz			Patent Brads, dis. 40 p.c.					
McClary's Galvan. Iron			Sash Locks.			Finishing Nails, dis. 35 p.c.					
Oil Can, with Pump,			Triumph and Morris, dis 37½, 40 per cent.								
per doz	19 50		Kempbell's dis. 40, 62½ per cent.								
Zinc and Tin, dis. 50, 50 and 10.			Sash Weights.								
Copper, per doz	1 25	3 50	Sectional, per lb								
Brass, " "	1 50	3 50	Each								
Malleable, dis. 25 per ct.			Sausage Stuffers.								
Pails.			Saws.								
Galvanized, per doz	2 00	3 50	Hand, Disston's, dis. 10 p.c.								

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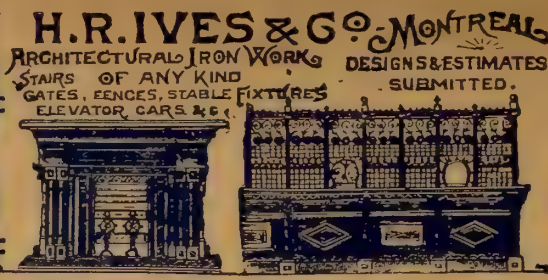
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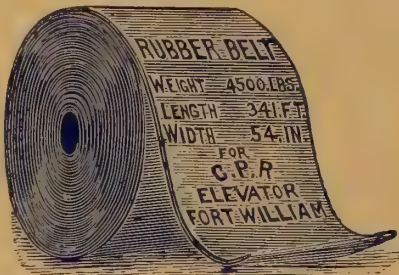
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A CANADIAN correspondent, in debating the question of pamphlet advertising in **PRINTERS' INK** a few weeks ago, made the assertion that pamphlets, even though properly addressed, frequently did not reach their destination, but remained piled up in the corners of the country post-offices until they were old enough to sell to the paper mills. This letter came under the notice of the Postmaster General, who considered it a slur upon the postal system and directed the District Inspector to call upon the writer and either clear the Department of the odium or remedy the evil if it was actually found to exist. **PRINTERS' INK** correspondent now writes: "I proved to the gentleman's satisfaction that the evil was genuine, but not confined to Canadian post-offices, as the same thing was going on just as regularly in Uncle Sam's domain, and I showed him also that it could not be remedied. The emoluments of country postmasters are not sufficient to enable them to have suitably arranged offices, extra clerks, full compliment of letter and newspaper boxes, etc., which would be needed for the proper distribution of the flood of books, pamphlets, calendars, almanacs and sample papers which continually pours into every post-office."—**Printers' Ink.**

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SAW MILLS.



HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 6 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street

Vol. 2.

TORONTO AND MONTREAL, AUGUST 16, 1890

No. 33

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. Hugh C. McLean, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

Changes in advertisements and new advertisements must reach this office not later than Thursday morning of each week.

CONTRIBUTIONS WANTED.

For the purpose of inducing members of the trade who are possessed of special information, which would be of benefit to the trade generally, the publishers of "Hardware" will pay a fair price for such articles. Address "Hardware," Toronto.

CUTTING IN THE SCREW TRADE.

The screw trade has lately been shifting farther and farther from its price moorings, and rather an anarchy of prices now prevails. This is looked at from two points of view by the trade, and of course two widely differing opinions of the matter are held. The bulk of the retailers are satisfied, and the majority of the jobbers are not. Prices were rather stable until the Dominion Wire Co. went into the making of screws. Retailers as a rule hail it as the inaugurator of justice, declaring that before it went into this industry screws were needlessly dear. Jobbers, on the other hand, blame the company with bringing discord into a price-list where before there was harmony. They also look upon the company as an interloper between the manufacturers who formerly had the screw-making business to themselves and the trade, holding that it was unbecoming on the part of the company to go into the screw trade after it had long been patronized by the screw-makers to supply the raw material these needed for their business. This view of the matter determined many of the jobbers to confine their orders to the older screw-makers. This being the case, the company cultivated direct trade with the retailers, giving them it is said stock at jobbers' prices. The retailers are of course not discontented with this, but further, many of

them declare they are getting only fair value for their money, and justify the advent of the company into screw-making on the ground that the former sole controllers of the industry asked too much, and in the arrogance of undisturbed possession of the trade, they would select customers too fastidiously, and would sell only to whom they pleased. If these statements of the retailers are correct—and they describe faults that are remarkably like symptoms of monopoly—then there was a peremptory call for an independent screw-making firm, a call to which the appearance of the Dominion Wire Co's screw-department was a response.

We like to uphold prices, but never beyond the point on the scale that marks reasonable profit. Anything that sustains it beyond that is a bad influence. If we do not misread the situation the trouble in the screw business will rectify itself, and prices will get into a range where the play of fluctuation will be more limited. The question seems to be between those who would level up and those who would level down, and the moral advantage seems to be with those would level down.

MRS. POTTS' IRONS.

Mrs. Potts' irons are reaching consumers from a good many sources at cut prices. This seems to be the latest sacrifice to the alluring but senseless idea, that the voluntary relinquishing of profit or the incurring of loss upon a leading line is productive of trade in other lines that will yield a counterpoise of profit. The fault with this specious theory is, that it does not tie all competitors to the same leading line. One man may cut on nails, another on glass, another on hinges, and so on, and if the number of stores was large, and their closeness to each other make them all competitors for pretty much the same trade, the stock of each would be apt to settle down to the specialty upon which the dealer had won the battle in the cutting war.

Mrs. Potts' irons are good stock. There is an established demand for them and they owe it to their own superiority that they have become a staple. Dealers have no reason to fear that the use of the irons is having limitations put upon it by anything

new or by any abandonment of the present mode of ironing. Neither are the irons perishable stock. The only cause of the cutting is the fact that some one has begun it. A large number of dealers seem to lack the backbone to keep the price up. These irons might as well be a source of money-making instead of a source of loss and of derangement of trade generally. For, every article of merchandise that is sacrificed upon principle causes other departures from conservatism in the making of sales.

It is said that retailers can buy these irons now at 85c. while the manufacturers' price is 90c.

LEGAL MODES OF COLLECTING.

British law is a very jealous guardian of the private rights of individuals. The privacy of a man's legitimate business affairs is one of those rights, and can be safely invaded only by legal process, which necessitates a legally certified statement that the privacy covers a condition of things that is wrong in the eye of the law. The informal public declaration of such statement, independently of the truth or gravity of the charge, gives good ground for an action for libel or slander. So that it is possible for a man, publicly reported to be guilty of certain wrong doing, to obtain damages against the circulator of such report, and yet be afterwards brought up and punished for the offence which was irregularly though truly alleged against him. A man's private affairs are indeed well hedged round with the divinity of the law. Many acts that appear to be morally justified are construed as legal offences against privacy and are punished, sometimes severely.

The publishing of a person's indebtedness may be a transgression of the sort we speak of. It may be considered an injury to the character, business or social standing of the debtor, which not the most aggravating circumstances of the debt may warrant the creditor in inflicting. There is no doubt a legal as well as an illegal way of dealing with such indebtedness, and the way of publishing it is not unlikely to be held an illegal one. There is a case in point to which reference was made in a paragraph of our

last issue. An injunction was taken out to restrain a collecting agency from carrying out a threat to post a certain debt for sale. That injunction, granted until the 5th inst., has since been continued till the close of vacation. The legal question will be likely to come up then for argument. If it should be decided that such a mode of disposing of debts is an illegal one, the decision will have important significance for business men. It will deprive some collective agencies of one of their most formidable resources against the dun-proof debtor.

A collecting mechanism that is apt to be as satisfactory as any attainable under the law is furnished by association. Each trade association should have a list in which are enrolled the names of people whom members have found prone to evade their debts. This list should be a convenient source of reference to all the members. It will be a warning to those not yet bitten that such people are biters. Being the property of a corporate body, it is like any other private property, it is privileged. It is not publicly available, and therefore slanders no one. For all the members of the association to know of a man's bad paying record is no more than for all the members of a firm to know of it through their experience of dealing with him. Such knowledge is private property to the concern possessing it, and as the basis of a want of confidence many particular customer seems undoubtedly legal. Such a fact adds to the reasons why traders should organize. It makes more valuable the selecting principle which an association may provide itself with, to protect its members against the risk of a bad lot of credit custom. If private collecting agencies are to be disarmed of one of their chief sources of strength, the system of making a grand list of incorrigible debtors should be pushed, and organization is the only mode of pushing it. Trade bodies possessing delinquent lists are apt to find increased use for them and increased zeal on the part of contributors to them.

DANGERS IN DATING AHEAD.

It is scarcely credible, remarks a contemporary such practices as are noted below actually exist, but they are vouched for by high authority. It has come to our knowledge within a few days that matters are going from bad to worse instead of improving. Said an importer: "The practice is gaining. I was surprised a little while ago to see an invoice of sales by a competing house, in which the terms of credit were plainly stated at 7 per cent. off four months from December 31, next. This was bad enough I thought, but it was surpassed by another house that, in the endeavour to outdo the previous seller, has sold its goods 7 per cent. off four months from March 1, 1891. In each instance the goods were delivered immediately."

It is not possible for any one doing a legitimate business to compete with such terms of

sale, and the only conclusion is that some houses have burdensome stocks, as the result of speculative importations, based upon the presumption that the tariff bill would have passed before this.

Does it ever occur to purchasers that these large discounts, plus the interest for the time anticipated, have been previously included in the prices of goods? This must be done, as no house can afford to sell goods on thirteen months' credit less 7 per cent. on open account. Those who buy on such terms must realize sooner or later that they have paid dearly for a few months, extra dating. It is the life insurance plan of adding 40 per cent. to the cash premium in order to pay a dividend of 25 per cent. at the end of the year. The purchaser at such rates is paying dearly for credit and capital, and in an unexpectedly short time will find that assets accumulated on such terms will scarcely liquidate his indebtedness at fifty cents on the dollar.

Sellers who grant these terms must expect the same ruin that has befallen those to whom such rates have been granted in the past. Search the records of failures for the last ten to twenty years, and where "rust out" has brought about what is called an "honest failure," dating ahead and its accompanying abuses have precipitated forty-nine catastrophes. And of the accompanying abuses the worst is the practice of spending commissions on such sales before they are earned, if, indeed, they ever materialize.

A NEW ENTERPRISE IN CANADA.

The Dominion Iron and Steele Company have been incorporated at St. John, New Brunswick, with a capital stock of \$500,000. The company is formed for the purpose of erecting and operating mills for the manufacture of rolled and hammered iron, bar iron, cut nails and spikes, horseshoes, railroad and other spikes, fish plates, polished shafting and other articles. The plant is to be built in the vicinity of the city of St. John, on the Bay of Fundy, accessible by vessels and adjacent to lines of railway that connect with all points East and West. The building will contain four train rolls, ten furnaces, nail and spike factory with 50 machines, a horseshoe machine, with a general machine shop and shafting department. The mills will be built, equipped and operated in the most modern and approved manner, and will strive to equal the output of similar concerns in the United States.

The capacity of this plant per month is to be 240 tons cut nails and spikes, 760 tons scrap iron bar and 40 tons horseshoes, besides shafting and other articles of manufacture.

The men who are at the head of this enterprise point to the fact that 40,000 tons of rolled and hammered iron were imported into the Dominion of Canada from Great Britain, in 1887. They further recite the fact that while scrap iron enters the Dominion at a

tariff duty of \$2 per ton, the duty on nails is 1 cent per pound, and that on scrap bar iron, etc., is \$13 per ton.

This plant will be fed with Nova Scotia and New Brunswick coals, and by being located on the Bay of Fundy it hopes to escape the high freights now paid by the Western Iron Works, which plant is compelled to carry also a stock of coal sufficient for the winter months. The water location selected will admit of weekly supplies being received the year through. They say they will be able to put the finished product of their plant in Montreal, Toronto and other western towns of the Dominion at the same rate per ton as it costs the iron plants there to freight their coal.

The erection and equipment of this plant will cost \$200,000. The company will use scrap iron imported from foreign countries until Canadian pig can be produced cheaply enough to compete with the cost of scrap.

This company make the following comparison with the prices in the United States markets to show the prospects for good profits. Cut nails in the Canadian market are worth, at wholesale \$2.60 per keg of 100 pounds for two-penny and upward, other sizes in proportion, while in the Boston market they are selling at \$2.05, a difference of 55 cents per keg of 100 pounds, equal to \$11 per ton.

Again, the duty on scrap iron in the United States is \$6.82 per ton, while in the Dominion of Canada it is only \$2 per ton, or \$4.82 less, showing a margin of (\$11 and \$4.82) \$15.82 per ton over the cost of manufacturing a similar article in the United States.—Iron Age.


TARRING SHEET IRON PIPES.

The tarring of sheet iron pipes for the prevention of rust is found to be both simple and economical. The sections as made are for this purpose coated with coal tar, and then filled with light wood shavings, and the latter set on fire, the effect of this treatment being, it is asserted, to render the iron practically proof against rust for an indefinite period, rendering future painting unnecessary. In confirmation of this, the instance is cited of a chimney of sheet iron erected in 1866, and which, through being subjected to the treatment in question, is bright and sound to-day as when erected, though never having had any paint applied to it since. It is suggested that by strongly heating the iron after the tar is laid on the outside the latter becomes literally burned into the metal, closing the pores and rendering it rust proof in a far more complete manner than if the tar itself be first made hot and applied to cold iron, according to the usual practice pursued. It is a matter of importance, of course, in pursuing this method with iron pipes, that the iron should not be made too hot, nor be kept hot for too long a time, lest the tar should be burned off. Hence the desirableness of using light shavings instead of any other means of heating.—[Ex.

CAVERHILL, LEARMONT & CO'Y,

AMERICAN APPLE PARERS.

"New Lightning" and "Hudson's" Celebrated Rocking Table and Little Star Parer, Corer and Slicer.

 Write for Prices, as we are Headquarters.

MONTREAL.

BRITTLE IRON.

It is well known to artisans engaged in the working of wrought iron that if a piece of the very best and toughest iron is hammered in the process of forging until it ceases to be red-hot, the effect of such cold hammering, as it is termed, is to cause the iron to become so brittle that it will in many cases break across in the process—or if it does not at that time, this process of cold hammering so removes and destroys its tenacity as to render it capable of being broken with the slightest blow. In remarking upon this process, Mr. Nasmyth, the well-known authority, expressed the opinion that, though such a practice is by no means to be considered inherently wrong, but just the reverse, the evil rests in applying such a cold-hammered piece of forge work to its purpose without having been passed through the curative process, which is simply to heat the piece of work in question to a dull red heat and lay it down to gradually cool. By subjecting wrought iron to the most violent hammering or compression at a low temperature, and then submitting the iron work so treated to the simple process referred to—heating red-hot and slowly cooling—the tenacity or shock-sustaining qualities of the article are enhanced at least twenty times. In most

cases the process of hammering and swaging is necessary, in order to insure the requisite finish and fine surface, the forging so treated requiring, too, the least possible labor subsequently.—Mining and Scientific Press.

THE STOVE TRADE OUTLOOK

A few weeks since these columns contained some observations urging upon dealers the advantages of ordering stoves in advance of the activities of the Fall season. It would appear that in this we anticipated the desire of a majority of the more enterprising dealers of the West and Southwest, for with large unanimity the stove manufacturers report the receipt of orders earlier and with more regularity than for several seasons past.

An excellent start for the season has thus been made in the stove trade, and it is not likely that the annoyances attending shipments early in September, when manufacturers are at their busiest, will be so pronounced this year as during former seasons. There is also uniform expression of satisfaction among dealers over the new patterns and improvements that the stove foundries are turning out this year, and a cheerful feeling pervades the trade at large, to which it has been a stranger for at least two

seasons. A belief generally prevails, and is at least supported by historical precedent, that a repetition of the last two open winters is most unlikely. Three seasons of such character have rarely, if ever, followed in close succession; and it is remembered with some gratification that former summers characterized by intense heat were invariably followed by seasonably cold winters. There is some comfort for the stove trade in this latter reflection.

With the enterprise characteristic of the trade, the stove manufacturers have made extraordinary preparations for the Fall and Winter trade, and should their hopes of seasonable weather be realized, they will be able to meet the largest consumptive demand in the history of the trade, and with a better and more varied assortment of goods than were ever before offered. The dull months of trade, just passing, have afforded ample opportunity for the busy employment of mechanical genius in devising improvements in construction and finish of stoves and ranges, with the result that the output of present season is believed to be as near perfection as human ingenuity and skill can approximate.—[Stoves and Hardware Reporter, St. Louis.]

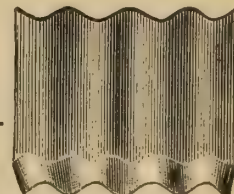
Every line of goods embodies a history and a science worth years of study to understand.

— CORRUGATED STEEL FASTENERS —

A Perfect, Secure Joint,

NO GLUE, - NO SCREWS, - INEXPENSIVE.

All Manufacturers of Wood-work are interested in this Invention.



Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.

THE ONTARIO TACK CO., Hamilton, Ont.

MIDSUMMER CIRCULAR, 1890.

IN addressing you, as customary at this season, we desire first to acknowledge the very liberal support and confidence we have enjoyed in the Spring trade; the many kind letters received complimenting us on the appearance and quality of our goods, and informing us of the increasing demand thereby created.

We take also this opportunity of expressing our appreciation of the letters of congratulation sent us in connection with the collapse of the attempt in the Law Courts to injure our good name. These letters are being forwarded to our partners in Glasgow, and the writers may anticipate that the good feeling shown to us will be a great pleasure to them.

Our representatives are now finishing their journeys, and as the greater part of this month will be allotted to them for needed rest, we venture to hope for a repetition of the experience of July, 1889, when we enjoyed so copious a response to our solicitation of orders by mail.

Assuring you of our best efforts to maintain the excellence of the goods that bear our name, and in hope of hearing from you frequently by mail,

We are, dear sirs,

Your obedient servants,

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FERGUSSON, ALEXANDER & CO., - MONTREAL.

CULTIVATING THE PUBLIC TASTE.

The tendency of people with moderate income to furnish their houses with expensive heating and plumbing appliances is a significant sign of the progress of the times. These once were luxuries enjoyed only by the wealthy. They are now regarded as necessities, being as much a part of the ordinary and expected outlay as the money expended for the house itself. It may strike one accustomed to the old order of things as an absurdity for the owner of a \$4,000 or \$5,000 house to expend from \$600 to \$800 on plumbing and \$400 to \$600 on heating appliances, but such cases are by no means rare, and their number is constantly increasing. Nor is this tendency toward luxurious living to be found only in the East, which may be naturally expected to develop more rapidly in that direction for sundry reasons, but, on the contrary, it is a very marked feature of Western cities and towns. It is a curious fact that in some of the newest localities introducing a public water supply the strongest demand is noted for high-class plumbing and high-grade fixtures. This tendency is probably assisted in no small degree by the increasing enterprise shown by the plumbers themselves, in displaying specimens of plumbing appliances in their shops, erected and finished, so that intending purchasers can tell for themselves how they will operate. A catalogue, of course, serves a very useful purpose in showing the great variety of designs now on the market, but it is not to be compared, for practical purposes in assisting sales, with samples of the goods erected just as they would be in actual use. Under such circumstances, price becomes a secondary consideration. The customer who is building a house for his own occupancy, for instance, only needs to take one glance at a pan closet as compared with a flush closet in one piece of earthenware, to decide in favor

of the latter, even though it may cost a little more. And while he is about it he will probably decide to take a decorated pattern, rather than a plain one. The brass pipes running down the wall may next catch his eye and cause him to invest a little more in that direction also, in order to beautify even this secluded part of his house. Good workmanship must accompany the best goods, and when the job is done the householder is proud of his surroundings, and has taken a long step toward keeping his family free from the diseases incidental to, but not necessarily belonging to, modern civilization.

Plumbers who are still conducting their business in the old way should take a lesson from the facts above stated. A plumber's shop does not need to look like a junk shop. His customers should not be expected to pick their way through piles of pipes and fittings, traps and cocks, to get over to his desk. These should be relegated to their proper place, in bins or cases in the workshop, while the front should be fitted up with some degree of taste, with wash-bowls, on brackets or stands, closets arranged along a wall with pipes attached, and flush tanks in operating condition, and perhaps a bathtub or two of somewhat ornamental design. The plumber could then receive his patrons amid surroundings more in accordance with the dignity of a man accustomed to erecting fine work, and supervising the labor of perhaps a score or two of journeymen. The samples shown would be mute salesmen, it is true, but they would often prove most eloquent in their silence. They would prove most efficient aids in impressing customers with the advantages to be gained by the most improved appliances. The plumber who thinks that the display of plumbing goods belongs solely to the dealer makes a serious mistake. One of the most attractive show windows seen in a walk of several blocks, on a leading street of one of our large cities, is that of a plumbing establishment. A handsome bath-

tub occupies the center, while the sides are filled with specimens of other goods, all selected with a view to harmonious arrangement and catching the eye of the public. We venture to say that the firm have caught many a passer-by, and made him a good customer, simply through the effective display they have made of their goods. The interior of their shop is, however, on a par with the exhibit in the window. No junk is visible. It will probably be found neatly arranged in suitable bins or racks in the workshop in the rear.—The Metal Worker.

One of the signs of the prosperity of the retail trade is the number of our readers who now go off for one to four weeks' vacation annually. Not very long ago only wholesale men and manufacturers could afford to leave their business. A brief vacation has also become a necessity to many of us. A few years ago we jogged along in a quiet easy going way. Never worried. Went to bed early and slept late. Now business competition has almost reversed the old order of affairs. If we would go a head at full speed let us take a short rest in the dull season.

The other morning smoke was observed issuing from the yard of the Imperial Oil Company London. An alarm, which brought the firemen to the scene was promptly rung. It was found the paraffine was in a shed about the centre of the yard had become ignited by some unexplained means, and when the firemen reached the spot the roof of the structure had been destroyed. The wax burned furiously for over an hour, during which time two streams of water were playing upon it, without apparently doing much good other than preventing the flames from spreading. The shed, which had brick sides, contained four large iron tanks, or vats, in which the wax was undergoing clarification, and it is supposed the gas generated therefrom became ignited, and caused the destruction of the place and the stock, the value of which was placed at \$2,000. The Imperial Oil Company invariably carry sufficient insurance on their buildings and contents to cover any losses which may be sustained.

H. S. HOWLAND, Sons & Co.

WHOLESALE HARDWARE,

37 Front Street West, . . . Toronto.

BINDER CORD.

RED CAP.

PURE MANILLA AND MIXED.



The Beaver mine shipped recently thirty-eight barrels of silver ore and concentrates, valued at \$34,000.

Mr. John Reid, of Westminster, B. C., has placed a large order for machine tool, from the London Machine Tool Co.

Bain Bros., waggon manufacturers, formerly of Woodstock, have commenced preparations for manufacturing in the old Harris building in Brantford.

One of the owners of the Chandler iron mine, Vermillion range, has returned from a trip to the Aikokan district, and is much pleased with the prospects.

The master plumbers of Toronto and their families had an enjoyable outing on the 7th inst. They went by boat to Oakville and pic-nicked in one of the popular parks of that town.

An English syndicate has purchased lands in the vicinity of Lime Lake, near Kingston, and intend manufacturing marl into cement, and carrying on other industries. The erection of large buildings has been commenced.

A few evenings ago Mr. Miller, an employe of James Smith & Son, hardware men, Brantford, was made the recipient of a complimentary address by the employes of the firm on his departure from the ranks of the bachelors. Ald. McCann presided.

At an adjourned meeting held on Monday afternoon, Mr. D. W. Clendenan executed an agreement to convey about five acres of land as a free gift on which to erect the buildings required for a large hardware factory, employing about 200 hands, which is estimated to cost about \$65,000, and be built of brick with metal roofs, in East Toronto. Other large property

holders have promised to give grants of land or money in aid of this enterprise, so that prospects thus far are extremely favorable.

The heating of the new Upper Canada College building on Avenue Road, in this city, has been open for tenders for some time. It has not yet been announced to whom the contract is awarded, although the time within which tenders were to be made has been up some days. It will be a large contract.

A Calgary despatch says:—Sneak thieves broke into Chapman's hardware store on Sunday night, getting twenty dollars from the till. The police state there are over twenty noted crooks in town, who have followed up the races, and came from British Columbia. Special police will be sworn in at once for race work.

The convention between the Postmaster General of Canada and Japan, for the establishment of a direct parcel-post service between Canada and Japan, commences Oct. 1 next. Due announcement will be made of the manner in which this service is to be carried out. Vancouver will be the Canadian point of distribution.

Rubber and copper are the two articles, and almost the only two, which have made an unexpected advance in the past six months. This is, of course, because both are in demand in electrical extension of all kinds. But while copper has risen 70 per cent. over the lowest prices of last year, rubber is now but 25 per cent. higher than in July, 1888 and 1889, and 80 per cent. higher than five months ago.—Iron Age.

At Liverpool, near Halifax, the other morning, James Warman, clerk in Colin Campbell's hardware store, set fire to some powder which was spilt on the floor, and a moment later a keg of powder exploded and the building was wrecked and set on fire. The front of Forbes and McNutt's store on the other side of the street was blown in. War-

man will probably die, and another boy was badly burned. The fire was extinguished. Loss, \$1,000.

A trader in a Maine village is said to have a habit of making change, on certain occasions, somewhat after the following formula: "Twenty-five and twenty-five is fifty, and ten is sixty, and ten is seventy, and ten is eighty and twenty five is a dollar," and then throwing the handful of change down on the counter. He says it would surprise one to see how many will sweep that change on the counter with a rapid motion and put it out of sight in a dark pocket.

A number of gentlemen went down to the Toronto Electric Light Company's works the other evening to see a belt of steel wire driving one of the great dynamos, instead of the usual double leather belt. The belt is a specimen of the Midgley Wire Belt Company's product. It is made at Beaver Falls, Penn., and Mr. Lewis E. Peake, of 32 Church street, in this city, is negotiating for the sale of the Canadian patent and also for the formation of a company to manufacture the belting in Toronto. This belt was seen at the Exhibition last year. It is made of linked steel wire and is about nine times stronger than leather of equal weight. It is as cheap as double leather belting, and on account of joinings making it an endless belt and the air coming through it freely it has a grip on the pulley that is an immense advantage.

BUSINESS CHANCE.

FOR SALE IN THE TOWN OF BRACEBRIDGE, good hardware, stove, tinware and furniture business, established 21 years, will be sold cheap, also dwelling house. Satisfactory reasons for selling. Address

R. DANIELS,
L. Box 89, Bracebridge.

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IN THE
HARDWARE

When writing to our advertisers please inclose the above.

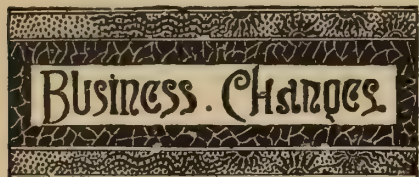
J. W. PATERSON & BRO.,

TORONTO AND MONTREAL.

MANUFACTURERS AND IMPORTERS.

Roofing Material, Building Paper, Plaster, Cement, etc.

We have just received a large consignment of Best Quality English Portland Cement and Scotch Fire Brick, which we offer to the Trade at close prices. Please write for quotations.



ONTARIO.

Comber — Keith, Wm., general store, burnt out.

Leamington — Boyle, J. J. (estate of) grocery and crockery, stock, etc., advertised to be sold by auction on 14th inst.

London — Lawrason, P. M., oil, burnt out, insured.

Maxville — Campbell, C. B. & Son, general store, stock, etc., advertised to be sold by auction on 13th inst.

Ottawa — Chandler, Henry, plumber, assigned in trust.

Phelpston — Duffin, H., general store, assigned to H. Barber & Co., Toronto.

Seaforth — Irwin, Sidney, machinist, assigned to L. A. Brink.

Tara — King, J. J., (estate of) harness maker, stock, etc., advertised for sale by tender.

QUEBEC.

Aylmer — O'Reilly, E., general store, assigned in trust.

Montreal — Chaput, A., hardware, stock, etc., advertised to be sold by auction on 14th inst.; Prowse, Leonard, tinware and grocery, de-mand of assignment.

Tadousac — Bourgoing, Francois, general store, assigned in trust.

NOVA SCOTIA.

Bridgewater — Dawson, Robert & Son, lumber and general store. Admitted J. H. Dawson, partner. Style now Robert Dawson & Sons.

Englishtown — Morrison, Angus B., general store, deceased.

Pugwash — McLeod & Ross, tinware, etc., Douglas McLeod & Thos. F. Ross co-partnership registered August 2nd, 1890.

The United States will shortly have two sizes of postal cards, which will be a great convenience for many people who do not wish to write a letter and cannot say all they want on a postal card.

WAKE UP YE MONTREAL BOYS

One of our dealers in bar iron stated a few days ago that the Ontario Rolling Mills Company of Hamilton is selling bar iron right under the noses of our local mills, and beating them hollow. This is strange if true considering that our city bar iron manufacturers have \$1.75 in their favor in the freight of the scrap iron alone, which they use in the manufacture of bars, and how the Hamilton mill can usurp such a large portion of the bar iron trade in Montreal and neighborhood is a mystery. One dealer endeavored to explain the enigma by stating that the Hamilton mill had a great advantage by always having a large stock on hand for the convenience of its customers, whereas the Montreal mills appear to limit their manufactures to actual orders only, and consequently have not the facilities of supplying orders as the Hamilton mills have at a minute's notice. It is to be hoped, however, that the Montreal mills will in future be in as good a position to supply the Montreal trade, as is the Ontario Rolling Mill Company of Hamilton. The fact that the Hamilton mill is supplying orders that should never be allowed to go past our city mills, has caused a good deal of comment in the trade here of late.—Trade Bulletin.

CEMENT FOR MECHANICS.

A steam pipe cement can be made with linseed oils, varnish, ground with equal weights of white lead, oxide of manganese and pipe clay.

A cement for cracks in stoves and other iron-ware is finely pulverized biroxide of manganese, mixed with a strong solution of silicate of soda, to form a thick paste. Fill the crack and heat slowly.

Another cement for the same purpose is dry clay, four parts; borax in solution, one part.

Elastic cement is made from caoutchouc dissolved in chloroform, with or without powdering gum mastic.

A fire-proof cement: Twenty parts of fine river sand, two parts litharge, one part of quick lime; linseed oil to form a paste; applied to oil it becomes stony hard.

A cement for joining metals: Into 90

parts melted resin stir 15 parts of burned umber, 7 1-2 parts of calcined plaster of Paris and four parts of boiled oil. After powdering them as finely as possible, mix together with water into a paste one part of borax, one of sea salt, two of peroxide of manganese, four of fine iron filings (free from acids) and nine of well dried and pulverized clay, gasfitting resin brick dust.

A good waterproof cement for glass is made by mixing well together litharge, three parts; white lead three parts; plaster of Paris, three parts; powdered resin, one part; each by measure. When about to use the cement make this mixture into a paste with boiled linseed oil. The consistency of the paste will depend upon the quantity of oil used in making it up. It will set hard in the course of three days and is an excellent cement for glass aquariums, and for cementing glass to wood where this is liable to be exposed to damp.—American Engineer.

The official copy of the customs tariff published by the department is now printed, and will be immediately forwarded to collectors and other officers of customs.

Important to the Paint Trade.

TORONTO, May 16, '90,

To W. H. COTTINGHAM,

Montreal.

Kindly send us one box MANDER'S CARMINETTE, per express at once for Toronto Street Railway Co. WE LIKE YOUR COLOR AND WILL USE NONE OTHER.

(Sgd.) J. J. FRANKLIN,

Supt. T. S. R'y Co.

E. R. C. CLARKSON

TRUSTEE AND RECEIVER

In affiliation with TORONTO,

JNO. B. CLARKSON

Temple Buildings, - - - MONTREAL.

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,
HAVE IN STOCK
Linseed Oil, Castor Oil, Glue,
and General Painters' Supplies.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

THE
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We Guarantee our Tarred Paper NOT TO STICK.

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FOR FURTHER INFORMATION
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THE MILLS, Campbellford, Ont.

**COMMERCIAL TRAVELERS
 ABROAD.**

We have heard diverse opinions expressed as to the real value of the commercial traveler, or "drummer," in the home markets, and have had well authenticated instances pointed out to us of business built up chiefly by aid of these enterprising agents, and of businesses prospering quite independently of such assistance. However much the "drummer" may be a controversial subject at home, there is no question of his value, when properly trained and properly equipped, abroad. Even were we in this country to refuse so much to his credit, other nations readily concede his usefulness as a commercial adjunct. Indeed, so highly is he valued by leading European countries that certain of the governments have made him a special study, have put the whole consular and diplomatic machinery in motion on his behalf, and have devoted considerable government literature in discussing him, his ways, his trials and his opportunities.

The latest effort of this description is the publication by the British Foreign Office of dispatches from Her Majesty's representatives abroad, giving the laws of the various countries in which they are located respecting commercial travellers. These refer to extra-European countries, and show from the diversity of regulations disclosed how necessary such a comprehensive grouping of

the information was. In a number of countries there are no restrictions on commercial travelers; they are as free to pursue their business as any other foreign visitors. Although these countries do not take rank as advanced nations, from a commercial point of view, their liberality in this direction, whether accident or foresight, is undoubtedly advantageous to them. The countries thus distinguished are Chili, United States of Colombia, Ecuador, Egypt, Morocco, Persia and Peru. Japan also might be included, were it not that under existing treaties no foreigners can travel in the interior of the country for trade. In the open ports they are allowed full liberty. In Mexico the Federal Government levies no taxes, but certain of the provincial authorities require commercial travelers to notify their arrival, and to take out monthly licenses. For these the fees vary from two and a half to twenty dollars. In Buenos Ayres, where the enterprising "commercial" must lately have been enduring trials quite outside of their usual experiences, they are compelled to take out a broker's license, "inasmuch as their occupation or business is no other than the itinerant sale of merchandise in consideration of a commission which they receive from their employers." This license does not extend beyond the capital. In the provinces of the Argentine Republic the traveler becomes subject to local regulations, and these are so varied and so difficult to trace that the British

Government does not attempt to explain them. Brazil makes little account of the commercial travelers, drawing no distinction, in fact, between the dignified "drummer" seeking orders for cases of goods by the score and the petty peddler tramping the country with his small wares and notions. Nor has the British Government been successful in its efforts to show the Brazilian authorities the difference between the commercial traveler and his less distinguished fellow-trader.

The reports show that the "drummer" in this country has been the cause of much trouble and litigation, even bringing the State laws into collision with the Federal Constitution. The Maryland authorities, for instance, embodied a provision in its State Code that that no person not being a permanent resident could act as drummer without taking out a license which cost three hundred dollars. In Tennessee drummers were either fined or imprisoned when they declined to be taxed or take out a license. The Inter-State Commerce Act, however, pretty well relieved "drummers" of further troubles of the above character. In the report under notice, Texas, of all our States, is named as the only one where a license is required, this being in the shape of annual fees of fifty dollars. —N. Y. Bulletin.

Mr. E. A. Thompson, Toronto, has been appointed to the position of Inspector of Leather and Hides, rendered vacant by the death of James Pepler.

BIG RAILROAD EARNINGS.

One would think by the great cry of United States railroad magnates that their was danger of Canadian roads' bringing them to bankruptcy.

Poor's Manual gives the following : The total amount of gross earnings reported by the steam surface railroads in operation in the United States in 1889 equaled \$992,856,856. If the gross earnings of the elevated railroads in the cities of New York and Brooklyn, \$10,879,740, be added, the grand total amounts \$1,003,736,596. This sum is 50 per cent. greater than the public revenues of the United States, and almost equal to the public debt of the United States. The figures show a healthy state of growth in gross earnings and a small reduction in the average ratio of expenses to earnings. Compared with 1888, gross earnings increased \$43,480,326, to which increase the elevated roads contributed \$1,245,478.

The largest increases in earnings occurred in States west of the Mississippi and east of the Rocky Mountains. The amount of net earnings for the year is a trifle smaller than in 1888. The floods in 1889 contributed largely to this. In 1889 the total investment was \$9,680,942,249.

Of the 161,397 miles of railroad in operation at the close of the year 1889, 5,751 miles were constructed during the year. The rate of increase is 4.06 per cent. In 1889 there were 8,000 miles of railroad not in operation at the close of the companies' fiscal year. The tabulations presented in the manual for 1889 do not cover the same period as in 1888, owing to the adoption of the Interstate Commerce Commission's fiscal year by a large number of railroads throughout the country. If the railroad companies continued to report for the same fiscal years as formerly these great totals would be increased, and a conservative estimate places the probable earnings for the year under such conditions at \$1,070,000,000.

The results as above should gratify the most grasping monopolist in the world but that Yankee "Paw" has no limit to its grasp seemingly. The N. Y. Central R. R. running from New York City to Buffalo, a little over 400 miles, reports gross receipts for ½ year about eighteen millions dollars, equal to the gross receipts of the G. T. R., C. P. R. and I. C. R. combined in the same time, and only one million less than the gross receipts of the Dominion government. If figures prove anything it must be jealousy alone that influences these attacks on Canadian roads.

DUNNING POSTAL CARDS.

An Act was passed by Congress less than two years ago making it a criminal offence to mail a postal card containing written or printed matter of a "libellous, scurrilous, defamatory or threatening character, or calculated and obviously intended to reflect injuriously upon the character or conduct of

another." The penalty for a violation of the law is a fine not exceeding \$5,000, imprisonment for not more than five years, or both fine and imprisonment.

Under this statute a St. Louis business man was indicted for mailing these two postals to a customer :

Please call and settle account, which is long past due, and for which our collector has called several times.

To this the customer evidently paid no attention, as the following was sent to him six days later :

You owe us \$1.80. We have called several times for same. If not paid at once we shall place same with our law agency for collection.

The United States District Court holds that the sending of the first was not, but that the mailing of the second was a criminal offence. The reason given for the distinction is that the second contained a threat to sue, which was "both calculated and intended to humiliate and injure the person addressed in public estimation," while the first was not open to this objection. Of the first Judge Thayer says :

The language employed is not of a threatening character, and, in my opinion, no jury would be warranted in finding, in view of its contents, that it was obviously intended by the writer to reflect injuriously on the character or conduct of the person addressed, or to injure or degrade him in the eyes of the public.

It is true that it contains a demand for the payment of a debt and says that it is long past due and that a collector has called several times, but it is couched in respectful terms and no intent is apparent to put it in such form as to attract public notice or to make it offensive to the person addressed.

In view of this decision, which the New York Herald thinks is carrying the law to an extreme hardly warranted, business men will find it prudent either to inclose demands for money in sealed envelopes or to be careful about what they write on postal cards.

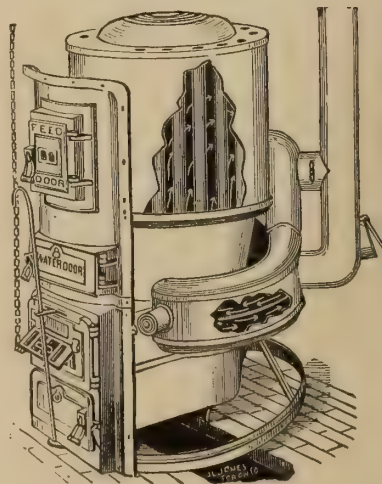
MACHINE OILS.

Says a correspondent of the American Machinist : "I inquired once from a well-known manufacturer of lubricating oils, who went scientifically into the business—would we could say the same of all oil fiends—whether it was not a fact that the thick oils themselves needed to be lubricated, and he replied that it was so, and that he himself believed, that by a proper admixture of a thick oil and a thin one, there was obtained a lubricant of a compound nature, containing particles of heavy oil, which carried the heavy pressure of the bearings, and between these heavy particles the lighter oil formed an inner lubricant, assisting the heavy oil to roll freely against its own fellow-molecules. The idea, coarsely, is simply that of ball-bearings. A ball bearing on, say, a bicycle, is a powerful reducer of friction, but no bicycle rider would run even ball bearings without oil, for this lubricates the individual spheres where in contact, as they often are, and so with a mixed oil the heavy particles may be taken to represent the balls, and the lighter ones the oil between them."

As a want of uniformity exists at different ports in the treatment for duty or otherwise of packages containing "grease" and other similar articles, a circular has been forwarded to all collectors notifying them that "all packages in which goods are commonly placed for home consumption, and every package being the first receptacle or covering enclosing goods for purpose of sale" are, whether they contain free goods or not, subject to duty at their actual or proper value. The only packages (covering goods whether free or dutiable) which are exempt from duty are "the usual and ordinary packages in which goods are packed for exportation only, according to the general usage and custom of trade."

A customer secured is a promise of greater salary in time.

A reputation for truthfulness is indispensable to permanent and satisfying success.



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Hot Air Furnaces and Registers.

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BEST VALUE IN THE MARKET.

Estimates and Illustrated Catalogue sent upon Application.

IMPROVED PATENT ASBESTOS FLOOR & PARTITION CROCKS.



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Iron and Brass Valves, Inspirators, Injectors, Ejectors, Revolution Counters, Engineers' Clocks, Steam and Hydraulic Gauges, Wrought Iron Pipe and Fittings, Soil Pipe and Fittings, Lead Pipe, Sheet Lead, etc.

Also keep always in stock full lines of

Sanitary Earthenware, Water Closets, Wash Basins, Etc.

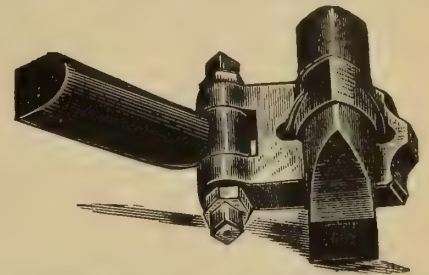
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Whenever you see this Trade Mark on a Stove or Furnace you may be certain it is the very best article that can be had for the price asked.

We ask the Trade to examine our new Steel Dome Furnaces either direct draft or with low radiator, it will pay them. New designs and sizes in Registers and Stove Boards.

Identify yourself with one line of First-class Stoves and you will control the trade of your Town.

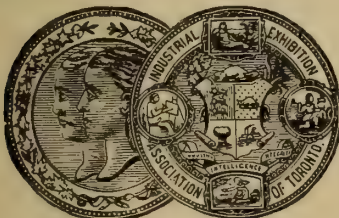


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GLASS IMPORTERS,

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THOS. DAVIDSON & CO.,

11 FRONT ST. WEST,

Offer the following Seasonable Goods, viz.:

Stove Pipe Elbows, Patent Stove Pipes,

Art Stove Boards, Coal Shovels, Coal Hods,

—AND A—

FULL LINE OF STAMPED AND JAPANNED WARE.

Write for Appendix to our Catalogue---Now ready.

MARKETS

TORONTO, Aug. 15, 1890.

The hardware trade this week has shown no feature of special interest, nor has there been anything to cause any changes in prices. Business has been very dull, unusually so, and there are at present no signs of any immediate improvement. Travellers who are on the road report that merchants absolutely refuse to do business, although they do not appear to be over-supplied with stocks. However, the general feeling in retail circles is that it is better to await the outcome of the crops before placing orders. If they turn out well there can hardly help being an immediate revival of trade, as merchants will be in absolute need of the goods, having allowed their stocks to run down considerably. Such a revival of business may reasonably be expected to result in an advance in prices, first, because wholesalers have not large stocks on hand, and next because present figures in some lines are below the cost of importation. A few of the stronger retailers have placed some orders for future delivery, getting the benefit of present prices, but they are not many, and their action has had little if any effect upon the general trade.

Harvesting is now pretty general throughout the country, and it will soon be known just what the yield is. Late reports have been generally favorable, and some damage scares have been shown to be without foundation. The business outlook is certainly better than it was a year ago, and with favorable weather for harvesting operations, we can safely depend upon a pretty good all round crop.

There has been no improvement in payments this week, and money still continues to come in very slowly. While a falling off in remittances is usual at this season of the year, it has been more noticeable this year than before, and merchants can only wait till the crop is marketed before hoping for better times.

IRON AND STEEL.

There has been no change in the local market, which is more than usually inactive. Stocks, however, are light, and it would look as if there would have to be a resumption of business soon. Prices are just steady in most lines, but hoops and bands are easier at \$2.87½ to \$3. Pig iron warrants are up again, having advanced about 2s., and are now cabled at 48s. 4d. English makers have dropped their prices for steel ship plates to £6 5s, but other steel prices are unchanged. The threatened strike in the Scotch steel trade has been averted through the smelters agreeing to a reduction of 5 per cent. The English manufactured iron market is quiet. English mail advices say:—Stocks in Connal's stores were drawn down 25,000 tons during July and compared with 1889 show a reduction of no less than 335,000 tons. Shipments, on the other hand, have been unusually large, amounting to the 30th ult. to 273,000 tons, against 239,000 tons to the same date last year, which was also an exceptionally good one in this respect. Very little has been done in the manufactured iron and steel works during the past fortnight owing to the annual holidays, but it is understood makers have recently secured some good orders, and the outlook is considered encouraging. At Middlesbrough the market has been quiet and firm. Three weeks ago, when the "bears" of Cleveland iron were badly

squeezed, having at one time to pay 46s. 6d. for them, 8,500 tons were sent into Connal's stores in one week to meet the demand; but so soon as the temporary pressure ceased, iron at once commenced to go out of Connal's stores again; and the quantity now held is 93,000 tons, comparing with 196,000 at the same date last year. Shipments from the Tees are well maintained, considering the relative cheapness of Scotch iron; and the prospects of the trade on the whole are encouraging. There is decidedly more doing in manufactured iron and steel, several orders for new vessels having recently been placed in the district, and shipping orders for the East being also more plentiful owing to increased demand following on the higher rates of exchange with silver using countries. Wages will now be reduced 2½ per cent. under the sliding scale arrangement, which will also favour manufacturers. Prices all round are slightly firmer.

TIN AND TIN PLATES.

The market for tin plates is likely to be affected at no very distant date by the strikes in Wales, if a settlement is not immediately effected and in fact even now cable quotations are quoting 6d. to 9d. higher on both cokes and charcoals. A strong feeling prevails in the tinplate trade on the other side. Makers keep well sold up and many have advanced their prices 6d. Some are holding cokes at 14s. 9d. and buyers are bidding rather fuller. The stock at shipping ports is now 361,403 boxes, against 342,000 boxes at the corresponding period last year.

Ingot tin is no more active than a week, moving out of store very slowly, at, however, steady prices. Prices in England have improved somewhat. The difference between cash and forwards has been very narrow at times, showing that available stocks are well held since the reduction last month of 1000 tons in the total.

CANADA PLATES.

It is not unlikely that Canada plates may also feel the effects of the strikes on the other side, and deliveries be somewhat delayed. The local market is in exactly the same position as last noted. Prices are not steady, for while some dealers are endeavoring to maintain full values, others are going below current quotations. Consumers some of them are holding off awaiting the outcome and hoping that there may be further declines in the near future.

SHEET IRON.

Stocks of sheet iron held here are rather light and dealers on that account are not very much disposed to grant concessions. The demand for it, however, is not active, and the market is without particular feature.

GALVANIZED IRON.

Galvanized iron is moving out, although were building operations more active there would be a better demand for this. Prices are fairly steady, except, as before noted in some outside brands, which are now being put upon the market and for which concessions are being granted.

AGRICULTURAL IMPLEMENTS.

There has been a good demand for these from the North West, according to the Winnipeg Commercial, which says: "dealers are right into their busiest season and are rushing out binders and binder twine as fast as they can handle it. The demand for mowers and hay rakes is about over. The local retail trade in the Winnipeg district for mowers was very large this year. Stocks in the city were exhausted, and dealers were obliged to call back stocks from country points where they had a surplus to supply the retail trade here. In this way the

local demand was supplied. A good many orders for twine and binders have been cancelled from the hail-stricken region; this will help out the supply of twine. A small quantity of twine has been imported from the States, which will also increase the supply here over what was formerly counted upon. There was some talk among dealers about advancing the price of binder twine, but it has not materialized, and the retail price holds at 17c. per pound, with 16 to 16½c. for large orders."

ZINC AND SPELTER.

Zinc and spelter continues very firm, in fact they are about the only metals that do show any particular degree of firmness. They are in quiet demand, however. Ordinary Silesian spelter is cabled at £23 10s. with the market steady under a fair demand.

COPPER.

Copper is moving out slowing, and is entirely without feature. Sheets are steady, and are more enquired for than ingot. The English market is quiet at present. Consumers wants appear to be well satisfied for the moment, and little fresh speculative interest is entered into at present prices.

LEAD.

The market is quiet but steady here, although firmer abroad, where soft Spanish is quoted at £12 17s. 6d. with more doing.

STEEL RAILS.

The cable says: There is only a moderate business and prices are without change. Heavy sections quoted at £5, and light sections £5 15s. @ £6, f. o. b. at N. W. England shipping point.

SCRAP METALS.

The local market is very quiet, and supplies are coming in slowly. Wrought scrap is firm on the other side at 53s. to 55s. per ton f. o. b. London. Prices for wrought scrap in Montreal are between 3 and 4 per ton better than here, and one or two dealers are said to be quietly accumulating the stuff here with the intention of shipping to Montreal when opportunity offers. Cast scrap is unchanged, and brass and copper are dull and featureless. Dealers' prices are as follows:—No. 1 heavy scrap, 60 per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap, 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 25c.; new scrap copper, 10c.; heavy scrap copper 10½c.; old copper bottoms, 8½c.; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 9c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2½ to 2¾c.; country mixed rags, \$1 to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PAINTS AND COLORS.

There are no changes in prices to be noted this week. Linseed oil is moving out steadily at last week's decline. No more stock has come in, but still supplies are large enough to enable merchants to fill all orders. From advices received from the Canadian crushers this week it is learned that they will probably be in a position to deliver oil before the end of the month, although they say that they have none on hand at the present time. The trouble with them has been the want of seed, and it would not pay them to import the seed and crush it here. A circular from Anderson, Bell & Co., London, dated Aug. 1, says, regarding linseed oil: "As we ventured to suggest, the fall in linseed oil a month ago was not warranted, and the recovery expected promptly occurred, the market being now nearly 1s. higher. The feeling is quiet but steady, and we don't look for much variation up or down at present." Any advance or decline in the Old Country, however would have no immediate effect here as stocks have long been ordered, and most of them have already

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Steam and Water-Power Pumps

FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP CONDENSERS

FOR ATTACHING TO

High Pressure Steam Engines,

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GREAT ECONOMY

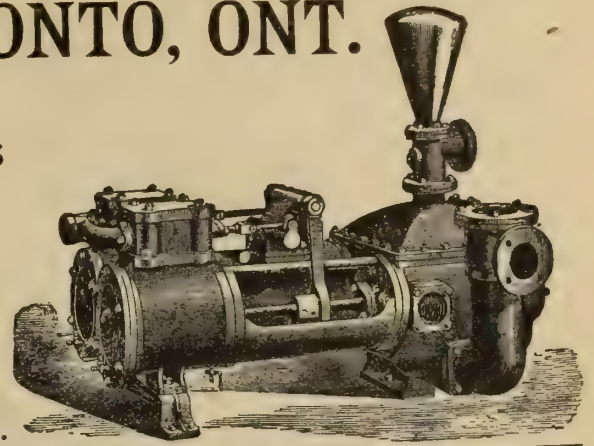
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FUEL AND POWER

GUARANTEED.

Prices and particulars on application.

OFFICE AND WORKS: Corner Front and Parliament Sts.



MARKETS—Continued.

arrived here. Turpentine is unchanged in price, but the feeling is rather firmer. Stocks are getting low, while no fresh supplies have been received. Some small lots are on the way, but these are not expected to help the market much. The high prices asked in the south lately have prevented merchants from ordering very largely, and even when the expected supplies arrive the market will hardly be more than adequately stocked. Castor oil is moving out freely at $10\frac{1}{2}$ c. in case lots and 11 to 12 c. in smaller parcels. London mail advices say that "Calcutta is much wanted, any arriving being eagerly bought up. French continues to offer best value." Prime castor oil would cost about \$10.65 to lay down in Montreal. Glue and paris green are featureless. Prepared paints are moving slowly and the present business is mostly in barrel lots.

HIDES, ETC.

HIDES—No change has been brought about by the week's business just passed. Receipts are few and prices firm. Cured are $6\frac{1}{4}$ c., green cows' $6\frac{1}{2}$ c. for No. 1, $5\frac{1}{2}$ c. for No. 2, and $4\frac{1}{2}$ c. for No. 3.

TALLOW—Is 2 c. for rough and $5\frac{1}{2}$ c. for rendered.

WOOL—Is 21 c., and in fairly good receipt.

NEW YORK MARKETS.

NEW YORK, August 15, 1890.

Local sources of importation are unproductive of facts indicating any change of sentiment in the iron and steel trades, and reveal no increase in actual transactions or inquiries for either finished productions or crude materials. The advices at hand from other centres are likewise devoid of new or particularly interesting feature; and it is remarkable also that the position of sellers, as well as the movements of buyers, bare no trace of changed conditions. In point of fact, the term "quiet but steady" would appear to fully describe the conditions of the market. London cables are suggestive of renewed speculative interest there, and assert that a syndicate has secured control of warrants with the intention of forcing prices higher. There is also some indication of a better feeling on the general line of minor metals; but, aside from a rise on tin plate, the stronger speculative tendency does not appear to find reflection in the legitimate branches. The alleged English speculative "boom," it may also be remarked,

is without the slightest effect upon any branch of the American iron or steel trades.

OLD IRON.

Old iron is without change, the demand being moderate and the supply on offer unimportant. About \$24.50@25.00 for tee rails, \$25.50 for double heads and \$21 for wrought scrap appear to be about present market value.

STEEL RAILS.

At a recent meeting of associated manufacturers, it was agreed to increase the allotted



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Portland Cements,
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Galt Rag and Metal Co., Dealers in Rags, Bones, Scrap Iron, Copper, Brass, Lead, Zinc, Scrap Rubbers, Paper Stock, &c. Highest Cash Prices Paid. Orders by mail will receive prompt attention. Galt, Ont.

We manufacture the greatest variety of Stave, Market and Satchel Baskets and Fruit Packages, of any establishment in the Dominion.

Write for Illustrated Catalogue and Price List.

The Ontario Basket Co., Limited,
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Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont.

NEW YORK MARKETS.—Continued.

production of steel rails 250,000 tons, or to 1,440,000 tons for the year. Apart from this nothing new was reported in the rail market. Orders coming in at the present time are chiefly for unimportant quantities, and are taken chiefly at prices on the basis of \$31.50 @32.00 at mill, for standard sections. Desirable orders for winter delivery, it is believed, would be taken at \$31. Steel billets are said to be sold at a slight concession from recently quoted prices, but otherwise there is no visible change on miscellaneous steel.

TIN.

Not a single speculative trade in pig tin has been recorded on the Metal Exchange since Friday last, and we learn of none outside. Purchases by jobbers and consumers have also been on a moderate scale. Even London quotations have remained practically stationary. Under the circumstances, it is hardly necessary to remark that prices here have undergone no change. Straits is still difficult to obtain at less than \$21.10 in 5-ton lots, and smaller quantities are held at \$21.20 to \$21.30. Ten lots are quoted at 21c. asked and \$21.85 bid. London cables were £94 5s. for spot and £94 15s. for futures.

COPPER.

The copper market is without change further than that 14½c has been accepted for small lots of common casting brands. Lake Superior ingot can still be had at 17c and Arizona at 15½c for prompt and near future delivery. Consumers are buying in a very indifferent manner and speculation seems to be practically at a standstill. London cables show rather more firmness there, quoting merchant bars at £58 prompt and £58 5s future.

LEAD.

Pig lead has ruled firm at 4½c per pound here, but the present movement is moderate and there is no sign of improvement in the local demand from consumers. The firmness, in fact, appears to be due chiefly to the position of holders.

SPELTER.

Spelter is scarce on the spot and a carload of prime Western brought 5.55c. Future shipments are not as freely offered as they were last week, and 5.50c is considered a close price.

TIN PLATES.

Charcoal and terne plates are let go from store at old prices, the demand for that class of goods being moderate. Cokes are decidedly stronger, however, at 10 to 15c advance, under the influence of higher cost in the foreign market and moderately active demand from canners and oil packers.

MONTREAL

MONTREAL MARKETS.

AUG. 14, 1890.

IRON AND HARDWARE.

The market is characterized by the same feeling of strength, and information from primary markets is of an unchanged nature indicating a further upward tendency, while freights in which we noted an advance last week continue firm and there is a prospect that they will go higher in the near future. In view of these facts the feeling here is strong while there has been a fair business so far for forward delivery, and the outlook

for the fall is very good on the whole. There is no change in prices as yet, but, we know of transactions involving several large lots of pig at outside quotations, on a basis of \$22 for Summerlee. In other lines the same feeling is noted, Tin plate especially being very firm in sympathy with the English market, which is active under further American buying and prices here are quoted firm at \$3.80 to \$4.50 for coke and \$4.00 to \$4.25 for charcoal. Bar iron sales steady and we have no change to cite. On the whole the feeling is distinctly steady and with stocks admitted to be light all round in consequence of cautious buying, the prospects are against any reduction.

NAILS.

The nail market rules about the same, and although there is still talk of cutting we think that a \$2.45 bases fills the bill in every respect.

CHEMICALS AND DYE STUFFS.

The market rates are unchanged and there is an absence of business under cases which we have mentioned before. That is the dealers are disinclined to do anything at the moment owing to the unsettled position on the other side, and we are not prepared to quote on any line in quantity receipt at very outside figures owing to the uncertainty regarding values in England in consequence of the proposed "Leblanc" union. Therefore, although there is some little quiet trade doing it is unimportant.

PAINTS AND OILS.

The oil market is without change since our last issue, and the features that we noted a week ago have not been subject to any alteration. The tone is firm all through and there is no alteration in quotations to record. Linseed has been moved at 69c. for small lots of raw, while boiled is quoted at 70 to 72c. Fish oils remain the same, and steam refined pale seal is just as it was, prices running from 52½ to 55c., the outside for small lots as it is certain that shading would be done on round lots. Castor oil is steady, and cod liver is unchanged at 60 to 70c. In colors the feeling is steady and white and red lead are unchanged.

GLASS.

The glass market has presented no new feature since our last and prices rule unchanged at \$1.40 to \$1.50 for first and \$1.50 to \$1.60 for second week and so on in proportion.

CEMENT AND FIRE BRICK.

The cement market is very firm in sympathy with a strong home market and steady freight rates. A considerable quantity will be absorbed in public works here which has also tended to stiffen prices to the general trade. Good English brands in round lots are quoted at \$2.45 to \$2.65 and Belgian at \$2.35 to \$2.45. Fire bricks are moving freely in moderate lots at \$20 to \$25 per 1000.

NAVAL STORES.

The business in naval stores continues very quiet being made of a few jobbing sales. Turpentine is reported slightly easier in the South; but 62 to 65c. continues about the idea here. The stocks here are fairly large, and quite sufficient for the demand. We quote: Turpentine, 62 to 65c.; rosins, \$2 to \$3 as to brand; coal tar, \$3.25 to \$3.50; cotton waste, 5½c. for colored and 7 to 10c. for white; oakum, 5½ to 7½c. and cotton oakum, 10 to 12c.

PETROLEUM.

A fair business has been moving in refined oils during the week. The Canadian oil is steady at the advance previously noted notwithstanding the fact that crude has de-

clined to \$1.32 per barrel. We quote Canadian 13c. in car lots at Petrolia and 15½c. in Montreal. American 23c. in car lots, and 23½c. to 24½c. for lots of 10 bbls. to one barrel. American benzine is quoted 23¼c. to 25c. according to the size of the order and Canadian at 14½ to 15c.

POINTS ABOUT ADVERTISING

John Wanamaker says: "I never in my life used such a thing as a poster, or dodger, or handbill. My plan for fifteen years has been to buy so much space in a newspaper and fill it up with what I wanted. I would not give an advertisement in a newspaper of 500 circulation for 5,000 dodgers or posters. If I wanted to sell cheap jewelry or run a gambling scheme I might use posters, but I would not insult a decent-reading public with handbills. The class of people who read such things are poor material to look to for support in mercantile affairs. I deal directly with the publisher. I say to him, 'How long will you let me run a column of matter through your paper for \$100 or 500?' as the case may be. I let him do the figuring, and if I think he is not trying to take more than his share, I give him the copy. I lay aside the profits on a particular line of goods for advertising purposes. The first year I laid aside \$3,000; last year I laid aside and spent \$40,000. I have done better this year, and shall increase that sum as the profits warrant it. I owe my success to the newspapers, and to them I shall freely give a certain profit of my yearly business."—Indian Rubber World.

The beautiful lithographic view of the works of the Canadian Rubber Co. and its branch offices is the latest addition to HARDWARE picture gallery. For this the office is indebted to Mr. Walker the western representative. It is the work of the Sabiston Litho. Co., Montreal.

There is a good opening in Woodstock for a live hardware man. Mr. McBean is offering his business for sale having decided to try the manufacturing line. This is a good chance, it is the best stand in town, a fine business done there comprising both general hardware, stoves and furnaces.

The Peterboro Lock Co'y have secured a large interest in the patent for a new Pulley Sash Balance and are the sole manufacturers for it in Canada. They will have it on the market by September 1st and it is expected to take at sight. In fact many orders have been booked without it being seen, the parties having been advised of it from the States where it has gone into general use. This Balance does away with ropes, weights, pulleys and ketches of all kinds, and works to perfection on any window. It raises and lowers easily and noiselessly and is stationary at any point desired by the operator. No hardware store should be without this Balance when put on the market.

Restore goods to their proper places as soon after using as possible.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

TRADE
"EASTLAKE"
MARK.

Metallic Shingles.

Price List and Catalogue sent on application

The Metallic Roofing Co. of Canada
[Limited.]

Rear 84, 86, 88 and 90 Yonge Street,
TORONTO.

Electric Supplies for Electric Lighting, Electric Bells, Wire Annunciators. Contractors for Electric Work.

HENRY S. THORNBERRY & CO., 39 King St. W. Toronto.

Clarke's Common Sense Sliding-Door Hanger

Slides back and forth with a more Graceful and Easy Motion and with less noise than any other Hanger.

With this hanger there is :

No Side-draft.
No Kicking.
No Flanges on the wheels.

No Jumping the Track.

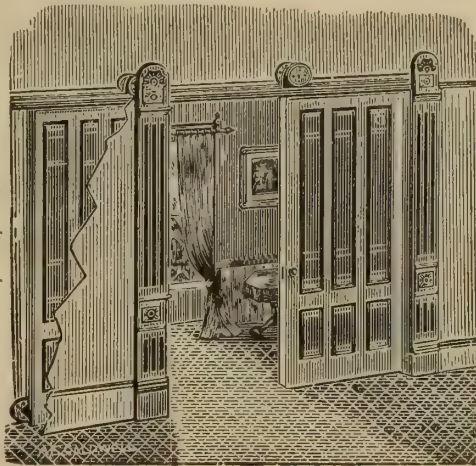
No Inaccessible Tracks in the Pockets.

No Tearing Down of Lath and Plaster.

No Dead Weight of heavy doors constantly hanging to the track.

No Tracks to be put in until ready to hang the doors.

No False Pockets in the Tracks for either



Single or Double Doors.

Doors equipped with this Hanger are suspended at the upper front corner and supported or rest upon a single roller secured to the lower inside corner, perfectly balanced, moving easily.

Common Sense Hangers can be applied to doors that have been hung with any other hanger without removing the plastering, woodwork, or any of the sheathing of the pockets, or creating any muss whatever.

MANUFACTURED BY

THE PETERBOROUGH LOCK MANUFACTURING COMPANY,
PETERBOROUGH, ONT.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

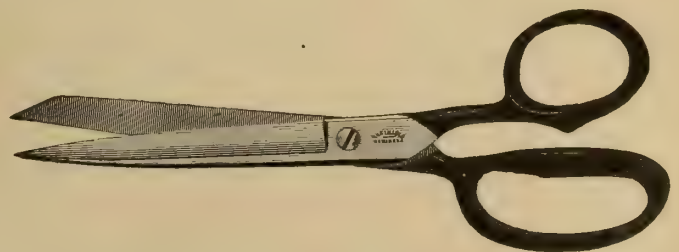
26, 28 and 30 FRONT STREET WEST,

TORONTO. ONT.



Beg to call attention to the noted Heinsch shears, also to following Fall specialties, etc.

Elbows, Stove Boards, Coal Hods, Stove-pipes, Fire Shovels, Dampers, Copper Kettles (tea and toddy).



ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,
No. 1 RUMFORD PLACE, - LIVERPOOL.



The above Brand of Lead
Requires no Association Guarantee.

It is the STANDARD of the Dominion for
Purity, Fineness and Whiteness.

WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

Williamson & Lambe STORAGE.

54 & 56
Wellington St. E.,
TORONTO.

DESKS

OFFICE, LIBRARY,
CHURCH AND SCHOOL
FURNITURE.

JOHN M. BLACKBURN & CO.,
41 COLBORNE ST., TORONTO,
—AND—
162 ST. JAMES ST., MONTREAL.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	24 1/2, 26
Straits 100 lb ingots.....	24 1/2, 26
Strip	26, 28

Tin Plates—Charcoal Plates, Bright.

Bradley M.L.S.	Per box.	
I.C., usual sizes	\$6 00 \$6 25	
I.X., "	7 50 7 75	
I.X.X., "	8 75 9 00	
Raven & P.D. Grades—		
I.C., usual sizes	4 75 5 25	
I.X., "	5 75 6 25	
I.X.X., "	6 75 7 25	
L.XXX., "	7 75 8 25	
D.C., 12 1/2 x 17	4 50	
D.X., usual sizes	5 50	
D.X.X., "	5 25 6 65	

Note.—Other brands might be shaded
by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 25 4 50
I.C., special sizes	4 25 4 50
B.V. Grade, I.C., usual sizes	4 25 4 50

Note.—Round lots of 14x20 could be
purchased of 25c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 00 8 50

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.	
I.X.X., 14x56, 50 sheet bxs	6 1/2 c, 7 c	
" 14x60, "		
" 14x65, "		

Iron and Steel.

Common Iron, per 100 lb	\$2 40	
Refined "	2 75	
Horse Shoe "	2 75	
Band "	2 87 1/2	3 00
Hoop "	2 87 1/2	3 00
Swedish "	4 00	4 50
Nova Scotia Bar iron.....	2 75	
Sleigh Shoe Steel	2 50	2 75
Machinery, Tire Steel	3 00	3 25
Best Cast Steel, per lb.....	0 13	0 14
Russian Sheet	0 11	0 12
Tank Plates	2 25	2 50
Boiler Rivets.....	4 75	5 00

Boiler Tubes.

2-inch	13c
3-inch	18 1/2

Boiler Plate.

1/2 inch	\$2 75
5-16 "	2 60
3/8 "	2 50

Sheet Iron.

1 to 20 gauge	3 50
22 to 24 "	3 75
24 to 26 "	4 00

Canada Plates.

Blaina.....	3 00
Boars Head.....	3 15
Maple Leaf.....	3 00
All Bright.....	None

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5 1/2, 6c
26 gauge, "	5 1/2, 6
28 "	5 1/2, 6 1/2
Gordon Crown—	
16 to 24 gauge, per lb	5 1/2, 6 1/2
26 gauge, "	5 1/2, 6 1/2
28 "	5 1/2, 6 1/2

Note—Cheaper grades about 1/2 cent
per lb less.

Chain.

Proof Coil, 1/2 inch, per lb	4 1/2, 4 3/4
" 7-16 inch "	5 1/2, 5 3/4
" 1-4 "	5 1/2, 6
Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—Ingol.

Lake Superior, per lb	0 00 0 00
Baltimore	0 17 0 18
English B.S.	0 17 0 18

Bolt or Bar.

Cut lengths, round, 1/2 to 1 1/2 in.	\$0 28 \$0 31
round & square	
1 to 2 in	0 26 0 28

Note—Complete, lengths about fifteen
feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,	
16 oz, 14x48 and 14x60	\$0 21 0 22
Untinned, 14 oz, and light,	
16 oz, irregular sizes	0 22 0 23

Note—Extra for tinning, 2 1/2 cents per
pound, and tinning and half planishing
5 cents per pound.

Planned and tinned, 14x
48 and 14x60

0 30 0 32

Brasiers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb.	0 22 0 26
" 35 to 45 "	0 21 0 22
" 50 lb and above per lb	0 20 0 21

Boiler & T. K. Pitts.

Plain Tinned, per lb.	0 26
Spun "	0 30

Wire.

Pure, in coils—	
From 1 to 20 gauge.....	0 25 0 27
From 20 gauge, up.....	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21 0 25
" 27 to 30 "	0 23 0 29
" 30 and up.....	0 26 0 29
Sheets, hand-rolled 2x4 ft.	0 23 0 25

Zinc Spelter.

Foreign, per lb.	0 06 0 06 1/2
Domestic "	0 05 1/2 0 05 1/2

Zinc Sheet.

5 cwt casks.....	0 06 1/2 0 06 1/2
Part casks	0 06 1/2 0 07

Lead.

Imported Pig, per lb.	0 04 0 04 1/2
Domestic "	0 04 0 04 1/2
Bar, 1 pound	0 05 0 05 1/2
Sheets, 2 1/2 lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb ex-
tra. Pipe, by the roll, usual weights
per yard, lists at 7c per lb and 27 1/2 p.c.
discount.

Note—Cut lengths, net price; ton lots
27 1/2 and 5 p.c. dis.; waste pipe, in 7 ft
lengths lists at 7 1/2 c.

Solder.

Half-and-half (guar.) per lb	0 20 0 22
Note—Prices of this graded according to quantity. The prices of other quali- ties of solder in the market indicated by private brands vary according to composition.	

Antimony.

Cookson's, per lb.	\$0 20 \$0 21
Other makes "	0 19 0 20
Pure White Lead, ground in oil, Associat'n guarantee, per lb.	5 1/2
No. 1 Do.....	0 5 1/2
No. 2 Do.....	" 0 4 1/2
No. 3 Do.....	" 0 4 1/2

Prepared Paints.

(In 1/2, 1 and 1 gallon tins.)	
Pure, per gallon	\$1 05 \$1 10
2nd qualities "	0 85 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)	
Venetian Red, per lb	0 05
Chrome Yellow "	0 09
Golden Ochre "	0 06
French "	0 05
Marine Black "	0 09
" Green "	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) in bbls, per lb	0 01 1/2
" (J.F.L.S.) "	0 01 1/2
Venetian Red (R.C.2) "	" 0 01 1/2
" (1343) "	" 0 02
English Oxides "	" 0 03 1/2
American "	" 0 02 1/2
Paris Green, per lb	0 15 1/2 0 16 1/2
Burnt Sienna "	0 08 1/2
Burnt Umber "	0 06
Drop Black "	0 09
Chrome Yellows "	0 12
" Greens "	0 12
Golden Ochre	0 03 1/2

Varnishes (in bbls).

No. 1 Furniture, per gal	0 70
Brown Japan "	0 70
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 20
Hard Oil Finish "	1 50

Linseed Oil (in bbls).

Raw, per gal	0 71
Boiled	0 74

Turpentine (in bbls).

Selected Packages, per gal.	0 62 0 64
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Castor Oil.

Best, per lb.....	0 10 1/2 0 12
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Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 12 0 13
Cabinet makers	0 17 0 18
White.....	0 16 0 17

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	" 0 05½
" No. 2	" 0 04½
" No. 3	" 0 04½

Acme Paints.

Neal's Carriage, discount 40 p.c.	
English Oxide, by the barrel	0 02
American Oxide	0 01½
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p.c.	
Granite Floor, in tins, 90c, 47½c	0 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p.c.	
" Wagon and Imperial, dis 40 p.c.	
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz.	1 25
Acme Carriage Top Dressing, \$1 75	per doz 4 00 8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.	
Rim Fire Cartridges, Dom. 50 and 10.	
Rim Fire Military, net list. Amer.	
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.	
Central Fire Cartridges, Dom. 30 & 10	
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.	

Wads.

Eley's, per 1,000	\$0 25 \$1 60
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Anvils.

Per lb.	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz.	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each.	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	5 65 1 59
Pegging, " "	0 65 1 25
Brad, " "	0 85 1 60
" handled	3 60 7 30
Saddlers', " "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, " "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	6 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p.c.	

Bells—Hand.

Brass, N.P., 60 to 66½, 50 and 10 to 60 p.c., dis.	
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Door.

Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50

Cow.

American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 pc.	

Farm.	
American, each	2 00 5 00
House.	
American, per lb.	0 35 0 40

Bel lows.

Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount	35, 40 per cent.

Belting.

o. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 percent.	

Bench Stops.

Per doz	5 00 6 00
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Bits—Auger.

Gilmour's dis 55 to 60 p.c.	
Excelsior—Jennings, discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jenning's Gen, net list to 5 p. cent dis.	

Car.

Gilmour's, 47½ to 50 per cent.	
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Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb.	0 11 0 15
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Bolts.

Carriage, dis, 60 and 5 per cent. to 65 per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis. 40 to 45 p.c.	
Elevator, dis., 35 to 40 p. c.	
Machine, dis., 60 to 60 and 5 p. c.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 35 to 40 per cent.	
Reversible, dis., 65 to 70 per cent.	
Vegetable, per doz.	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	500 40 23
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Batts—Brass.

Wrought Brass dis. 60, 60 and 10 per cent.	
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Cast Iron.

Loose Pin, dis. 60 to 60 and 5 per cent.	
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Wrought Steel.

Fast Joint, dis. 60, 60 & 5pc.	
Loose Pins, " 60, 60 & 5pc.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.

Horse, per doz	0 70 0 95
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Carpet Stretchers.

American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz	22 50
World	21 75
Daisy,	24 00
Star,	18 00

Crown Jewel, per doz	29 00
Grand Rapids,	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50pc.	
Plate " dis. 50pc.	

Cattle Leaders.

No 31 and 32, per gross	8 50 11 25
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Cement.

Portland, car load lots	2 70
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.

Carpenters' Colored, per gross	0 50 0 85
White, lump, per lb	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz	0 85 4 00

Churns.

Amer., dis. 50 p.c. to 60 p. c.	
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Clamps.

Judd's, dis. 20 p.c.	
Stearns, per doz	3 00 10 00

Clips.

Axle, dis. 65 p. c.	
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Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
No. 2	2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c.	
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Cradles, Grain.

Canadian, discount 25 p.c.	
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Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English,	2 00 4 00

Draw Knives.

American, dis. 70.	
Canadian, dis 25 to 35 p.c.	

Drills and Drill Stock—Breast.

Millar Falls, per doz	16 00 51 50
P. S. & W., dis. 40 per cent.	

Twist.

Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.

Dis. 17½ to 22½ p. c.	
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Fawcets.

Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star,	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10	
Barton Smith, dis. 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis. Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25pc.	
Horse Rasps, Kearney & Foote's dis Am list, 50 pc.	
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33½ p.c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc, dis. 40 p.c. to 42½ p.c.	
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Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis, 50, 50 & 10 p. c.	

Fruit Presses.

Henis' per doz	4 00
Enterprise, discount 10p.c.	

Fry Pans.

Acme, discount 50, p.c.	
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Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p. c.	
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Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 40
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Glass.

4th quality Star, 1st break	1 55 1 60
" 2nd "	1 65 1 70
" 3rd "	3 90 4 00
" 4th "	4 20 4 25
" 5th "	4 50 4 55

Window Glass.

Pilkington's ordinary	
1st break	\$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	6 50

Picture Glass.

Pilkington's ordinary.	
1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 76

Glue Pots.

Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list.	
Can. discount 25 to 27½ p.c.	

Tack.

Magnetic, per doz	1 10 1 50
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Sledge.

Canadian, per lb.	0 12½ 0 15
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Ball Pean.

English and Can., per lb.	0 25 0 37½
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Handles.

Axe per doz	1 00 3 50
Store door "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

E. & B., discount 30 p.c.	
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Hoe.

C. & B., discount 30 p.c.	
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Saw.

American, per doz	1 00 1 25
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Plane.

American, per gross	3 15 3 75
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Hammer and Hatchet.

American, per doz	0 50 0 80
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Cross Cut Saw.

Canadian, per pair	0 18 0 25
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Hangers.

Door 4 and 5 inch, per pair	0 40 0 80
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Hatchets.

Can., dis. 37½, 40 p.c.	
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Hinges.

Light 1 and strap, dis 60, 62½ per cent.	
Heavy, per lb.....	0 5 0 05½
Screw and Strap, per lb..	0 03¾ 0 04¾

Hooks—Cast Iron			Pencils.			Scale Beams.			Cigar Box Nails, dis. 35 p.c.		
Bird Cage, per doz	0 50	1 10	Dixon's, per gross	1 00	4 25	Canadian, B. S. & M. dis. 40 per cent.			Shoe Finders' Tacks & Nails, dis. 25 p.c.		
Clothes Line, "	0 27	0 63	Carpenter, per doz	2 25	3 60	Scrapers.			Tape Lines.		
Harness, "	0 72	0 88	Picks.			Box, per doz	2 10	4 50	English, ass skin per doz	\$2 75	\$5 50
Hat and Coat, per gross	1 00	3 00	Picture Nails.			Foot, "	40	3 50	English Pat. Leather	5 50	9 75
Chandelier, per doz	0 50	1 13	Porcelain Head, p. gross	1 65	3 00	Screens.			Chesterman's, each	0 90	2 85
Wrought Iron.			Brass Head, "	40	1 00	Window, patent, per doz	6 00	7 50	steel, each.	0 80	8 00
Wrought Hooks and Staples, Can. dis. 17½, 20 p.c.			Planes.			Screw Drivers.			Thermometers.		
Wrought Hooks and Staples, Amer. dis. 75 to 75 and 10 per cent.			Wood, bench, Canadian, or American dis. 50.			Sargent's, per doz	65	4 00	Tin case & dairy, dis. 75 p.c.		
Wire.			Wood, fancy Canadian, or American dis. 35, 37½ per cent.			Screws.			Ties.		
Hat and Coat, dis. 35, 40 p.c.			Bailey's (Stan R. & L. Co.) 33½ to 35 per cent.			Wood, flat head iron, dis. 47½ per cent.			Cow, per doz	1 25	2 50
Belt, per 1,000	0 60	2 70	Miscellaneous, dis. 10 to 12½ per cent.			Wood, round head iron, dis. 42½ per cent.			Tinner's Shears and Snips		
Screw, bright, Eng., dis. 40, 5, 45 per cent.			Bailey's Victor, dis. 10 to 12½ per cent.			Wood, flat and round head, brass, dis. 25 p.c.			P.S. & W., 10 p.c. advance on American list.		
Horse Nails.			Plane Irons.			Bench, wood, per doz	3 25	4 00	Tinware.		
Canadian, dis. 50 to 50 and 10 p. cent.			English, per doz	2 00	5 00	Bench iron per doz	4 25	5 75	Stamped, dis. Assn list, 70, and 12½ per cent.		
Horse Shoes.			Pliers and Nippers.			Scythes.			Japanned, dis. Prices on application		
Per keg	3 75	3 80	Button's Genuine, per doz. prs. dis. 37½, 40 p.c.			Discount 40 per cent. to 42½ per cent.			Pieced, dis. "		
Ice Picks.			Button's Imitation, per doz.	7 40	10 25	Scythe Snaths.			Transom Lifters.		
Star, per doz	3 00	3 25	German, per doz	60	2 60	Canadian, dis. 33½ to 35 p.c.			Payson's, dis. 25 per cent.		
Kettles.			Plumbs and Levels			Shears.			Traps.		
Brass spun per lb	0 25	0 30	S. R. & L. Co., dis. 65 p.c.			B. & W., japanned, dis. 75 per cent.			Game, Newhouse, dis. 17½, 20 per cent.		
Copper, "	0 40	0 45	Poppers.			B. & W. N. F., dis. 65 p.c.			Game, H. & N., or P.S. & W., discount 57½ to 62½ p.c.		
Enamelled Can. 50 p.c.			Corn, square, per doz	1 35	2 00	Seymour's dis. 60 p. cent.			Mouse, per doz	0 35	1 50
American, 50 and 10, 60 and 5 per cent			Pruning Shears.			Aetna, dis. 75 to 75 and 10 per cent.			Rat "	2 00	4 50
Keys.			Per doz	4 00	5 50	Heinisch 60 per cent.			Trowels.		
Lock, Can. dis. 50 p.c.			Pulleys.			Sheaves.			Disston's, discount 10 p.c.		
Cabinet, Trunk, and Padlock, Am. per gross	1 60	4 75	Hothouse, per doz	55	1 00	Sliding Door, per set	77	1 40	German, per doz	4 75	9 00
Knobs.			Axle, "	22	33	Shot.			Brade's "	00	10 50
Door, japanned, and N.P., Can. List dis. 50 p.c.			Screw	27	1 00	Canadian, dis. 7½ per c.			S. & D., discount 35 p.c.		
Bronze, Berlin, per doz	2 75	3 25	Awning	35	2 50	Shovels and Spades.			Triers.		
Bronze, Gem, "	6 00	9 00	Pumps.			Canadian, dis. 37½ to 40 per cent.			Butter, per doz	6 25	9 00
Lava, "	8 75	10 00	Rumsey, Cistern & Pitcher Spout, 55, 60 per c.			Sieves.			Trucks.		
Shutter, porcelain, F. & L screw, per gross	\$1 30	4 00	Punches.			Wood Rim, black, p. doz	1 15	1 35	Warehouse, each	2 25	6 50
Ladles.			Saddler's, per doz	1 00	1 85	" tinned, "	1 35	1 60	Twines.		
Melting, per doz	1 70	4 50	Conductors' "	9 00	15 00	Tin Rim, "	2 30	2 45	Bag, per lb	0 12½	0 20
Lemon Squeezers.			Tinner's solid, per set		72	" black, "	1 80	2 25	Wrappg, mottl'd, pr. pack.	0 50	0 60
Porcelain lined, per doz	2 20	5 60	hollow, per inch		1 00	Snaps.			cotton, per lb	0 18	0 20
Galvanized, "	1 87	3 85	Putty.			Harness, German, p. gro.	2 00	5 50	Mattress, per lb	0 33	0 45
King, wood, "	2 75	2 90	Bladder, per 100 lbs	2 00	2 25	Acme, "	3 00	5 00	Staging "	0 27	0 35
glass, "	4 00	4 50	Tins, lbs	2 50	2 75	Lock, Andrew's "	4 50	11 50	Broom "	0 30	0 55
All glass, "	1 20	1 30	Rail.			Soldering Irons.			Binding, flax, per lb		
Lines.			Barn Door, per foot	3	3½	Per lb	0 30	0 32	jute "		
Fish, per gross	1 05	2 50	Sliding Door, "	3½	3½	Wrought Spikes.			Viscs.		
Chalk, "	1 90	7 40	Rakes.			Discount, net list.			Hand, per doz	4 00	6 00
Locks—Door.			Cast Steel and Malleable, Canadian list dis. 40 to 42½ per cent.			Spoke Shaves.			Bench, parallel, each	2 00	4 50
Canadian, dis. per cent		50	Razors.			Wood, English	1 80	5 00	Coach, each	6 00	7 00
Russell & Erwin, per doz	2 90	7 50	Boker's, per doz	7 50	11 00	Iron, American	1 35	2 35	Peter Wright's, per lb	0 12	0 13½
Cabinet.			Wade & Butcher's "	3 60	10 00	Spoons and Forks.			Pipe, each	5 50	9 00
Eagle, dis. per cent	33½		Razor Straps.			Sheffield Sterling.			Saw, per doz	6 50	13 00
Paatock.			Currier's, per doz	1 25	3 60	Tea Spoons, per gross	7 50	12 00	Washer Cutters.		
English and Am. per doz	50	6 00	Rivets and Burrs.			Dessert "	21 00		Per doz	4 00	8 50
Scandinavian, "	1 00	2 40	Copper Rivets, dis. 45 to 47½ p.c.			Table "	30 00	30 00	Well Wheels.		
Eagle, dis. percent	15	1 17½	Iron " 40 per cent.			Dessert Forks, "	24 00		Amer. per doz. 8, 10 & 12 in.	3 38	6 00
Mallets.			Burrs, Iron, 30, 33½ per c.			Medium " "	27 00		Wire.		
Tinsmiths', per doz	1 25	1 50	Rivet Sets.			Table " "	36 00		Market, bright and annealed, Nos. 1 to 16, 5 per cent. advance on list from stock.		
Carp'trs', hickory "	1 25	3 75	Canadian, dis. 30, 35 per c.			Squares.			Market, oiled, coppered, 5 p.c. advance.		
Lignum Vita, "	3 85	5 00	Rope.			Iron, per doz	1 65	2 90	Market, tinned per lb	0 04½	0 08
Caulking, each	1 60	2 00	Sisal, per lb	12	12½	Steel, dis. 75 p.c.			Galvanized Fence, 5 per cent. advance on list.		
Mattocks.			Manilla, " No. 1	14½	15	Fence, galvanized, per lb	5	5½	Tinned Broom, from 19 to 22 gauge, per lb	0 07	0 07½
Canadian, per doz	8 50	10 00	" No. 2	13½		Wrought Iron, dis. 75, 75 and 10 per cent.			Mahin's Wire on spools, dis. 30 to 35 per cent		
Meat Cutter.			Cotton, "	22	25	Stocks and Dies, Amer. dis. 25 per cent.			Clothes Line, galv., p. 100ft	0 25	0 55
Enterprise, dis. per cent	20	25	Deep Sea, "	15	16	Stone.			Barbed Wire.		
Dixon's, each	1 60	2 00	Rules.			Washita, per lb	0 15	50	Galv. steel barb fencing	0 5½	0 05½
Woodruff's "	1 10	1 70	Boxwood, dis. 75 & 10 & 5 80 percent.			Hindustan, per lb		0 06	"Lock Barb," 4 point	0 05½	0 06
Hale's, "	1 05	1 50	Ivory, dis. 40, 40 & 5 per cent.			" Slips, per lb		9	Ditto Glidden 2 point	0 05½	0 06
Hume, "	13 00	16 00	Sad Irons.			Labrador, per lb		0 13	Galv. Steel, plain twist		0 05
Mining Knives.			Mrs. Potts, per set	0 95		" Axe, "		0 15	Galvanized Barb, "Lyman," 2 to 4 points	0 05½	0 06
American, per doz	42	2 35	N. P.	1 25		Turkey "		0 50	Terms, 60 days or 2 per cent off for cash—10 days.		
Molasses Gates.			Sand and Emery Paper.			Arkansas "		1 50	Wire Cloth.		
Stebbin's Patent, dis. per cent, 65 to 70 per cent.			Emery, per quire	55	90	Water-of-Ayr "		0 10	Ordinary, discount 25 p.c.		
Nails.			Sash Cord.			Scythe, per gross	3 50	5 00	Painted Screen, p. 100 sq ft	2 25	2 5
Cut, 3 inch and upwards			Per lb	22	50	Grind, per ton	15 00	18 00	Wrenches.		
Brads & Moulding Nails, discount 55 to 60 per cent.			Sash Locks.			Stove Polish.			Agricultural, dis. 70.		
Wire Nails, 60 to 65 per cent.			Triumph and Morris, dis 37½, 40 per cent.			Pergross	1 80	7 50	Standard, dis. 60, 60 & 10 p.c.		
Nail Pullers.			Kempshell's dis. 40, 62½ per cent.			M.L.S., per gross		2 50	Coe's Gen'l, dis. 40, 45 p.c.		
German & American	1 85	3 50	Canadian, dis. 45, 50 p.c.			Jacoby		5 00	Diamond, dis. 33½, 35 p.c.		
Nail Sets.			Sash Weights.			Mirror Black Lead, per gr.		2 00	Tower's Engineer, each	2 00	3 00
Square, round and octagon	3 38	4 00	Sectional, per lb	2½	3 00	Jos. Dixon's, bulk, per lb.		0 07	" S., per doz	5 80	7 50
Diamond	12 00	15 00	Sausage Stuffers.			Dixon's Plumb "		0 15	G. & K.'s Pipe "		6 00
Oil.			Each	1 00	3 00	M.L.S. Paste, per gross		9 00	Burrell's " each		13 40
Canada Refined Oil (Toronto)	0 14½		Saws.			Nicholson's, per doz	1 00	1 25	Pocket, per doz	1 25	2 00
Carbon Safety "	0 17½		Hand, Disston's, dis. 10 p.c.			Tacks, Brads, etc.			Wringers		
Canada W.W. "	0 20		S. & D., dis. 35 to 40 per cent.			Cut, Carpet, gimble, blue, dis. 35 p.c.			Each	3 25	5 50
American W.W. "	0 25		Cross-Cut, Disston's, per ft. 35 to 55.			" tinned, dis. 45 p.c.					
Castor " per lb	0 11½	0 12	S. & D., dis. 25 to 35 per cent.			Swedes' iron, blue or tinned, dis. 42½ p.c.					
S. R. Seal " per gal	0 63	0 65	Hack, complete, each	1 75	2 75	Upholsterers' dis. 42½ p.c.					
Oilers.			" frames only		75	Copper Tacks and Nails, dis. 35 p.c.					
McClary's Galvan. Iron			Saw Sets.			Trunk and Clout Nails, " 40 p.c.					
Oil Can, with Pump,	19	50	Per doz	1 65	9 00	Patent Brads, dis. 40 p.c.					
Zinc and Tin, dis. 50, 50 and 10.			Scales.			Finishing Nails, dis. 35 p.c.					
Copper, per doz	1 25	3 50	Canadian List, dis. 40 p.c.								
Brass, "	1 50	3 50									
Malleable, dis. 25 per ct.											
Pails.											
Galvanized, per doz	2 00	3 50									

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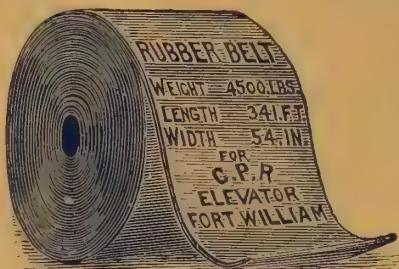
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A CANADIAN correspondent, in debating the question of pamphlet advertising in PRINTERS' INK a few weeks ago, made the assertion that pamphlets, even though properly addressed, frequently did not reach their destination, but remained piled up in the corners of the country post-offices until they were old enough to sell to the paper mills. This letter came under the notice of the Postmaster General, who considered it a slur upon the postal system and directed the District Inspector to call upon the writer and either clear the Department of the odium or remedy the evil if it was actually found to exist. PRINTERS' INK correspondent now writes: "I proved to the gentleman's satisfaction that the evil was genuine, but not confined to Canadian post-offices, as the same thing was going on just as regularly in Uncle Sam's domain, and I showed him also that it could not be remedied. The emoluments of country postmasters are not sufficient to enable them to have suitably arranged offices, extra clerks, full compliment of letter and newspaper boxes, etc., which would be needed for the proper distribution of the flood of books, pamphlets, calendars, almanacs and sample papers which continually pours into every post-office."—Printers' Ink.

AUG 23, 1890

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Vol. 2.

TORONTO AND MONTREAL, AUGUST 23, 1890

No. 34

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. Hugh C. McLean, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

Changes in advertisements and new advertisements must reach this office not later than Thursday morning of each week.

CONTRIBUTIONS WANTED.

For the purpose of inducing members of the trade who are possessed of special information, which would be of benefit to the trade generally, the publishers of "Hardware" will pay a fair price for such articles. Address "Hardware," Toronto.

WINDOW DRESSING.

Any one who makes a study of window dressing would collect in a day spent in inspecting the shop fronts of Toronto's hardware stores, a considerable budget of instructive notes. Without undertaking to give a detailed account of the many modifications such a course of observation made upon our ideas of window-dressing, we will touch upon one or two general characteristics which were conspicuously noticeable. The window dressers may be roughly classified on the basis of progressiveness or upon that of taste. On the former basis they fall into the two classes of energetic shopkeepers and neglectful ones: on the second basis they may be divided into strictly utilitarian shopkeepers and æsthetic ones. When we see a shop window which is severe in its unpretentiousness we conclude the stock-keeper is a man who puts utility always before beauty, and who loves substantial things the more the more ungainly or homely they are. He may be an energetic business man. But when we see a window not only unbedecked but untidy, we suppose both the sense of taste and the business faculty to be very poorly developed in the man who is responsible for this.

One thing is plain: from whatever cause a window is uninviting, whether from rigid puritanism in taste or from laziness, that cause is a business defect, a source of loss.

The tradesman who has the other requisites for success may succeed, but he will succeed less perfectly behind a plain front than behind an attractive one. His success will be in a lower degree or will take a longer time. As for the man whose window is uncomely because he neglects to dress it, there is little to be said. The state of the window is only an exhibition of a radical fault which is at work in several other details of business eating the bottom out of such man's prosperity.

We may put it on a high or low plane, but we cannot deny that the sense of beauty is a very common one, shared by both rich and poor, the educated and the illiterate. It is of no concern whether we agree with or differ from the man whose strictly utilitarian ideas make the window a respectably plain feature of his store. What we deduce our preference from is general observation. If the people like to see an attractive window, a modern business man, who should above all others be receptive and responsive should supply it for them independently of his belief that such display is but vanity. We all know there is nothing else so convincing as the testimony of our own eyes. Even if we were not persuaded by our interest in handsome forms, colors and dispositions, to look long at a window, we would be apt to look into it to see if there was anything there we wanted. The window should not be the whole store in miniature, but it should be an exhibit of the light and attractive stock. If we see there what we want, or if we see there some article kindred in kind and quality to what we want, we are apt to go in. We go in on the direct or implied testimony of our sight, while we might not go in otherwise. The shopkeeper should know as well as anybody what a bore it is to some men to go in and inquire for an article, examine it and conclude it will not do. Many a time a man could foresee such annoyance would not have to be suffered, if there were better and more window exhibits. He would oftener see what he wanted and would not seek to shun the buying ordeal.

Do Toronto hardware retailers dress their windows well? Some do, and they are the few. Very many do not. They have stock that lends itself well to such ornamentation,

and their stock is not perishable. There would be a great deal more business done if there were more attractive fronts. When the Exhibition begins we may look for brighter windows, but we should have them always.

THE CROPS AND THE OUT-LOOK.

The Canadian business world is now emerging from the long and trying period of suspense which lay this year between seed-time and harvest. The strain of the hoarded shortcomings of the last two or three years made the hopes and fears of the passing summer very earnest feelings throughout the country. Trade has been kept in hand since the threshing of the grain crop of '89. Too slack a rein had been given in the portion of the depressed spell before that time, and a too sanguine faith in the promise of appearances had led men into overstocking and failure. This year, however, the business spirit has been cautious, and not even when the sickle was put into the crop did the mistrustfulness of the merchandizing public relax. Roseate pictures of the prospect did not lead any considerable body of traders to break away from the general attitude of expectancy. Relief now seems to be at hand. Not only is the suspense about over in respect to the fulness of its time, but there is every sign that it is ending happily. From all quarters come cheering reports. In this province the wheat crop has been reaped, and threshing has been begun. From both field and granary so far as they have been heard from, very satisfactory accounts have been received. The total wheat crop of this province is expected to thresh out between thirty and forty million bushels. Not only is there excellent reason for the expectation that the quantity will be large, but the returns from a wide range of observation warrant us in venturing the opinion that the quality will generally be very good. In some parts of the province the bushel bulk weighs as high as 63 lbs., and from many parts it keeps up an average of above 60 lbs. A collection of samples that do not overrun the middle point of excellence in the crops from which they are taken, show superior condition. The average yield appears to be over 25 bushels

per acre. The Manitoba wheat crop, in which harvesters are now at work, promises to be an unusually large one, and is estimated at 20,000,000 bushels. Frost so far has been evaded, and is not now looked for in a dangerous degree until the full of the moon. The earlier opening of harvest is expected to enable the housing of the crop to be well forward before that time. But while the harvest is large the laborers are few. The scarcity of labor will perhaps prolong the reaping of some fields into the time when frost is seasonable, and lead to some curtailment of the large returns looked for. We hope not, however.

Our oat crop is generally believed to be under the average, although there are not wanting adherents of the opinion that there will be a very fair yield. Peas are more likely to be a shrunken than a flush crop. Hay is decidedly good. The root crops are fair, potatoes giving little promise of a large yield, and turnips, etc., making a very good present show. Taking the articles of fodder, in which we may include barley, there is no reason apparent in the present stage of growth for any feeling of downheartedness. The general garner may be looked for to be considerably more than half full, and that is saying a good deal.

It is scarcely a case of counting chickens before they are hatched to say that we have the strongest, and apparently best founded, hopes for the coming fall trade. As we pointed out, there has been no temporary galvanizing of trade by the exuberant effects of mere prospects. Confidence this year is to have a matter-of-fact basis in what is tangible and visible. Business still waits on the opening of the market for the products of this year's growth. When the market once opens there will be a more general diffusion of money than if crops had been poorer and prices higher. There will be fewer money-"corners," and consequently there will be a better nourishment of trade. The reaction from long-suspended buying will itself be an impulse to the trade which everybody's pockets will be in a better position to maintain. For there has been a remarkable reserve on the part of demand throughout this year, and this must make the fall trade more active than in normal circumstances.

It is to be hoped that there will be no slip between the cup and the lip. Granted the general yield is a large one, that the quality is good, and the taking off a success, there is yet uncertainty as to the facilities for transit. Can the grain be moved from points of production with promptness, or are we to have the old trouble, attending a prolific yield of imperfect car service? The scarcity of cars is as grave a matter to grain dealers as a railway strike. It demoralizes their business quite as much. Surely this year comes at the end of a sufficient experience to bring the indispensable benefit of a perfect railway arrangement to get our grain on the market while the market lasts. If we

are to have the railway neglect in the aggravated form it has been suffered in past years, then we might as well have a poor crop. It behooves Boards of Trade throughout the country to concentrate their influence upon the railway interest to secure the carriage of the grain without loss to the owners and the trade generally. Time needs to be taken by the forelock for this end to be serviceably attained. Contracts for large deliveries that could not be made through this defect, have frequently been the cause of disabling losses.

SHORTER HOURS.

The spirit of industrial reform is now at work upon the labor day. Trade unionism is in earnest for an eight hour day. To predict that the hours of work will sooner or later be clipped down by regulation to a third part of the daily twenty four, would be to predict that the organization of labor will advance until there is little independent service left in the market, and that organized labor will be unanimous in making the unit of labor an eight hour day. It would not, we think, involve the concession that the employers of labor be acquiescent. Organization and unity of purpose on the part of the wage earners are all that would be required, and no one is yet able to say that these can be calculated upon. When they can be, the eight hour day will be won, despite the opposition of those who constitute the demand side of the labor market. It seems, however, like an enlightened movement. Over-production in many spheres of industry has already in different parts of the world brought about a shortening of the period of labor. Factories are often closed a few weeks or some months for the sole purpose of giving the market time to carry off excess stock. This shows that production may outrun consumption. By forcing on unforeseen cessation from work and earning, such over-production is the cause of great distress to the families of artisans. If production is limited by the mode of shortening the working day, it brings no distress. Everybody is paid so much and expects no more, and wants are fitted to income.

If the industrial day were shortened, the shopkeepers' day would stand a better chance of being generally confined between reasonable opening and closing hours. What keeps shops open beyond daylight now is chiefly the business done with the laboring classes. These work up to 6 o'clock at least, go to their evening meal, and take a short rest after it, before they go out to spend any of their earnings with traders. The traders have to wait for them. That is a consequence of the long working day, and again is the cause of the lengthening of the traders' day, for the working public, knowing that stores will be open late, put off buying until a late hour. Other classes of consumers do a large portion of their buying in the afternoon, a part of the day in which their

families often spend an hour on the street from choice. If the short labor-day were established, the bulk of all trade done would be transacted before 6 o'clock.

All the rest of the world is constructing itself on the plan of shorter working days. The mechanism of self-improvement, of family and social intercourse, of moral, intellectual and æsthetic cultivation, works most in the evening. Associations for religious, benevolent, enlightening and social purposes meet in the evenings. These might nearly as well be closed to shopkeepers and their assistants, as might the libraries, places of public entertainment, parks, gardens, etc., for the late-working shop hands have not the time to make use of them. They are cut off from the world when it is in its most unconventional, most human mood. There are bad influences then at work as well, but there are numberless good ones also, which people are not in close range of during the working day.

BILLS OF EXCHANGE.

The Montreal Gazette publishes an interesting article, giving the effect of the new law relating to promissory notes and bills of exchange, which comes into operation on September 1. It says:—A bill, payable to a particular person, but not containing words prohibiting transfer, is to be hereafter negotiable. The holder of a bill, containing the name of a referee in case of need, was bound to present himself to the latter, but now this formality is optional. Under the old law, a forged bill was wholly inoperative, but by an amendment offered by the Senate and assented to by the Commons, if a cheque payable to order be paid by the drawee upon a forged endorsement out of the funds of the drawer, the latter shall have no right of action against the drawee to recover back the amount so paid, unless he gives notice in writing of such forgery to the drawee within one year of his acquiring notice of such forgery. Hereafter, a bill not accepted on the day of presentment or within two days thereafter, must be treated as dishonoured for non-acceptance. Under the laws of some of the provinces, a written acceptance was not necessary; under the new Act, as formerly in most of the provinces, the acceptance must be on the bill itself. Heretofore in Ontario, Manitoba, and Prince Edward Island an acceptance to pay at a particular place was a general acceptance, unless it stated that it was payable there "only, and not elsewhere"; under the new Act, an acceptance to pay at a particular specified place, with or without the words, "there and not elsewhere," is not conditional or qualified. The practice prevailing in Ontario and other provinces, and sanctioned by a well-settled jurisprudence, that a bill or note payable at a bank or other particular place, without the words "there and not elsewhere," may be presented for payment at the particular place or to the acceptor or

CAVERHILL, LEARMONT & CO'Y,

AMERICAN APPLE PARERS.

“New Lightning” and “Hudson’s” Celebrated Rocking Table and Little Star Parer, Corer and Slicer.

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MONTREAL.

maker, cannot be continued; the bill or note, in such a case, must be presented for payment at the bank or other particular place; otherwise the drawer and endorser will be discharged. Where authorized by agreement or usage, a presentment for acceptance or payment through the post-office is sufficient. An acceptance for honour cannot be offered after protest for non-payment, but only after protest for non-acceptance or for better security, and before maturity of the bill. The acceptor for honour must receive notice of the protest for non-payment. The protest for better security is a novelty. An acceptor for honour or under protest is no longer bound to give notice of his acceptance. A drawer or endorser, receiving notice of a qualified acceptance, must express his dissent to the holder within a reasonable time, if he does not wish to be deemed to assent to the same. In the future a person signing a bill otherwise than as a drawer or acceptor, for instance, as a guarantor or donneur d'aval shall be treated as an endorser, formerly a donneur d'aval, and as such entitled to protest, was liable in the same manner and to the same extent as the person on whose behalf he became a guarantor, and was not entitled to any protest apart from the latter. Heretofore a bill payable on demand could be protested

at any time before the statute of limitations was acquired, but under the Act it must be protested within a reasonable time. Under the new Act, a bill signed under the seal of a corporation is negotiable, and a bill payable according to the current rate of exchange of a certain place, to be ascertained as directed by the bill, is a bill of exchange; the law seems to have been otherwise, at least in some of the provinces. If a bill be payable at a particular place it must be presented for payment at that place, else the holder may have to pay costs of suit taken against the acceptor or maker; if, for instance, the latter show that provision for the payment of the bill had been made at that particular place. It is no longer necessary for a notary to write on a dishonoured bill the words “protested or noted for non-acceptance or non-payment,” as the case may be. Under the Code, service of notice of protest, whether for non-acceptance or for non-payment, could be made at any time within three days after the last day of grace, but under the Act it must be given no later than the next following business day, as is practiced in Ontario under the present law. A notice of protest had to be mailed “in the nearest post-office,” but now it will be sufficient to deposit the same “in any post-office.” Until now, presentment for payment had to

be made on the afternoon of the last day of grace, but under the Act it can be made at any reasonable or suitable hour of the last day of grace, whether in the forenoon or the afternoon. The protest or noting for non-payment must be made after three o'clock in the afternoon of the last day of grace. Noting is to be a preliminary step to protest, instead of being a distinct formality or deed. Under the Code, when a bill contains the words “value received,” value is presumed to have been received on the bill; but under the Act, whether the words “value received” appear upon the face of the bill or not, that presumption exists. Under the Code, the endorsee of an overdue bill takes it subject to all the objections and equities to which it was liable while in the hands of the endorser, whether they attach to the bill or some collateral matter; but under the English law prevailing in Ontario and under the Act, such endorsee will not be affected by such collateral matter like a set-off. The damages of two or four per cent. allowed by the Civil Code and also by provincial statutes upon bills returned under protest from Europe or the West Indies, or any British province of North America, or the United States, have not been re-enacted by the Act.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

CORRUGATED STEEL FASTENERS.

A Perfect, Secure Joint!

NO GLUE, NO SCREWS, INEXPENSIVE.

All Manufacturers of Wood-work are interested in this Invention.

Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.

THE ONTARIO TACK CO., Hamilton, Ont.



MIDSUMMER CIRCULAR, 1890.

IN addressing you, as customary at this season, we desire first to acknowledge the very liberal support and confidence we have enjoyed in the Spring trade; the many kind letters received complimenting us on the appearance and quality of our goods, and informing us of the increasing demand thereby created.

We take also this opportunity of expressing our appreciation of the letters of congratulation sent us in connection with the collapse of the attempt in the Law Courts to injure our good name. These letters are being forwarded to our partners in Glasgow, and the writers may anticipate that the good feeling shown to us will be a great pleasure to them.

Our representatives are now finishing their journeys, and as the greater part of this month will be allotted to them for needed rest, we venture to hope for a repetition of the experience of July, 1889, when we enjoyed so copious a response to our solicitation of orders by mail.

Assuring you of our best efforts to maintain the excellence of the goods that bear our name, and in hope of hearing from you frequently by mail,

We are, dear sirs,

Your obedient servants,

34

FERGUSSON, ALEXANDER & CO., - MONTREAL.

A JAPANESE WARMING PAN.

A writer in the San Francisco News Letter thus discourses upon the different devices which have been called into requisition from time to time to supply warmth and comfort to human extremities during a cold snap.

From the warming-pans of outgreat-grandmothers, it is an easy step to their foot stoves. What an important factor they must have been in such cold communities as New England fifty years ago when going to church meant an all-day affair, with the nooning between. For, of course, it went to church regularly during the winter, and participated in the wild delight of a sleigh ride in the frosty moonlight. It was a little box or foot stool, with a perforated tin lining, covered with a fancy case. A handle, by which it could be carried, dropped out of sight around one side of the box. The warmth was supplied by a large piece of soapstone, which, when thoroughly heated by a prolonged tarry in the oven or among the hot coals, would retain the heat for a considerable length of time.

Some of our ancestors also had neat little footstools, fitted with a tin can to hold hot water. This brings us down to our own times of "hot water bottles," and their substitutes. No one who has ever so suffered will make light of the horrors of going to bed cold, and of trying to go to sleep, while every moment draws the helpless victim several degrees further within the Arctic circle. A rubber bottle is not always at hand; it is also expensive, and, most likely, inconvenient; it may spring a leak! Ugh! A stone seltzer bottle is just as good, is less apt to break, and it holds the heat longer. Beware of a glass bottle. Bricks are favorites in some households; they, too, hold the heat, and occasionally have been known to set the bedclothes afire. When all else fails, there are yet the hot stove-covers and the flat-irons to act as the reverse of cold comfort.

But of all devices for the rapid, easy and effective application of heat to any part of the

body, nothing can equal the Japanese invention, the warm little kairo. Its cheapness, portability and capacity for disseminating heat are bound to make it more and more popular, as its virtues become more generally known. Not much larger than a sardine box apparently only a toy, the kairo is a surprise to any one who uses it. It has been in use among the Japanese for over a hundred years and known in America for at least ten, but it is only within the last three years that its merit is recognized by the public at large. Now gentlemen carry them in their pockets and ladies clasp them closely in their muff. Doctors order them in lumbago and other pains that are relieved by a continued hot application. They are no trouble to keep going. All one must do is to light the punk, allow it a few moments to become well ignited, before shutting the sliding lid of the box. Then a wise person will wrap, loosely, of course, a piece of flannel or, after the fashion of the Japanese, a silk handkerchief around the stove to prevent the fine ashes from sifting out into one's pocket, and a few hours' fire has been started that will burn unattended. The stoves are cheap enough and so is the punk, which is a big fire-cracker in shape, and is filled with charcole of the kiri wood. Why any one will continue to suffer from the cold to shiver and rub numb fingers in a vain attempt to get warm, when for a quarter of a dollar a kairo would make them happy, passes understanding, and should forbid all sympathy with the sufferer from coughs, colds and rheumatisms.

THAT PROPOSED CORNER IN PIG IRON.

It appears that representatives of Glasgow houses have lately visited New York to investigate what truth there was in the rumors current of American capitalists being disposed to take a deal in Scotch warrants; and from all that can be gleaned, it appears that

a strong London syndicate proposed to join certain New York capitalists in buying up the whole available stock of Scotch and American pig iron, and thus virtually control the world's market. It is reported that the following statement was submitted to several millionaires in New York:—"The largest pig iron yards in the world are Connaught's, in Glasgow. The iron is sold on the Glasgow and London markets by warrants. The holder of a certificate or warrant has something which says that 500 tons of pig iron are obtainable forthwith on payment of a penny a ton per month. A warrant is for 500 tons, three-fifths No. 1 and two-fifths No. 3. These certificates, it appears, are regarded by Scotch banks as prime security, representing something that does not require to be insured against fire and that never goes out of fashion. When the price is 45s. sterling, or \$11 a ton, they will advance 40s. per ton, or \$9.25 per ton. Pig iron at 40s. is looked upon by some as far below cost. The lowest price at which Scotch warrants have sold during the past fifty years, even in panics, is 38s. to 39s., and then only for short periods. To-day they were 47s. 7d. in Glasgow. The stock in Glasgow on January 1, 1889, was 1,244,000 tons; January 1, 1890, it was 1,035,000 tons, and on August 9, less than 700,000 tons, and decreasing I hear at the rate of 7,000 tons a week."—Trade Bulletin.

The government contract for the construction of six fog alarm machines has been awarded to the Pictou Foundry Co., of Pictou N. S., the lowest tenderers. Several Ontario firms put in tenders.

The Canadian Commercial Travelers' Association have leased the old Central Bank building in Yonge street, and they will move in about Oct. 1. Several thousand dollars will be spent in fitting up the place.

A customer secured is a promise of greater salary in time.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, . . . Toronto.

BINDER CORD.

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PURE MANILLA AND MIXED.



Mr. John Scott, of Hamilton, has been appointed superintendent of the St. Thomas pipe foundry.

The Western Ontario Commercial Travelers' Association will hold a pic-nic at Port Stanley on August 30.

The new pipe foundry and furnishings at St. Thomas have cost about \$30,000. Operations have been commenced.

Goldie & McCulloch, of Galt, have completed the contract for making the boilers for the new water works in St. Thomas.

The Kingston car works will complete the contract for three hundred flat cars for the Intercolonial railway this week.

The Imperial Oil Company, London, commenced moving their large tanks on Friday. They weigh about four tons each, and will be transported by horses from the city to Petrolia, a distance of about sixty miles. The drivers expect to reach their destination in about three days.

Mr. John Leys of Rice Lewis & Son has been elected to fill the vacancy on the directorate of the Bank of Toronto caused by the death of W. R. Wadsworth. The Board could not have made a better selection. Mr. Leys is one of the most successful business men in the city and has had a valuable financial training.

The St Mary's Canal Mineral Land Company in a circular announces the sale of 960 acres of its land to the Pacific Copper Company, now being organized, for which it is to receive 20,000 shares of Pacific Copper Company's stock, with \$10 per share indorsed as paid, and the further consideration that an additional 20,000 shares, to be sold at \$10 per share to provide means for development,

shall be offered to its stockholders. It is estimated that an expenditure of about \$30,000 will be sufficient to test the Atlantic lode, which is known to traverse the section embraced in the Pacific Company's property. The total cost of opening and equipping the mine with modern machinery over and above the cost of the land will be about \$500,000.

THE EFFICACY OF LIGHTNING RODS.

The subject of lightning rods frequently comes up for discussion in these columns. It is generally conceded that buildings are protected by the presence of lightning rods, but what is deemed a protection at the present time is far more thorough in construction and more scientific in application than what was accepted as protection only a few years since. As knowledge increases, as science advances, and as mechanical arts progress, so as to enable better construction and better materials to be employed, we reach a higher degree of protection from lightning than was formerly possible. And yet we have not reached the limit in this regard. There is much yet to be observed as to the nature of electricity, and many lessons to be learned concerning its management. Scientific men the world over, who are still studying the phenomena of electricity and of lightning, are not altogether agreed as to the conclusions to be drawn from certain observed facts, and every now and then some one in the advance guard lays down a proposition which attracts attention and provokes discussion. A case in point is found in a lecture on "Electrical Phenomena in Nature," delivered some time since by Shelford Bidwell, an English scientist. This lecture contained an important suggestion in regard to the circumstances under which lightning conductors are or are not efficient. The real value of a lightning conductor, according to Mr. Bidwell's view, is that it establishes a silent and harmless discharge

of electricity as fast as it is generated in the case where a cloud charged with electricity is hovering over a building. According to this view, it would seem that we are to consider that a kind of safe and easy path for electrical discharge is formed. But Mr. Bidwell maintains (and he illustrated the theory by experiments) that if a harmless uncharged cloud received suddenly an overflowing charge of electricity from a distant cloud, there is no certainty that the overflow discharge from it, instantaneously made and without a previous electrical condition of the air, would seek out the lightning conductor. The electrical path would not have been formed in that case, and it is hopeless, we are told, to make the lightning conductor so much the easiest path that all others are protected. Concerning this proposition we might suggest that, after all, it does not necessarily change one's faith in the efficacy of lightning rods. It does not destroy the force of statistical facts that in a large majority of cases lightning conductors are an efficient protection to objects within a certain radius. No doubt, under some conditions of the air, they will not be as efficient as under others, and this, perhaps, accounts for some of the injuries by lightning done to buildings supposed, according to the generally received theory, to be fully protected.—Iron Age.

BUSINESS CHANCE.

FOR SALE IN THE TOWN OF BRACEBRIDGE, good hardware, stove, tinware and furniture business, established 21 years, will be sold cheap, also dwelling house. Satisfactory reasons for selling. Address

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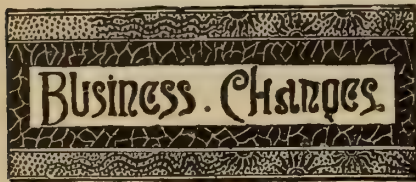
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Roofing Material, Building Paper, Plaster, Cement, etc.

We have just received a large consignment of Best Quality English Portland Cement and Scotch Fire Brick, which we offer to the Trade at close prices. Please write for quotations.



ONTARIO.

Burk's Falls—Menzie's, R. H., general store, assigned in trust.

Carleton Place—Miller, C. B., tinsmith, asking an extension.

Colborne—Scougale, Jas., harness and wagon maker, assigned to Adam Miller, Colborne.

Kinmount—Morison, W. T., blacksmith, assigned to Peter Mitchell, Lindsay.

Leamington—Coulson, W. C., hardware, assigned to Henry Branton, Leamington.

Markdale—Brown, Wm., general store, advertised business for sale.

South Indian—Labelle, J. O., general store, assigned in trust.

MANITOBA AND NORTH-WEST TERRITORIES.

Glenboro—Butchart, M., hardware, sold out to A. Doig.

QUEBEC.

Chicoutimi—Grant, Wm., general store, assigned in trust.

Montreal—Dods, P. D. & Co., w. paints, dissolved, E. Tongas continues. Style unchanged; Lajoie, M. & Co., tinsmiths, demand of assignment.

St. Aime—Lanoie, P. P., general store, demand of assignment.

NOVA SCOTIA.

Dartmouth—Gates, E. H. & Co., painters, dissolved.

Hebron—Patton & Co., store, John S. & Frank L. Patton, co-partnership registered August 6th, 1890.

OUR REPRESENTATIVE IN BRITISH COLUMBIA.

Mr. G. Hector Clemes, the genial representative of HARDWARE is in the city in the interests of the able trade journal he is connected with. Nanaimo, B. C., Free Press, Aug. 6.

HECK'S COLUMN.

An interesting item that I picked up at Broadview, N. W. T., was that some dozen Indians at that place had land under cultivation, and would have each fully five hundred bushels of grain. Many will be somewhat surprised to hear this, as the general appearance of these people would indicate that they were a very lazy lot. We can now point out exceptions to appearances. From Broadview to Qu'Appelle, formerly Troy, where the troops landed in 1885, during the Rebellion, the land is in a splendid condition. There is not much rush at Qu'Appelle, but the half-dozen business men who are there are all making a good living. Moosejaw, the next place of importance, has its ranches in the immediate vicinity of trade. Two merchants at this place told me they were about to give up business and go elsewhere. The other merchants report trade as good as can be expected, and the same may be said of Swift Current and Medicine Hat, although as "The Hat" is a railway center a great deal of that class of trade keeps up the town.

Regina, on the C. P. R., between Qu'Appelle and Moosejaw, must not be forgotten. Here the government buildings are situated, as also are the N. W. mounted police barracks. The town had a severe fire a short time ago. There are many new buildings in course of erection. The farming lands are good. The town is steadily increasing in size, and if it fills in, as it is laid out, it will be a large city some day. I have a word for Calgary, which I consider one of the finest towns in the N. W. T. It is walled in by a range of mountains that extend around the entire limits of the town. Every merchant is in good financial standing, and all are of a business nature. The first sod of the Calgary and Edmonton railway was turned last month. The town is lighted by electricity by two companies, their competition making it the cheapest light any where. Every one who visits the town gets a hearty welcome. The town is growing steadily and the country around rapidly. This is what they want to insure success. Land in the town calls a good price, as much as two hundred and fifty dollars a foot. The town contains many fine

buildings, and if I were going to open business in the west, with a good capital, I would not hesitate to drop off at Calgary.

Another automatic box device is described by Invention, which states that a nickel-in-the-slot machine in Boston confronts the equestrian who alights at the sidewalk with the legend written across its front, "Drop a nickel in the slot and I'll hold your horse." He puts in the nickel, and two iron hands unclasp, and the bridle rein is dropped into them, and they close again. There you are, the horse is held. The rider goes off about his business. In half an hour he returns. There is the machine, and there is the horse. But the first legend has disappeared, and in its place is the inscription in characters of living light, "Give me a quarter and I'll let him go."

G. H. WEDGWOOD & CO.

MANUFACTURERS OF

Colored Japanned Sheet Metal Goods,

SPECIALTY, ADVERTISING SIGNS.

Inventors of the Only Indetectable Imitations of English Glass Enamel.

79 JARVIS STREET, TORONTO.

Important to the Paint Trade.

TORONTO, May 16, '90,

To W. H. COTTINGHAM,

Montreal.

Kindly send us one box MANDER'S CARMINETTE, per express at once for Toronto Street Railway Co. WE LIKE YOUR COLOR AND WILL USE NONE OTHER.

(Sgd.) J. J. FRANKLIN,

Supt. T. S. Ra'y Co.

E. R. C. CLARKSON

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Electricity, says Kuhlow's German Trade Review, has been the means of creating a variety of new and beautiful illuminating bodies. A completely new ornamental principle has been brought into application. The ductile conducting wire can be turned and wound in all directions, so that the most fantastic formations are possible. Thus, there may be fitted in the corners and centres of ceilings, garlands and floral ornaments in colored bronze or in gilded and painted stucco, from the open flowers of which streams the electric light, or to such garlands colored glass lamps to contain the lights are added, by which the effect of colored precious stones is produced. The light hangs down in glowing clusters, or swings from the walls in festoons of flowers, or glitters in the hands of charming bronze boys, or like a galaxy of stars it hovers above that magnificent life-size female form, cast in bronze, from Eberlein's model. Free and unrestricted can the light be disposed of. Small wonder that the naturalistic creations receive the preference! The things at present created in such illuminating bodies are really magnificent. Here, a wall bracket in the form of a pineapple, on the crown of which are the lamps, like stamens with glittering nodes. There, a lamp of colored majolica, with the rays of

light glimmering with fairy-like beauty between colored metallic leaves and entwining plants. Countless is the variety, each more beautiful than the other. All the large establishments for illuminating articles hold similar charming work in stock. In numerous places of public assembly in the city many have already come into application. The impression created is of such an enchanting character, that it may with justice be claimed that in this wonder of loveliness the marvels depicted in the "Thousand and One Nights" seem again to be realized. In this beautiful work there is a hint for our artistic trades: new ornamental creations are not originated by the everlasting imitation of the ornamental forms of past periods of style, but by inventive skill and new necessities.

CEMENTING IRON.

We wish to ask a favor of our readers in this issue of the Western Machinist. It is not asked selfishly. All readers of the paper will be benefited. We wish to ask our subscribers—or such of them as are practical men—to verify or expose the following recipe.

The recipe will be seen to refer to the cementing of iron. It sets forth a way that is entirely new. If there is anything in it, it is of the utmost importance. There is no machine shop but in which, at times, it would be found of great value.

So far the recipe, or formula, is only a paper one. It has been written about a great

deal, but that is all. One thing may be said in its favor: It comes from a very good source. For our own part, though, we have a great distrust of paper recipes. Whole books full of such can be bought. But they often turn out to be of very little value.

Here is the recipe in question:

"By a new method of cementing iron, the parts cemented are so effectually joined as to resist the blows even of a sledge hammer. The cement is composed of equal parts of sulphur and white lead, with a proportion of about one-sixth of borax. When the composition is to be applied, it is wet with strong sulphuric acid and a thin layer of it is placed between the two pieces of iron, which are at once pressed together. In five days it will be perfectly dry, all traces of the cement having vanished, and the work having every appearance of welding."

Now, we would like to ask as many of our practical readers as have an opportunity, to experimentally test the above and report in writing to this paper. We will set a space apart for such answers as we receive. We do not ask correspondents to trouble themselves about any literary style or method in answering. Any data that may have been arrived at, scribbled on the back of an envelope, or in any other ready way that may be at hand, will be received and transcribed into correct diction by the editor.—From the Western Machinist.

MONTREAL NOTES.

Mr. Ryan, of H. R. Ives & Co., is away on a trip to Winnipeg.

Mr. T. H. Newman, the popular manager for Caverhill, Learmont, & Co., is enjoying a holiday at Metis.

The employes of Messrs. Thos. Davidson, & Co., tinsmiths, numbering 150, held a very pleasant picnic, on Saturday, at the Athletic Club house. They were accompanied by the St. Henri town band, and an enjoyable time was spent in dancing, athletic games, etc.

Mr. Robert Gardner, head of the firm of Robert Gardner & Son, manufacturers of machinery, 40 Nazareth street, died at his residence, on the 19th inst. Mr. Gardner was a native of Lochwinnoch, Scotland, and was in the seventy-first year of his age. He had been in business in Montreal for about forty years, and was well known among manufacturers and business men.

Mr. Chas. W. Whitlaw, manager of the Montreal Saw Works, is back again at work after a two weeks' holiday spent at the big canoe meeting on Isle Cadieux, Lake of Two Mountains. He can hardly call it a holiday, he was the hardest worked man in camp being secretary. He himself is to blame, as it was owing to his popularity he was elected to fill that position, which he has done creditably.

Montreal is a model city. Mr. Glackmeyer, city clerk, is in receipt of a letter from Victoria, B. C., asking for information regarding the ways of carrying out, and the rules and regulations concerning our civic markets. Mr. William Dowler, a member of the committee appointed by the council of Victoria to enquire into the matter, says that it is the intention of the council to establish a civic market in that place, and that a special committee has been appointed to enquire into the advisability of such an institution. But this is not all. Chief Hughes has a letter from the captain superintendent of police of Shanghai, China, stating that they are reorganizing their police force, and enclosing a list of forty questions which he wants answered.

At three o'clock yesterday morning fire broke out in the hardware and stove works of H. R. Ives & Co., Longueuil, in the setting up department and it is thought in the Japanning room. The town brigade and some volunteers under the direction of Mr. D. W. Bennet, superintendent of the works, succeeded in saving the moulding shops, warehouse and storehouse containing bulk material. The loss is partially covered by insurance. A new boiler was about to be put in with a view to increase the working capacity. A large number of men, boys, and girls are thrown out of employment. The burnt buildings cover an extensive area. A fresh wind was blowing at the time and but for the energy of Mr. Bennet and the volunteers who so ably supported him the whole of the buildings would have been destroyed. The Montreal Brigade would have been summoned had immediate means of transportation been possible.

THE DESIGN OF HEATING BOILERS.

Much time and thought have been expended during the past few years in endeavors to perfect the designs of steam and hot water house heating boilers. From the beginning of the industry the efforts of inventors have been mainly directed toward increasing the heating surface and rendering it more efficient per unit of area by having the products

of combustion impinge on the surface, instead of passing parallel to it. Along with these changes not a little attention has also been given to the shape and arrangement of the water spaces, with a view to facilitating circulation. Speaking very broadly, therefore, we may class the improvements under the three heads of increased heating surface, more efficient heating surface and easier internal circulation. Of course there have been many other modifications in boilers, covering the grate, ashpit, flue openings, etc., but the fact remains that the chief changes are such as we have adverted to. But now, for the sake of argument, assuming that practical perfection has been reached in the directions indicated, is it not possible that there are other fields of improvement which the inventor might profitably cultivate? Surely his ingenuity is not yet exhausted nor his brain tired out with the effort of striving for absolute excellence.

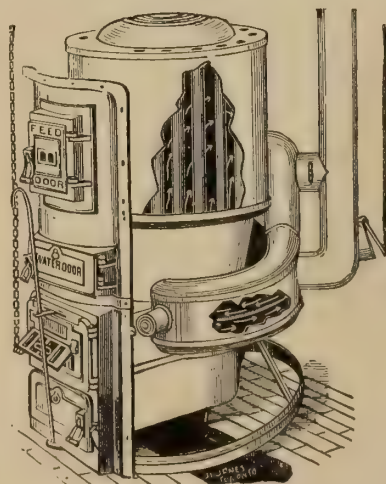
In a theoretical way the subject of heat transmission has for years been studied carefully by eminent scientists, and while many of their discoveries are not of a kind to prove helpful to practical mechanics, for so we may term boiler-makers, they have, nevertheless, brought some facts to light whose practical application might perhaps lead to greater fuel economy in steam and hot water heating. Of the two discoveries we have in mind, one relates to extended surface on the fire side of a boiler and the other to ample combustion space, which insures not only a more perfect burning of the gases, but also the more complete utilization of the heat evolved. We are aware that the principle of extended surface has been applied in some instances, but the fact remains that it is far from being a common feature in boilers. The makers of radiators, indirect radiators especially, have adopted extended surface very generally, and, as far as we know, experience justifies the added expense of the pin or other surface enlargement. Now, other things being equal, what is of advantage in the surface of a radiator is likewise of advantage in the surface of a boiler, since the function of the two surfaces is similar. One is intended to impart heat to the rising column of air, and the other to abstract heat from the rising products of combustion, the action, though reversed, being the same in both cases. In designing a boiler with extended surface, however, one very important practical difficulty is encountered which is not met with in the case of radiators, owing to the fact that the air is

not laden with soot and ashes. A boiler made with vertical pin-surface, for instance, would undoubtedly prove highly efficient the first time it was fired, but would rapidly become clogged with soot, and be thus rendered practically worthless from an economical point of view. The extended surface, therefore, should be self-cleaning so far as possible, or, at any rate, should be easily cleansable by the person having the boiler in charge.

Concerning the other proposed improvement—namely, ample combustion space above the grate—very little is definitely known, and in the absence of reliable experimental data a tentative course is the only one to pursue. Successive trials would discover the proper capacity of fire-pot, from which a rule could probably be deduced that would be applicable in proportioning combustion chambers in all sizes of heating boilers. In a boiler having a too small combustion chamber the gases are cooled by contact with the water surface before they have been thoroughly consumed, and the result is that the imperfectly burned products pass to the chimney and carry away a great deal of heat that otherwise might have been utilized. On the other hand, it is known that too much space above the fire is not conducive to the best results, though we do not remember ever having heard a satisfactory explanation of why this is so. One would think that the larger the space, within reasonable limits, the better, since the heat cannot be destroyed and can only escape by way of the chimney, but nevertheless a limited experience would indicate that the maximum efficiency is reached only when the combustion chamber is of proper medium size. Experiments in this line could readily be carried out by separating the boiler from the grate and constructing between them temporary fireboxes of various heights. These remarks of ours, let it be remembered, are not meant to cover the whole ground of possible improvement in the design of heating boilers, but are advanced merely as suggestions to the present and prospective boiler makers, who in the approaching time of sharp competition must exercise their ingenuity in every way if trade is to be commanded and retained.—The Metal Worker.

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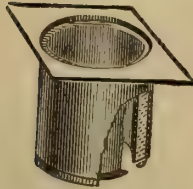


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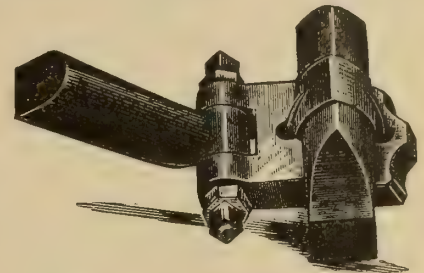
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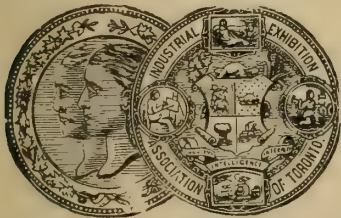


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TORONTO, Aug. 22, 1890.

The situation in hardware remains practically the same as last week, with, perhaps, a little further easiness in metals, prices of which are favoring buyers. The travellers are all on the road, but are only taking very moderate sorting up orders, as merchants say they will not be prepared to buy for several weeks yet. However, any advance in prices would likely bring orders in more freely, but in the present condition of the market it is hardly likely that prices will go higher immediately. In the warehouses merchants are busy shipping out goods on orders taken some time back, and this is being rapidly proceeded with, as merchants are desirous of clearing all the orders up before Exhibition. After the Exhibition a resumption of business is expected, but much greater activity is hardly looked forward to till then.

Shelf goods have been moving very slowly lately, and the business in this line has been rather below the average. No improvement can be noted in the demand for builders' and contractors hardware, while lumbermen's supplies have also been in rather less request than usual. Implement-men in Manitoba have been as busy as they can be getting out harvesting machinery. Ordering has been late this year, and stocks have been late coming in, so that there has been a great rush at the end of the season.

Payments are maturing, liabilities are not quite up to the mark, but the banks are supplying all necessary accommodation where the security is good. This accommodation is principally required for carrying on a shortage of payments in consequence of a poor business during last winter, but buyers have all been cautious and have very much reduced purchases during the past six months.

IRON AND STEEL.

Warrant speculation in the English market has continued lively, and prices have advanced still further, moving up to 49s. 6d. for Scotch, and 46s. 7½d. for Middlesbrough. The rise is attributed chiefly to purely speculative operations, but it has some effect upon makers of finished iron and steel. The local market is without particular change, but pig iron is rather firmer in sympathy, probably, with the Montreal market, which appears to be in a better condition. Bars do not show as much strength. Sales are reported at \$2.25 for common bars, and there is said to have been shading under this figure. The mills are reported to have contracted for common bars at \$2 to \$2.05. In regard to the report from Montreal that the Hamilton mills were selling bars in Montreal in competition with the Montreal mills, it may be noted that the Hamilton people are paying much less for their scrap. No imported wrought scrap was quoted in Montreal last week at \$19, but the Hamilton people have not been paying more than \$15 per ton to local dealers, and they are also said to have received large quantities of foreign, probably German scrap via New York lately. English mail advices say: In Glasgow the tone of the market has been decidedly stronger, and several makers have this week advanced their prices for special brands. The statistical position is steadily improving; and this is considered most satisfactory, as we have now reached what is usually the duldest

period of the year. Last week, 2,700 tons were taken out of Connal's store, which brought down the quantity held there to 686,000 tons, comparing with 1,023,000 tons at the same date last year. Shipments show no signs of falling off, but rather the contrary, and are 38,000 tons in excess of 1889. Not much new business has been secured by the manufactured iron and steel makers; prices, however, remain unchanged, and generally a hopeful view is taken of the future. At Middlesbrough shipments on the whole are well maintained, although owing to Cleveland iron having throughout the year been relatively (and at times actually) cheaper than Scotch, they show a falling off of 100,000 tons compared with 1889. Manufactured iron and steel makers have been filling up their order books most satisfactorily during the past fortnight, and in several cases state they could have secured more work had they been inclined to sell forward at current rates. Prices have an upward tendency, and there is more business offering than for some time past. In the Staffordshire districts trade is reported to be rather more active, especially as regards sheets, both black and galvanised, for which the demand is decidedly stronger. There is a more healthy tone in the West Coast Hematite iron trade. The local consumption is increasing, which points to a more active trade throughout the district. Stocks in public stores are still diminishing, and shipments are 10,000 tons in excess of the corresponding period last year. From Wales the reports are most encouraging barring labour disputes, and the prices of steel, and tin plates tend in an upward direction.

SHEET IRON.

Sheet iron is rather easier this week, due probably to the light movement in it. Stocks, however, are rather light than otherwise, and prices are now expected to remain steady. Stocks of Russia sheet iron are now on the way and are expected to reach this market in a short time. The great part of the business in this iron is done in Toronto, Montreal dealers usually purchasing from here. Orders have been taken at 9½ to 10c. per lb. but 11 to 12c. is now being asked, with probably 10½c. for large lots.

TIN AND TIN PLATES.

The local market for tin plates does not appear to have sympathized fully with the strong advices from abroad, but prices fairly well maintained, although in a few cases concessions have been granted. An improvement in the demand from the United States and the Continent has imported additional strength to the English market, and the feeling at present is buoyant. Makers are advancing prices all along the line, and 14s. 6d. is now the lowest quotation for Bessemer coke finished steels, with 14s. 9d. generally asked.

Ingot tin is locally very dull and we reduce prices for straits and L. & F. this week to 24 to 25c. with the bulk of the business probably doing at the lower figure. Strip is also lower at 25 to 26c. The English market showed a decline, but afterwards hardened under edge buying orders. It is now quiet, however.

COPPER.

Copper is dull and featureless, with prices not very firmly maintained. The English market is quiet, but firmer. The rise in prices has checked the demand from consumers, who consider the prices artificial. Outside speculators are little disposed to buy.

ZINC AND SPELTER.

These metals are also dull, but show a degree of firmness, which has the effect of

keeping prices for galvanized iron at their present level. Ordinary Silesian spelter is cabled at £23 7s. 6d. with prices hardly steady and the demand moderate.

LEAD.

Lead is hardly as steady as it was a week ago but prices are no lower, while the movement is moderate. Soft spanish is cabled unchanged at £12 17s. 6d. with the demand fair and prices firm.

STEEL RAILS.

The cable says:—Inquiries are fair, but no really large orders are placed, and prices show little change. Heavy sections quoted at £5 to £5 5s. and light sections £5 15s. to £6, f.o.b. at N. W. England shipping point.

NAILS.

The demand has been very slow for some time past and prices are easy. No large lots are moving out, for while there is a fair city business doing, country merchants are ordering only as their immediate requirements demand and are not carrying any stocks. The fact that the nail market has been a declining market for a month or so past, also helps the general dullness, as many merchants appear to anticipate still lower prices, and so refrain from ordering. Should any advance take place it would probably stimulate the demand.

BINDER TWINE.

There has been an active business doing in this during the present season, and dealers appear to be pretty well cleaned out of stocks. Large quantities of the twine have gone up the Midland, but the demand west of here has been general, although not so much was shipped east. One or two wholesalers here, who have received repeat orders, find themselves completely cleaned out, and have got fresh stocks only with some difficulty. The Winnipeg Commercial says of the binder twine situation in Manitoba: "The binder twine situation is still interesting. Some delay in the arrival of stock was caused by the blockade at the Soo canal, but not to a serious extent. The feeling in twine is very firm. It is said that pure manilla twine has been advanced at the factories east 1 to 1¼c., and this makes prices here very strong. Retail orders for small lots were being filled as before at 17c., but there was some talk of advancing to 18c. Any new stock brought in, if required, will certainly be higher, owing to the increased cost east; and to the fact that it would be necessary to bring it in by the all rail route, at an increased cost on freight charges."

SCRAP METALS.

There has been no particular change in the local situation as before noted it is reported that the Hamilton mills have imported large quantities of foreign scrap, which has been brought through in bond via New York. It is likely that this scrap comes from the continent, as they could hardly handle English scrap at its present price, and the low steamship rates to New York have made that route a profitable one to bring the scrap into Canada. The mills are taking all the wrought scrap that can be supplied them at \$15 per ton, but some dealers refuse to part with their scrap at this figure, and are holding either for higher prices or awaiting a chance to ship it to Montreal, where higher prices are obtainable than are being paid here. Dealers here are paying 60 to 65c. per 100 lbs. for No. 1 wrought scrap. Heavy cast scrap is quiet and featureless. Copper and brass are moving into dealers hands in only moderate quantities, and dealers say they could take more if it was to be procured. Dealers' prices are as follows:—No. 1 heavy scrap, 60 per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap,

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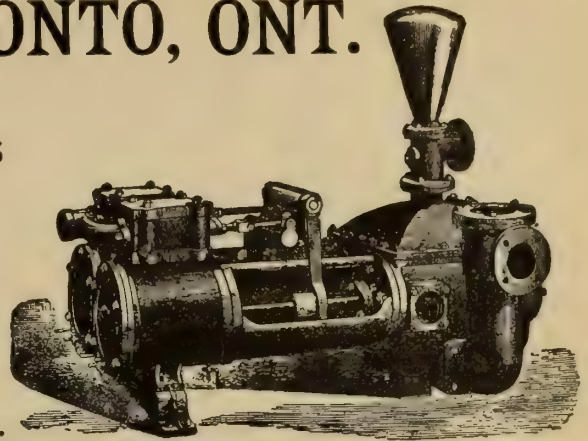
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MARKETS—Continued.

60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 25c.; new scrap copper, 10c.; heavy scrap copper 10½c.; old copper bottoms, 8½c.; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 9c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2½ to 2¾c.; country mixed rags, \$1 to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs

PAINTS AND COLORS.

There has been no actual change in this market during the week, and business still continues very quiet. Travellers are going out in a few days, however, so that a resumption of activity may be looked for. Linseed oil is held at previous prices, and no more oil has been received from the English market. Canadian crushers have delivered a few small lots this week on back orders, and this has eased the market slightly, although it has not definitely affected prices. Further shipments may be expected from the Canadian crushers. Turpentine is unchanged, but the tone of the market is probably easier. While quotations are maintained at 62 to 64c., it is likely that most of the business is doing at the lower figure. Advices from Savannah dated August 13, say: "Since our last report turpentine has ruled very steady at 38½ to 39c. per gallon in yard. The receipts are quite large, and stocks are accumulating as there is a scarcity of tonnage. The shipments to Europe have been heavy, and the demand from that direction is easier. The general feeling is that lower prices will prevail." Stocks of turpentine in the south are estimated at 27,553 bbls. against 19,536 bbls. a year ago. Other lines are entirely unchanged.

HIDES, ETC.

HIDES—Are dull. Cured are 6¼c. Green are 6½c for No. 1 cows', and 5½ and 4 1-2c for the two lower grades respectively.

TALLOW—Rough is 2c. Rendered is 5 1-2c.

WOOL—Is dull at 21 to 23c.

NEW YORK MARKETS.

NEW YORK, August 22, 1890.

The iron and allied trades have been devoid of new or particularly interesting feature the past week. Local agents do not appear to have been favored with anything in the way of important new orders for fin-

ished iron or steel at all events, or with more than the routine demand for crude materials. Still the various industries are well employed, and it is in rare instances that sellers are found making any special effort to expedite business. In other words, the general market preserves a remarkably steady tone despite the existing dull state of affairs in most lines.

OLD MATERIAL.

For old iron rails the demand is moderate and the market shows no new feature, about



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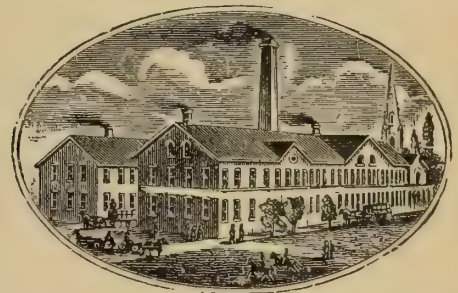
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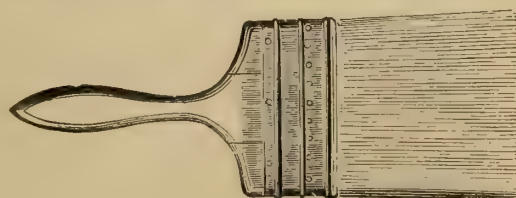
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NEW YORK MARKETS.—Continued.

\$24 50 to \$25 for tees and \$25 50 for double-heads fairly reflecting market value. No. 1 wrought scrap remains at about \$21 on cars.

STEEL RAILS.

Western buyers have been inquiring on about 40,000 tons of steel rails, but it is understood that Eastern manufacturers' quotations were too high for the business being placed in this quarter. Otherwise the demand has continued slow and the market still shows rather a weakish tone.

TIN.

The rise in silver has served to bring about higher prices for pig tin, and the advance has been attended by somewhat increased speculative movement, giving the market a rather more animated appearance. Jobbers have not purchased with a great deal of freedom, however, and consumers are taking very little over and above what may be required to tide over immediate wants. On the Metal Exchange 40 tons have been sold at 21¼ to 21.30c. for September and 20 tons at 12.15c. for August delivery. Outside the Exchange about 200 tons have been turned. Spot prices at the close were 20.30c. net for 10 ton lots, 21.40c. for 5 ton lots and 21½c. for small quantities. London cables quoted £95 5s. to £95 7s. 6d. for spot and £95 17s. 6d. to £96 for futures.

LEAD.

Pig lead has moved still higher and the market is strong at the advance. The improvement is in no way due to speculative influence. Gradual depletion of supplies here and in the West is the basis of the rise, and present conditions point to a firm market in the future. In a speculative way about 250 tons have changed hands at 4.60@4.62½c. for August delivery, apart from which we learn of about 300 tons at about the same figures and single carload lots at as high as 4.72½@4.75c. for prompt delivery.

COPPER.

The local copper market has been quiet. Offers by some of the leading producers to furnish consumers with ample supply of Lake Superior product have a restraining influence not only upon speculation but upon purchases for consumption. Arizona ingot is now quoted at 15¼@15½c. and common casting copper at about 1c. less. London cables show a further rise on merchant bars, those of Tuesday quoting £59 for spot and £59 10s. for futures.

SPELTER.

Spelter is firm. The supply on the spot is not over 5 carloads, and holders are asking 5 60c. for the same. Little if anything is offered for shipment prior to September, and for that month 5.50c. upwards is asked.

TIN PLATES.

Pending tariff measures and strong cables from abroad have excited the tin plate market, and prices are unsettled at about 10c. advance all around.

MONTREAL

MONTREAL MARKETS.

AUG. 21, 1890.

IRON AND HARDWARE.

There has been no change to the iron market since our last, but the firm feeling to the market continues and is if anything intensified this week, although we can cite no actual change. However all the conditions point to present prices being maintained, at least if they do not rule higher. Freighters are tending upward and S. S. owners will not negotiate for any late deliveries except at higher figures, while they are pressing for the prompt execution of existing contracts.

Then two recent cables from Glasgow quote the market strong with a strengthening tendency while warrants gradually improve and the general tone of the market over there is fair. On spot however business rules rather quiet on the whole, although we have to note some fair orders but there are some indifferent buyers who persist in holding off in the expectation of better terms, and the outlook now is that they will be disappointed, as the conditions above enumerate certainly point the other way. However in spite of all there has been a nice little business noted in pig and several transactions ex wharf and to arrive came under our notice during the week. The basis was about \$22 for Summerlee but there was some shading on it allowed for round lots. In other lines the market presents the same aspect and for tin plates, especially our remarks of a week ago apply fully to-day. Recent cables indicate a continued strong feeling and an advance of 6d. per box is noted in Great Britain, but we have nothing to note, locally business ruling rather quiet on the whole and we quote coke firm at \$3.80 and charcoal \$4.50 for round lots.

NAILS.

The nail market has presented no new feature since our last, but the feeling is steady on the whole and we hear of orders being booked at four figures. In fact, although cutting is spoken of, it is doubtful if any business of extent is transacted under the 245 basis, and we quote:—

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	....	2 45
8 dy to 9 dy, " " "	....	2 70
6 dy to 7 dy, " " "	....	2 95
4 dy to 5 dy, Am. pat	....	3 20
3 dv fine hot cut, " " "	....	5 45
4 dy to 5 dy, cold cut, Can pat.	....	2 95
3 dy, cold cut, " " "	....	3 45
2 dy, hot cut, nails " " "	....	5 65

Steel Wire

10 dy to 60 dy, per keg	.....\$2 55	\$3 75
9 dy " " " " "	.....2 80	4 10
8 dy " " " " "	.....2 80	4 45
7 dy " " " " "	.....3 05	4 80
6 dy " " " " "	.....3 05	5 15
5 dy " " " " "	.....3 30	5 15
4 dy " " " " "	.....3 30	5 45
3 dy " " " " "	.....4 05	6 50
3 dy fine " " " " "	.....5 55	8 85

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 45
4 dy @ 5 dy, per keg	.....	3 70
6 dy @ 7 dy, " " "	.....	3 45
8 dy @ 9 dy, " " "	.....	3 20
10 dy @ 30 dy, " " "	.....	2 95
Cut spikes, " " "	.....	2 70

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	.....	\$4 75
1 " " " " "	.....	4 45
1 ½ " " " " "	.....	4 15

Finishing nails 70c. per keg over same size hot cut, viz., from \$6.40 for inch to \$3.45 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.40 for 1-inch to \$3.20 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$6.90 for 1-inch to \$3.70 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand 50 per cent. discount, for small lots. P. B. & Co. brand 50 per cent. of list for small lots. Large lots 50 four months, with 5 per cent off for cash in 30 days.

CHEMICALS AND DRYSTUFFS.

The chemical market shows no change in a local sense, and the same quiet feeling actuates it as formerly, but this is simply owing to the uncertain position of affairs at primary centres, and now recent advices are to hand which indicate that higher figures for next season's contracts are altogether probable, which means an immediate strengthening to the market. Freighters too on the heavy

lines are similarly affected as with iron, and higher figures are spoken of for cash fall deliveries, so that the outlook is for a strong market this fall. For the nonce, however, prices are stationary as everyone is waiting to see whether the union will be effected or not, and consequently no quotations are made for forward delivery beyond September. On spot a quiet business is noted in sal and bicorb soda at former figures, while sulphate of copper is reported stronger for both prompt and forward delivery. Gomberr is a shade off and may now be quoted ¼c. per pound lower, while cutch is firm.

PAINTS AND OILS.

In the market there has been no alteration since our review of a week ago, and business moves along quietly on an unchanged basis. Colors have met with a fair enquiry all along, and white and red lead are quoted steady at unchanged figures. In oils we have no change to note, the firm feeling remaining on the whole, although receipts have been fair and stocks are now sufficient. Fish oils remain unchanged and we quote Newfoundland cod at 36 to 38c., with Gaspe at the same figures, and Halifax a couple of cents less. In seal oil we have no change to note and we quote it at 52½c., but it is likely that round lots could be moved for less. Linseed oil is unchanged, and we hear of business in boiled at quotations of 70 to 72c. the inside figure for good sized lots.

GLASS.

The glass market is unchanged locally under a quiet jobbing business, but the outlook is for a change in the direction of higher prices in the near future. Late advices from Great Britain speak of higher prices there in consequence of the higher prices for chemicals and now dealers here are discussing the propriety of anticipating the advance. However there is no change yet and we quote the old figures viz., first break \$1.40 to \$1.50, second break \$1.50 to \$1.60, successive ores in proportion.

NAVAL STORES.

No change has been developed in this market since our last report and beyond the reported easiness of turpentine in the south to which reference has previously been made, there are no particular features to note. Stocks are sufficient for the existing demand and prices are steady and unchanged the quotation being 62. to 65c. In other lines business has sagged of somewhat with the passing season but there is no sensitive change in the position of the market that we can cite. We quote: Turpentine, 62 to 65c.; rosins, \$2 to \$3; coal tar, \$3.25 to \$3.50; cotton waste, 5½c. for colored and 7 to 10c. for white; oakum, 5½ to 7½c. and cotton oakum, 10 to 12c.

PETROLEUM.

Business has moved along quietly since our last, and there has been a fair moderate movement of refined in a local way. Canadian oil is steady at former figures, and there is no other feature of note. We quote Canadian 13c. in car lots at Petrolia, and 15½c. in Montreal. American 23c. in car lots, and 23½ to 24½c. for lots of ten barrels to one barrel. American benzine is worth 23¼ to 25c., the inside for large lots, and Canadian 14½ to 15c.; the same remarks applying.

CEMENT AND FIRE BRICK.

Arrivals of cement during the week have been light, and prices continue firm. An outside lot of about 3,000 casks London brand is being offered at \$2.45 to \$2.50, which represents the views of the general trade as to values for round lots of English brands. Belgian is held at \$2.35 to \$2.45; small lots 10 to 15c. for cask advance. Fire bricks are unchanged at \$20 to \$25 per 1,000, the demand being fairly good.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

TRADE
"EASTLAKE"
MARK.

Metallic Shingles.

Price List and Catalogue sent on application

The Metallic Roofing Co. of Canada
[Limited.]

Rear 84, 86, 88 and 90 Yonge Street,
TORONTO.

Electric Supplies for Electric Lighting, Electric Bells, Wire Annunciators. Contractors for Electric Work.

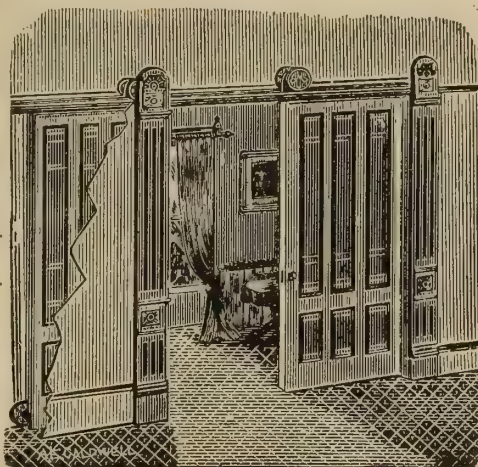
HENRY S. THORNBERRY & CO., 39 King St. W. Toronto.

Clarke's Common Sense Sliding-Door Hanger

Slides back and forth with a more Graceful and Easy Motion and with less noise than any other Hanger.

With this hanger there is :

- No Side-draft.
- No Kicking.
- No Flanges on the wheels.
- No Jumping the Track.
- No Inaccessible Tracks in the Pockets.
- No Tearing Down of Lath and Plaster.
- No Dead Weight of heavy doors constantly hanging to the track.
- No Tracks to be put in until ready to hang the doors.
- No False Pockets in the Tracks for either



Single or Double Doors.

Doors equipped with this Hanger are suspended at the upper front corner and supported or rest upon a single roller secured to the lower inside corner, perfectly balanced, moving easily.

Common Sense Hangers can be applied to doors that have been hung with any other hanger without removing the plastering, woodwork, or any of the sheathing of the pockets, or creating any muss whatever.

MANUFACTURED BY

THE PETERBOROUGH LOCK MANUFACTURING COMPANY,
PETERBOROUGH, ONT.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

Write for Quotations on our Specialties as below :

GORDON CROWN GALVANIZED IRON, guaranteed equal to any in the market.

M. L. S. TIN PLATE, equal to Bradley's.

M. L. S. STOVE PASTE, best in use.

We also have on hand a complete stock of all kinds of Elbows, Stove Boards, Pipe Varnish, Dampers, Black Lead, etc.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



The above Brand of Lead
Requires no Association Guarantee.

It is the STANDARD of the Dominion for
Purity, Fineness and Whiteness.

WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

Williamson
& Lambe
STORAGE.

54 & 56
Wellington St. E.,
TORONTO.

DESKS
OFFICE, LIBRARY,
CHURCH AND SCHOOL
FURNITURE.

JOHN M. BLACKBURN & CO.,
41 COLBORNE ST., TORONTO,
—AND—
162 ST. JAMES ST., MONTREAL.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	24, 25
Straits 100 lb ingots.....	24, 25
Strip " " " " " "	25, 26

Tin Plates—Charcoal Plates, Bright.

Bradley M.L.S.	Per box.
I.C., usual sizes	\$6 00 \$6 25
I.X., " "	7 50 7 75
I.X.X., " "	8 75 9 00
Raven & P.D. Grades—	
I.C., usual sizes	4 75 5 25
I.X., " "	5 75 6 25
I.X.X., " "	6 75 7 25
L.X.X., " "	7 75 8 25
D.C., 12½ x 17	4 50
D.X., usual sizes	5 50
D.X.X., " "	6 25 6 65

Note.—Other brands might be shaded
by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 25 4 50
I.C., special sizes	4 25 4 50
B.V. Grade, I.C., usual sizes	4 25 4 50

Note.—Round lots of 14220 could be
purchased of 25c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 00 8 25

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, " "	
" 14x65, " "	

Iron and Steel.

Common Iron, per 100 lb	\$2 40
Refined " " "	2 75
Horse Shoe " " "	2 75
Band " " "	2 87½
Hoop " " "	2 87½
Swedish " " "	4 00
Nova Scotia Bar iron.....	2 75
Sleigh Shoe Steel	2 50 2 75
Machinery, Tire Steel	3 00 3 25
Best Cast Steel, per lb.	0 13 0 14
Russian Sheet " "	0 11 0 12
Tank Plates	2 25 2 50
Boiler Rivets.....	4 75 5 00

Boiler Tubes.

2-inch	13c
3-inch	18½

Boiler Plate.

½ inch.....	\$2 75
5-16 " " " "	2 60
3 " " " "	2 50

Sheet Iron.

1 to 20 gauge	3½, 3½
22 to 24 " "	2½, 3
26 " " "	3, 3½
28 " " "	3½, 3½

Canada Plates.

Blaina.....	\$ 00
Boars Head.....	3 15
Maple Leaf.....	3 00
All Bright.....	None

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5½, 6c
26 gauge, " "	5½, 6
28 " " "	5½, 6½

Gordon Crown—	
16 to 24 gauge, per lb	5½, 6½
26 gauge, " "	5½, 6½
28 " " "	5½, 6½

Note.—Cheaper grades about ½ cent
per lb less.

Chain.

Proof Coil, ½ inch, per lb	4½, 4½c
" 7-16 inch " "	5½, 5½
" 1-4 " " "	5½, 6
Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—Ingot.

Lake Superior, per lb	0 00 0 00
Baltimore " "	0 17 0 18
English B.S. " "	0 17 0 18

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	\$0 28 \$0 31
" round & square	
1 to 2 in	0 26 0 28

Note.—Complete, lengths about fifteen
feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,	
16 oz, 14x48 and 14x60	\$0 21 0 22
Untinned, 14 oz, and light,	
16 oz, irregular sizes	0 22 0 23

Note.—Extra for tinning, 2½ cents per
pound, and tinning and half planishing
5 cents per pound.

Planished and tinned, 14x
48 and 14x60 0 30 0 32
Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb.	0 22 0 26
" 35 to 45 " "	0 21 0 22
" 50 lb and above per lb	0 20 0 21

Boiler & T. K. Pitts.

Plain Tinned, per lb.....	0 26
Spun " " " "	0 30

Wire.

Pure, in coils—	
From 1 to 20 gauge.....	0 25 0 27
From 20 gauge, up.....	0 28 0 30

Brass.

Roll & Sheet, 14 to 28 gauge.	0 21 0 25
" 27 to 30 " "	0 23 0 29
" 30 and up.....	0 26 0 29
Sheets, hand-rolled 2x4 ft.	0 23 0 25

Zinc Spelter.

Foreign, per lb.....	0 06 0 06½
Domestic " " "	0 05½ 0 05½

Zinc Sheet.

5 cwt casks.....	0 06½ 0 06½
Part casks.....	0 06½ 0 07

Lead.

Imported Pig, per lb.....	0 04 0 04½
Domestic " " "	0 04 0 04½
Bar, 1 pound.....	0 05 0 05½
Sheets, 2½ lbs, per square ft,	
by roll.....	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft,	
by roll.....	4 75 5 00

Note.—Cut sheets half cent per lb extra.
Pipe, by the roll, usual weights
per yard, lists at 7c per lb and 27½ p.c.
discount.

Note.—Cut lengths, net price; ton lots
27½ and 5 p.c. dis.; waste pipe, in 7 ft
lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb 0 20 0 22
Note.—Prices of this graded according to
quantity. The prices of other quali-
ties of solder in the market indicated
by private brands vary according to
composition.

Antimony.

Cookson's, per lb.....	\$0 21 \$0 22
Other makes " " "	0 19 0 20
Pure White Lead, ground in oil,	
Associat'n guarantee, per lb.	5½
No. 1 Do.....	0 5½
No. 2 Do.....	" 0 4½
No. 3 Do.....	" 0 4½

Prepared Paints.

(In 1, ½ and 1 gallon tins.)	
Pure, per gallon.....	\$1 05 \$1 10
2nd qualities " " "	0 85 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)	
Venetian Red, per lb.....	0 05
Chrome Yellow " " "	0 09
Golden Ochre " " "	0 06
French " " "	0 05
Marine Black, per gal.....	0 09
" Green " " "	0 09
Chrome " " "	0 08
French Imperial Green.....	0 14

Colors, Dry

Yellow Ochre (J.C.) in bbls, per lb	0 01½
" (J.F.L.S.) " " "	0 01½
Venetian Red (R.C.2) " " "	0 01½
" (1343) " " "	0 02
English Oxides " " "	0 03½
American " " "	0 02½
Paris Green, per lb.....	0 15½ 0 16½
Burnt Sienna " " "	0 08½
Burnt Umber " " "	0 06
Drop Black " " "	0 09
Chrome Yellows " " "	0 12
" Greens " " "	0 12
Golden Ochre " " "	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 70
Brown Japan " " "	0 70
No. 1 Carriage " " "	1 50
Gold Size Japan " " "	1 40
Pure Orange Shellac " " "	2 20
Hard Oil Finish " " "	1 50

Linseed Oil (in bbls).

Raw, per gal.....	0 71
Boiled " " "	0 74

Turpentine (in bbls).

Selected Packages, per gal.....	0 62 0 64
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Castor Oil.

Best, per lb.....	0 10½ 0 12
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Glue (in bbls)

Common, broken.....	0 10 0 11
French mcdal.....	0 12 0 13
Cabinet makers.....	0 17 0 18
White.....	0 16 0 17

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	" 0 05½
" No. 2	" 0 04½
" No. 3	" 0 04½

Acme Paints.

Neal's Carriage, discount 40 p. c.	
English Oxide, by the barrel	0 02
American Oxide	0 01½
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p. c.	
Granite Floor, in tins, 90c, 47½c	0 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	
" Wagon and Imperial, dis 40 p. c.	
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz.	1 25
Acme Carriage Top Dressing, \$1 75	per doz 4 00 8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 to 45 p. c. Amer.	
Rim Fire Cartridges, Dom. 50 and 10.	
Rim Fire Military, net list. Amer.	
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.	
Central Fire Cartridges, Dom. 30 & 10	
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p. c. Amer.	

Wads.

Eley's, per 1,000	\$0 25 \$1 60
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Anvils.

Per lb.	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz.	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each.	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	5 65 1 59
Pegging, " "	0 65 1 25
Brad, " "	0 85 1 60
" handled	3 60 7 30
Saddlers', " "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, " "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	6 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Brass, N.P., 60 to 66½, 50 and 10 to 60 p. c., dis.	
---	--

Doors.

Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50

Cow.

American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 pc.	

Farm.	
American, each	2 00 5 00
House.	
American, per lb.	0 35 0 40

Bellows.

Hand, per doz	3 35 4 75
Moulders'	7 50 10 00
Blacksmiths' discount	35, 40 per cent.

Belting.

o. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 percent.	

Bench Stops.

Per doz	5 00 6 00
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Bits—Auger.

Gilmour's dis 55 to 60 p. c.	
Excelsior—Jennings', discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jennings' Gen, net list to 5 p. cent dis.	

Car.

Gilmour's, 47½ to 50 per cent.	
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Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Diamond, per doz	0 65 0 90
Clark's, Shell " "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb.	0 11 0 15
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Bolts.

Carriage, dis, 60 and 5 per cent. to 60 and 12½ per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis. 45 to 50 p. c.	
Elevator, dis., 35 to 40 p. c.	
Machine, dis., 60 to 60 and 5 p. c.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 20 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 35 to 40 per cent.	
Reversible, dis., 65 to 70 per cent.	
Vegetable, per doz.	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	500 40 23
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Batts—Brass.

Wrought Brass dis. 60, 60 and 10 per cent.	
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Cast Iron.

Loose Pin, dis. 60 to 60 and 5 per cent.	
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Wrought Steel.

Fast Joint, dis. 60, 60 & 5pc.	
Loose Pins, " 60, 60 & 5pc.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.

Horse, per doz	0 70 0 95
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Carpet Stretchers.

American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz	22 50
World	21 75
Daisy,	24 00
Star,	18 00

Crown Jewel, per doz	29 00
Grand Rapids,	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50pc.	
Plate " dis. 50pc.	

Cattle Leaders.

No 31 and 32, per gross	8 50 11 25
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Cement.

Portland, car load lots	2 70
Thorold	1 10
Queenston	1 10
Napanea	1 10

Chalk.

Carpenters' Colored, per gross	0 50 0 85
White, lump, per lb.	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz	0 85 4 00

Churns.

Amer., dis. 50 p. c. to 60 p. c.	
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Clamps.

Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clips.

Axle, dis. 65 p. c.	
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Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
No. 2	2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p. c.	
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Cradles, Grain.

Canadian, discount 25 p. c.	
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Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English,	2 00 4 00

Draw Knives.

American, dis. 70.	
Canadian, dis 25 to 35 p. c.	

Drills and Drill Stock—Breast.

Millar Falls, per doz	16 00 51 50
P. S. & W., dis. 40 per cent.	

Twist.

Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.

Dis. 17½ to 22½ p. c.	
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Fawcets.

Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star,	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10	
Barton Smith, dis. 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis. Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25pc.	
Horse Rasps, Kearney & Foote's dis Am list, 50 pc.	
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33½ p. c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc, dis. 40 p. c. to 42½ p. c.	
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Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis, 50, 50 & 10 p. c.	

Fruit Presses.

Henis' per doz	4 00
Enterprise, discount 10p. c.	

Fry Pans.

Acme, discount 50, p. c.	
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Gauges—Marking, Mortise, etc.

Stanley's. dis. 50, 55 p. c.	
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Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 40
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Glass.

4th quality Star, 1st break	1 55 1 60
" 2nd "	1 65 1 70
" 3rd "	3 90 4 00
" 4th "	4 20 4 25
" 5th "	4 50 4 55

Window Glass.

Pilkington's ordinary	
-----------------------	--

1st break	\$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	6 50

Picture Glass.

Pilkington's ordinary.	
1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Glue Pots.

Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list.	
Can. discount 25 to 27½ p. c.	

Tack.

Magnetic, per doz	1 10 1 50
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Sledge.

Canadian, per lb.	0 12½ 0 15
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Ball Peen.

English and Can., per lb.	0 25 0 37½
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Handles.

Axe per doz	1 00 3 50
Store door "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 30 p. c.	
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Hoe.

C. & B., discount 30 p. c.	
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Saw.

American, per doz	1 00 1 25
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Plane.

American, per gross	3 15 3 75
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Hammer and Hatchet.

American, per doz	0 50 0 80
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Cross Cut Saw.

Canadian, per pair	0 18 0 25
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Hangers.

Door 4 and 5 inch, per pair	0 40 0 80
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Hatchets.

Can., dis. 37½, 40 p. c.	
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Hooks—Cast Iron			Pencils.			Scale Beams.			Cigar Box Nails, dis. 35 p.c.		
Bird Cage, per doz	0 50	1 10	Dixon's, per gross	1 00	4 25	Canadian, B. S. & M. dis. 40 per cent.			Shoe Finders' Tacks & Nails, dis. 25 p.c.		
Clothes Line, " "	0 27	0 63	Carpenter.....	2 25	3 60	Scrapers.			Tape Lines.		
Harness, " "	0 72	0 88	Picks.			Box, per doz	2 10	4 50	English, ass skin per doz.	\$2 75	\$5 50
Hat and Coat, per gross.	1 00	3 00	Picture Nails.			Foot, " "	40	3 50	English Pat. Leather	5 50	9 75
Chandelier, per doz	0 50	1 13	Porcelain Head, p. gross			Screens.			Chesterman's, each	0 90	2 85
Wrought Iron.			Brass Head,			Window, patent, per doz	6 00	7 50	" steel, each.	0 80	8 00
Wrought Hooks and Staples, Can.			Planes.			Screw Drivers.			Thermometers.		
dis. 17, 20 p.c.			Wood, bench, Canadian, or American			Sargent's, per doz	65	4 00	Tin case & dairy, dis. 75 p.c.		
Wrought Hooks and Staples, Amer			dis. 50.			Screws.			Ties.		
dis. 75 to 75 and 10 per cent.			dis. 35, 37 1/2 per cent.			Wood, flat head iron, dis. 47 1/2 per cent.			Cow, per doz	1 25	2 50
Wire.			Bailey's (Stan R. & L. Co.) 33 1/2 to 35			Wood, round head iron, dis. 42 1/2 per cent.			Tinner's Shears and Snips		
Hat and Coat, dis. 35, 40 p.c.			per cent.			Wood, flat and round head, brass, dis. 25 p.c.			P.S. & W., 10 p.c. advance on American list.		
Belt, per 1,000.	0 60	2 70	Miscellaneous, dis. 10 to 12 1/2 per cent.			Bench, wood, per doz....	3 25	4 00	Tinware.		
Screw, bright, Eng., dis. 40, 5, 45 per cent.			Bailey's Victor, dis. 10 to 12 1/2 per cent.			Bench iron per doz.....	4 25	5 75	Stamped, dis. Assn list, 70, and 12 1/2 per cent.		
Horse Nails.			Plane Irons.			Scythes.			Japanned, dis. Prices on application		
Canadian, dis. 50 to 60 per cent.			Pliers and Nippers.			Discount 40 per cent. to 42 1/2 per cent.			Pieced, dis. " " "		
Horse Shoes.			Button's Genuine, per doz. prs. dis. 37 1/2, 40 p.c.			Scythe Snaths.			Transom Lifters.		
Per keg	3 50	3 60	Button's Imitation, per doz.	7 40	10 25	Canadian, dis. 33 1/2 to 35 p.c.			Payson's, dis. 25 per cent.		
Ice Picks.			German, per doz	60	2 60	Shears.			Traps.		
Star, per doz	3 00	3 25	Plumbs and Levels			B. & W., japanned, dis. 75 per cent			Game, Newhouse, dis. 17 1/2, 20 per cent.		
Kettles.			S. R. & L. Co., dis. 65 p.c.			B. & W. N. P., dis. 65 p.c.			Game, H. & N., or P.S. & W., discount 57 1/2 to 62 1/2 p.c.		
Brass spun per lb	0 25	0 30	Poppers.			Seymour's dis. 60 p.c.			Mouse, per doz	0 35	1 50
Copper, " "	0 40	0 45	Pruning Shears.			Aetna, dis. 75 @ to 75 and 10 per cent.			" "	2 00	4 50
Enamelled Can, 50 p.c.			Per doz	4 00	5 50	Heinrich 60 per cent.			Trowels.		
American, 50 and 10, 60 and 5 per cent			Pulleys.			Sliding Door, per set	77	1 40	Disston's, discount 10 p.c.		
Keys.			Hothouse, per doz	55	1 00	Shot.			German, per doz	4 75	9 00
Lock, Can, dis. 50 p.c.			Axle	22	33	Canadian, dis. 7 1/2 per c.			Brade's " "	00	10 50
Cabinet, Trunk, and Padlock, Am. per gross	1 60	4 75	Screw	27	1 00	Shovels and Spades.			S. & D., discount 35 p.c.		
Knobs.			Awning	35	2 50	Canadian, dis. 37 1/2 to 40 per cent.			Triers.		
Door, japanned, and N.P., Can. list dis. 50 p.c.			Pumps.			Sieves.			Butter, per doz	6 25	9 00
Bronze, Berlin, per doz	2 75	3 25	Rumsey, Cistern & Pitcher Spout, 55, 60 per c.			Wood Rim, black, p. doz	1 15	1 35	Trucks.		
Bronze, Gem, " "	6 00	9 00	Punches.			" tinned, " "	1 35	1 60	Warehouse, each	2 25	6 50
Lava " "	8 75	10 00	Saddler's, per doz	1 00	1 85	Tin Rim, " "	2 30	2 45	Twines.		
Shutter, porcelain, F. & L screw, per gross	\$1 30	4 00	Conductors " "	9 00	15 00	" black, " "	1 80	2 25	Bag, per lb	0 12 1/2	0 20
Ladles.			Tinner's solid, per set	72		Snaps.			Wrappg, mottl'd, pr. pack.	0 50	0 60
Melting, per doz	1 70	4 50	hollow, per inch	1 00		Harness, German, p. gro.	2 00	5 50	" cotton, per lb	0 18	0 20
Lemon Squeezers.			Putty.			Acme, " "	3 00	5 00	Mattress, per lb	0 33	0 45
Porcelain lined, per doz	2 20	5 60	Bladder, per 100 lbs	2 00	2 25	Lock, Andrew's " "	4 50	11 50	Staging " "	0 27	0 35
Galvanized, " "	1 87	3 85	Tins, lbs	2 50	2 75	Soldering Irons.			Broom " "	0 30	0 55
King, wood, " "	2 75	2 90	Rail.			Per lb	0 30	0 32	Binding, flax, per lb		
glass " "	4 00	4 50	Barn Door, per foot	3	3 1/2	Wrought Spikes.			" jute		
All glass, " "	1 20	1 30	Sliding Door, " "	3 1/2	3 3/2	Discount, net list to 10 per cent.			Vises.		
Lines.			Rakes.			Spoke Shaves.			Hand, per doz	4 00	6 00
Fish, per gross	1 05	2 50	Cast Steel and Malleable, Canadian list dis. 40 to 42 1/2 per cent.			Wood, English	1 80	5 00	Bench, parallel, each	2 00	4 50
Chalk, " "	1 90	7 40	Razors.			Iron, American	1 35	2 35	Coach, each	6 00	7 00
Locks—Door.			Boker's, per doz	7 50	11 00	Spoons and Forks.			Peter Wright's, per lb	0 12	0 13 1/2
Canadian, dis. per cent.	50		Wade & Butcher's " "	3 60	10 00	Sheffield Sterling.			Pipe, each	5 50	9 00
Russell & Erwin, per doz	2 90	7 50	Razor Strops.			Tea Spoons, per gross	7 50	12 00	Saw, per doz	6 50	13 00
Cabinet.			Currier's, per doz	1 25	3 60	Dessert " "	21 00		Washer Cutters.		
Eagle, dis. per cent	33 1/2		Rivets and Burrs.			Table " "	30 00	30 00	Per doz	4 00	8 50
Padlock.			Copper Rivets, dis. 40 to 42 1/2 p.c.			Dessert Forks, " "	24 00		Well Wheels.		
English and Am. per doz	50	6 00	Iron " " 40 per cent.			Medium " "	27 00		Amer, per doz. 8, 10 & 12 in.	3 38	6 00
Scandinavian, " "	1 00	2 40	Burrs, Iron, 30, 33 1/2 p.c.			Table " "	36 00		Wire.		
Eagle, dis. per cent	15	1 17 1/2	Rivet Sets.			Squares.			Market, bright and annealed, Nos. 1 to 16, 5 per cent. advance on list from stock.		
Mallets.			Canadian, dis. 30, 35 per c.			Iron, per doz	1 65	2 90	Market, oiled, coppered, 5 p.c. advance.		
Tinsmiths', per doz	1 25	1 50	Rope.			Steel, dis. 75 p.c.			Market, tinned per lb	0 04 1/2	0 08
Carp'trs', hickory " "	1 25	3 75	Sisal, per lb	12	12 1/2	Try and bevel, dis. 50 to 52 1/2 per cent.			Galvanized Fence, 5 per cent. advance on list.		
Lignum Vita, " "	3 85	5 00	Manilla, " No. 1	14 1/2	15	Fence, galvanized, per lb	5	5 1/2	Tinned Broom, from 19 to 22 gauge, per lb	0 07	0 07 1/2
Caulking, each	1 60	2 00	" No. 2	13 1/2		Wrought Iron, dis. 75, 75 and 10 per cent.			Malin's Wire on spools, dis. 30 to 35 per cent		
Mattocks.			Cotton, " "	22	25	Staples.			Clothes Line, galv. p. 100ft	0 25	0 55
Canadian, per doz	8 50	10 00	Deep Sea, " "	15	16	Washita, per lb	0 15	50	Barbed Wire.		
Meat Gutter.			Rules.			Hindostan, per lb	0 06		Galv. steel barb fencing		
Enterprise, dis. per cent	20	25	Boxwood, dis. 75 & 10 & 5 80 per cent.			" Slips, per lb	0 13		" Lock Barb, " 4 point	0 51	0 05 1/2
Dixon's, each	1 60	2 00	Ivory, dis. 40, 40 & 5 per cent.			Labrador, per lb	0 15		Ditto Glidden 2 point	0 05 1/2	0 06
Woodruff's " "	1 10	1 70	Sad Irons.			Turkey " "	0 50		Galv. Steel, plain twist	0 05	0 05
Hale's, " "	1 05	1 50	Mrs. Potts, per set	0 95		Arkansas " "	1 50		Galvanized Barb, " Lyman, " 2 to 4 points	0 05 1/2	0 06
Hume, " "	13 00	16 00	N. P.	1 25		Water-of-Ayr " "	0 10		Terms, 60 days or 2 per cent off for cash—10 days.		
Mincing Knives.			Sand and Emery Paper.			Scythe, per gross	3 50	5 00	Wire Cloth.		
American, per doz	42	2 35	B. & A., sand, dis. 25, 30 p.c.			Grind, per ton	15 00	18 00	Ordinary, discount 25 p.c.		
Molasses Gates.			Emery, per quire	55	90	Stone.			Painted Screen, p. 100 sq ft	2 25	2 5
Stebbin's Patent, dis. per cent, 65 to 70 per cent.			Sash Cord.			Per gross	1 80	1 50	Wrenches.		
Nails.			Per lb	22	50	M.L.S., per gross	2 50		Agricultural, dis. 70.		
Cut, 3 in. and upwards per keg	2 60		Sash Locks.			M.L.S., per gross	5 00		Standard, dis. 60, 60 & 10 p.c.		
Car lots	2 55		Triumph and Morris, dis. 37 1/2, 40 per cent.			Jacoby " "	5 00		Coe's Gen'ne, dis. 40, 45 p.c.		
Brads & Moulding Nails, discount 55 to 60 per cent.			Kempshell's dis. 40, 62 1/2 per cent.			Mirror Black Lead, per gr.	2 00		Diamond, dis. 33 1/2, 35 p.c.		
Wire Nails, 60 to 65 per cent.			Sash Weights.			Jos. Dixon's, bulk, per lb	0 07		Tower's Engineer, each	2 00	3 00
Nail Pullers.			Each	1 00	3 00	Dixon's Plumb, " "	0 15		" S, per doz	5 80	7 50
German & American	1 85	3 50	Mausage Stuffers.			M.L.S. Paste, per gross	9 00		G. & K.'s Pipe	6 00	
Nail Sets.			Hand, Disston's, dis. 10 p.c.			Nicholson's, per doz	1 00	1 25	Burrell's " each	13 40	
per gross			S. & D., dis. 35 to 40 per cent.			Tacks, Brads, etc.			Pocket, per doz	1 25	2 00
Square, round and octagon	3 38	4 00	Cross-Cut, Disston's, per ft. 35 to 55.			Cut, Carpet, gimps, blued, dis. 35 p.c.			Wringers		
Diamond	12 00	15 00	S. & D., dis. 25 to 35 per cent.			" tinned, dis. 45 p.c.			Each	3 25	5 50
Oil.			Hack, complete, each	1 75	2 75	Swedes Iron, blued or tinned, dis. 42 1/2 p.c.					
Canada Refined Oil (Toronto)	0 14 1/2		" frames only	75		Upholsterers' dis. 42 1/2 p.c.					
Carbon Safety " "	0 17 1/2		Saw Sets.			Copper Tacks and Nails, dis. 35 p.c.					
Canada W.W. " "	0 20		Per doz	1 65	9 00	Trunk and Clout Nails, " 40 p.c.					
American W.W. " "	0 25		Scales.			Patent Brads, dis. 40 p.c.					
Castor " per lb	0 11 1/2	0 12	Canadian List, dis. 40 p.c.			Finishing Nails, dis. 35 p.c.					
S. R. Seal " per gal	0 63	0 65									
Oilers.											
McClary's Galvan. Iron											
Oil Can, with Pump,											
per doz	19	50									
Zinc and Tin, dis. 50, 50 and 10.											
Copper, per doz	1 25	3 50									
Brass, " "	1 50	3 50									
Malleable, dis. 25 per ct.											
Pails.											
Galvanized, per doz	2 00	3 50									

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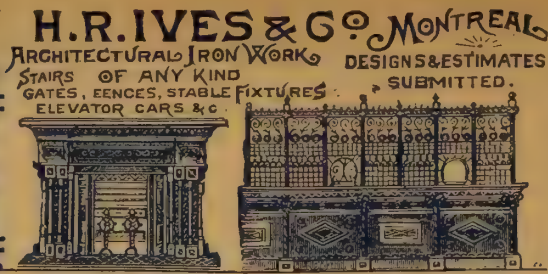
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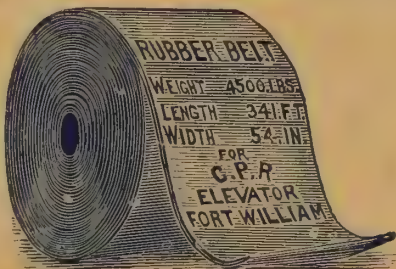
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A CANADIAN correspondent, in debating the question of pam-
phlet advertising in PRINTERS' INK a few weeks ago, made the
assertion that pamphlets, even though properly addressed, frequently
did not reach their destination, but remained piled up in the corners
of the country post-offices until they were old enough to sell to the
paper mills. This letter came under the notice of the Postmaster
General, who considered it a slur upon the postal system and
directed the District Inspector to call upon the writer and either
clear the Department of the odium or remedy the evil if it was
actually found to exist. PRINTERS' INK correspondent now writes:
"I proved to the gentleman's satisfaction that the evil was genuine,
but not confined to Canadian post-offices, as the same thing was
going on just as regularly in Uncle Sam's domain, and I showed
him also that it could not be remedied. The emoluments of coun-
try postmasters are not sufficient to enable them to have suitably
arranged offices, extra clerks, full compliment of letter and news-
paper boxes, etc., which would be needed for the proper distribution
of the flood of books, pamphlets, calendars, almanacs and sample
papers which continually pours into every post-office."—Printers' Ink.

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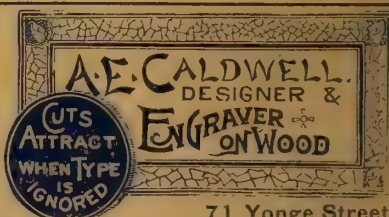
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AND SPUN METAL TRADES.

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TORONTO OFFICE: 6 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street

Vol. 2.

TORONTO AND MONTREAL, AUGUST 30, 1890

No. 35

EMACIATED PROFITS.

"The age of profit is gone" is an admissible parody upon a well-worn phrase, and will be considered by hardwaremen to be not more hyperbolic than was the original. The set of business practice in late years appears to be towards the sweeping away of profits. In many articles already, the cost surface is laid bare by the prices at which business is done. In many others, a very meagre profit margin, like the scant soil which is being constantly winnowed off a rocky farm, is left for the dealer to eke out an existence upon. There is no compensation in the principle now ruling the shifting of prices, there is no "evening up," as the shifting is all the one way, and that the downward way. There has to be a stopping point before the end of such a course is reached. There has to be a play between extremes rather than an undulation from one extreme to the other. In early times the extreme to which hardware dealers were prone to stay tethered was that of large profits. Competition in those days was at too long range to check the evil. When competition got instituted, the opposite extreme seemed to be sought, low profits were the rule, and are now with a vengeance. In earlier days men did business with an eye single to their conventional share of the price: in these days men do business with an eye single to the making of sales. Neither of these objects by itself can be the sole end of a successful business career. Both must be kept in view, and that policy which makes the maximum of each attainable is the one to pursue.

In this city particularly is there a strong impulse given to cutting on the part of retailers, and the impulse consists in cutting by wholesalers. Among the latter there has been a good deal of sweating down of profits in their eagerness to outstrip each other. The extent to which the evil of price cutting prevails among the wholesalers here, is strikingly brought home to the traveller who goes through Quebec and the Maritime Provinces. In those provinces there is no such pursuit of unremunerative trade. Men there are after fair profits and are not making haste to roll up the aggregate of sales merely for

the sake of doing so, and regardless of the money there is in such business.

Among articles that are now sold at prices that can not pay the dealer are cut nails. These are being cut by the very common consent of the wholesalers. Wire nails have long been an unsatisfactory article of merchandise for the same reason. Both are staples, moving in response to a very wide spread and constant demand. A small profit would suffice to make them very good stock to the retailer, and could not affect appreciably the volume of buying. A cause of demoralized prices here is to be found in the sales of wholesale stocks of bankrupt firms that have taken place in recent times. The goods, bought at a low rate in the dollar, and taken to reinforce other stocks here could not but depress the level of prices, and the competition they started kept that level depressed, perhaps after the initial effect began to wear off.

TAX ON CAPITAL.

Some of our merchants have at last entered a protest against the municipal tax on capital employed in business. The wonder is that they have not acted sooner. Discontent has been steadily growing among them for some years. The Permissive Act passed by the Local Legislature affords an opportunity of having the evil removed, and the efforts now being made are a natural result of the government's action. Of all the forms of local taxation in modern times this is probably the most obnoxious as well as the most unjust, and we may add most unwise. Obnoxious, because it is revoltingly inquisitorial—unjust, because it discriminates unfairly—and unwise, because it is an embargo upon the enterprise of our leading commercial houses. It is most objectionable to have the assessor enquiring into a merchant's business affairs. There are but few even of our wealthiest firms that could not point to the time that an exposure of their position to the public would have been fatal to their prosperity. A business firm should no more be called upon to lay bare to the eye of the assessor the state of their resources than a private family should be forced to divulge the position of their domestic concerns. The very existence of a merchant frequently de-

pends upon his ability to keep his own counsel, and why should he be called upon to abandon a reasonable privilege to bolster up a system of unnecessary exposure, certain perhaps, to end in personal disaster? The injustice of such a tax must be apparent to even the most thoughtless observer. The taxes as now collected are derived from the values of land, of buildings, of income and of personalty or capital. The merchant must of necessity pay the first two, that is, he must pay taxes on the value of ground and the building upon it in which he carries on his business, and as the ground is usually the most valuable real estate and the buildings substantial and expensive structures, he as a rule pays a full share in these two respects. Whether this is the proper basis of taxation we are not now discussing, but surely when the merchant is called upon to contribute his full proportion in these two forms, he should be entitled to be put upon a level with the rest of the community in his further contributions. Not so, however. The professional man (if not exempt, partially or altogether) pays upon his income. The man upon a salary (subject to a partial exemption) pays upon his income. The banks and other institutions pay upon their dividends, etc. The merchant alone is called upon to pay on the basis of his whole capital. The incongruity of a tax that singles out one class of the community for payment on their entire capital while all others pay only upon the annual results is plain, but the iniquity of the present condition of affairs becomes peculiarly prominent, when an unfortunate merchant is required to pay upon a supposed capital—upon the shadow of a capital existing only in the mind of the assessor. Numerous instances are on record where business men have paid taxes on a large capital when they were actually insolvent, and dare not appeal without giving up all hope of being able to overcome their difficulties. Practically the assessor in the majority of instances fixes the assessment at what sum he pleases. If less than the proper amount there is no appeal, if more there is no appeal or the appellant in appealing commits business suicide by destroying his own credit. If the merchant furnishes the amount to the assessor, the honest man gives it correctly, the dishonest

man incorrectly, a condition of humanity impossible to remedy. There are to us positively no reasonable grounds upon which the iniquity of this tax can be justly upheld.

Again, we consider it unwise because it discriminates against our merchants in competing for the business of the Dominion. Instead of encouraging the enterprise of the Toronto merchants, we place a fine upon their energy. By the ability and perseverance of our merchants and manufacturers, the prosperity of our city is built up, and a few real estate sharks without contributing towards the general welfare become enormously rich by speculating in land. They are largely released from civic obligation by the payment of single tax. The merchant, on the other hand, is manacled by a chain of taxes, the last link of which is not only more offensive but more oppressive than all the rest. Montreal, our most formidable competitor, issues a license based upon rental instead of this odious system. Hamilton has, we believe, declared against taxing factory machinery. Several other places are moving against the present unsatisfactory condition of affairs which obtains throughout the Province. Toronto should not be last in the march of onward progress.

The Assessment Commissioner is an honest, upright man, and means well, but the position he has taken is incompatible with the welfare of the city, and not in keeping with the advanced political ethics of the day. Wealth should not be the basis of taxation. Opportunity, whether to acquire or to enjoy wealth, should be at the bottom of all taxation. We are not, however, now going to discuss the general question. Our object is to point out how offensive and unjust a tax on capital is, as well as enter our protest against our merchants being handicapped in the commercial race with shackles that would disgrace a village council of the last century.

LOOK OUT FOR THEM.

It is reported that the two young men R. B. Ford and J. H. Graham who have been mixed up in shady advertising fakes in Toronto and Montreal are operating in London. In Toronto they got out a lithograph of the Board of Trade building and solicited advertisements to put upon it. By false representations they secured a number of advertisements and collected a considerable sum of money. They then left the city suddenly. They next loomed up in Montreal where they commenced the publication of a "Fireman's Souvenir." Again they obtained under false pretences sums ranging from \$500 down. We have not heard what scheme they are working on our London businessmen. We advise our London friends to be on the lookout for them. If a business man wants to advertise there are plenty of excellent papers which will insert the advertisement at reasonable rates. The experience of successful business men shows that money spent in newspaper advertising pays, while

advertisements inserted in souvenirs, hotel registers, exhibition guides, lithographed hangers, sandwich boards does little or no good. It is strange that shrewd business men should be taken in by such people as Ford and Graham, and especially so after they have been warned. We laugh at the innocent farmer who is caught by the hay fork man but what can we say to a sharp, keen, shrewd business man of Montreal who though warned of the character of these men gave them \$100 to forward their schemes.

CORRUGATED STEEL FASTENER.

We take pleasure in noticing in this number of *HARDWARE*, a simple invention, owned and manufactured in Canada by the Ontario Tack Co., Hamilton, which to our mind comes the nearest to supplying the material for compliance with the old Proverb "that a stitch in time saves nine" that we ever saw. It is bound to become a staple article in the stock of every hardware and general store in the country, and merchants will as soon think of being without common tacks and nails as without the Corrugated Steel Fastener. The accompanying illustrations show The Corrugated Steel Fastener, which is made of sheet steel, to which is imparted, by means of special machinery, a sharp, penetrating edge, adapted to be readily driven into soft and hard wood, irrespective of the direction of the grain, and when so driven, its abrupt corrugations interlock with the wood and hold it firmly together.

Fig. 8 shows the Fastener applied to prevent splitting at a mortice. When so applied to the rims of wheels, it positively prevents splitting out from the spoke tenons.



Fig. 8.

Fig. 11. A carriage body corner. The sills, panels, corners and bottoms are all secured with it, the "troublesome plug" remains no longer "a necessary evil."

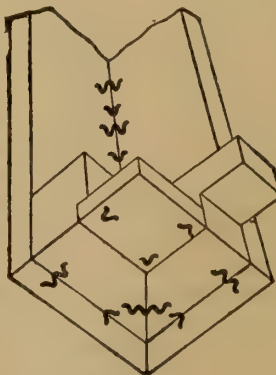


Fig. 11.

This fastening device takes the place of dowels, and its proper use dispenses with tenons, mortises, and makes a stronger, better joint with much less expense than by the ordinary manner. It is of great practical value, when used simply to prevent splitting, "checking," or warping, as it interlocks with the grain and fibre of the wood making it inseparable. An endless variety of manufactured articles may be greatly strengthen-

ed by its proper application. It is apparent also that whether it is driven or pressed into two or more pieces, it performs the double function of holding them together and preventing the wood from splitting. It is impossible to point out the almost endless uses to which this fastener may be put, but its application is so simple, that its value can be appreciated at first sight, and the number of its uses will be found to be astonishingly large. It supplies a long-felt want to those who are seeking for some simple and effective device, whose applications are more numerous and effective than the ordinary nail or wood screw. To the practical mechanic it is useless to further point out the endless variety of situations where this fastening device can be advantageously used. Its utility has been thoroughly demonstrated for the following industries, viz.: Carriages, chairs, furniture, coffins, cars, looking glass and picture frames, pattern making, sewing machine cases, clock cases, boxes, show cases, wheel-wrighting, cooperage, musical instruments, toys, children's carriages, sleds, doors and sash, etc., as, for instance, in the construction of carriage bodies, the joints can be interlocked with this fastening device to a degree of strength practically impossible with the ordinary screw or nail, and in securing the panels to the frame and fastening the corners, screws can be dispensed with as shown by the body corner, Fig. 11.

Orders for 1000 gross lots is of common occurrence in the States, and we understand they are put up in packages there of not less than 1000 fasteners to each package, while here they are put up as low as 250 which makes them more salable for household use.

CATALOGUES RECEIVED.

THE MCKINNON DASH AND HARDWARE CO., St. Catharines, has out a catalogue which is quite a multum in parvo. Dash feet, dashes, fenders, whip sockets, washers, nuts, rivets, props, buckles, knobs, curtain lights, and gears, are among the articles enumerated, classified, specialized, quoted, described and illustrated. There is little wanting after the book has got into the hands of him who wishes to buy. The cuts are well impressed in blue ink, and the letterpress is printed in the same color.

THE AINSWORTH MANUFACTURING CO., 44 Murray St., New York, exhibits to the trade in an album-like catalogue, the styles in which it gets up piano lamps, candelabra, vase lamps, fancy tables, shaving stands, etc. These beautiful goods are made in many designs, from various sorts of material, and are accommodated to differing degrees of means. They are all very tasteful. Some of the graceful banquet lamps are of brass, highly polished, others are of nickel finish, some have a plush stand encircling the pillar, some an onyx top. The tables and stands differ in the same leading respects. A table of prices accompanies the catalogue, to which reference is made by numbers attached to the illustrations.

CAVERHILL, LEARMONT & CO'Y,

AMERICAN APPLE PARERS.

"New Lightning" and "Hudson's" Celebrated Rocking Table and Little Star Parer, Corer and Slicer.

✉ Write for Prices, as we are Headquarters.

MONTREAL.

CANADIAN TRANSPORTATION.

Canadian trade relations with the United States are the source of much worriment, on account of threats of non-intercourse. But in most cases there is some ulterior purpose in view, as special interests may dictate. A Washington correspondent, summarizing recent developments, says: "Some of our statesmen who are profoundly ignorant of the interests and necessities of New England persist in stirring up the question of Canadian transportation about every six months. Senator Cullom, of Illinois, has just given the matter prominence again by drawing from Secretary Windom a letter in regard to the legality of the transit privileges enjoyed by the Canadian Pacific and Grand Trunk railways. Secretary Windom suggests the possibility that he may cut off the privileges of the Canadian Pacific by revoking the powers exercised by the consular agent of the United States at Vancouver, but he is not likely to act in the matter when he comes to examine the treaties, laws and regulations under which the existing privileges are granted. These powers rest upon the plain language of Article 29 of the treaty of Washington, and there is no reasonable doubt that the article is still in force." The

Canadian ministerial organ in Montreal refers to the subject and says that while it is possible that the Treasury regulations may be so amended as to disarrange the traffic with China and Japan carried over the Canadian Pacific Railway the matter is by no means important, as the withdrawal of the American agent at Vancouver would only "transfer the bonding to a United States frontier port." The threats involved, we are told, are becoming somewhat familiar, and have little effect. It would seem desirable, in the interests of trade, that this ceaseless making of faces across the boundary line and the calling of hard names should give place to some well defined policy consistent with the national dignity and self respect. Constant badgering becomes tiresome.—Iron Age.

HOW TO TIN TOOLS.

Tools or other apparatus of iron or steel, even highly tempered steel, may be easily and cheaply coated with tin, which will give them an appearance almost equal to nickel plate and effectually prevent them from rusting. The tool should be made quite smooth and the rust, if any, removed by the use of emery paper, although this is not necessary except for the appearance. A dipping solu-

tion, consisting of tinner's soldering fluid, to which a little sal-ammoniac has been added, will be required.

An iron pot or ladle, in which the tin is to be melted, will be necessary and must be of sufficient capacity to hold enough melted tin to cover the article.

The solution may be made by taking about five cents worth of muriatic acid and adding to it as much sheet zinc as it will dissolve, then adding an equal bulk of water. A piece of sal-ammoniac as large as a hazel nut should then be dissolved in the solution. When this is prepared, melt the tin and place the object in it until it becomes hot. This will not injure the temper of any steel tool. When the article has become so hot that no unmelted tin clings to it, plunge it into the solution for an instant and then into the melted tin again. In removing the article from the solution to the tin, care should be taken that the hot tin does not spatter on account of the wet article being so suddenly immersed in the melted metal. As soon as the article has attained the same temperature as the tin, it may be removed and surplus metal wiped off with a stiff brush or any convenient material, when it will be found to be nicely and completely coated with tin, giving it an appearance nearly equal to that of nickel plate. A hand hammer may be neatly tinned in this manner without injury to the handle. —Stationary Engineer.

CORRUGATED STEEL FASTENERS.

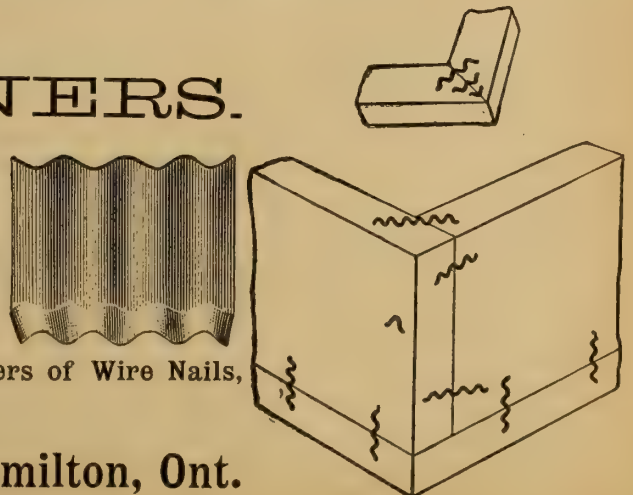
A Perfect, Secure Joint!

NO GLUE, NO SCREWS, INEXPENSIVE.

All Manufacturers of Wood-work are interested in this Invention.

Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.

THE ONTARIO TACK CO., Hamilton, Ont.



A SILVER RANGE DEAL IN LITIGATION.

On Wednesday, August 13th, there was filed away in the Registry Office at Port Arthur, a deed of transfer by which the possession of mining locations R. 55, R. 56, and R. 57, known as the "West End Silver Mountain Mine," passed into the possession of Elias Franklin Drake, a millionaire of Chicago. Mr. Drake paid for his purchase with a cheque for \$150,000 on the New York National Bank.

This was the largest mining transaction of late years in the Silver Mountain district. Like most deals involving great sums of money and great possibilities for the production of wealth it was the outcome of a rather tangled complication of conflicting interests.

This is the story of the deal. The West End Silver Mountain Mining Company held its annual meeting at Port Arthur last month. Henry N. Nichols, of Port Arthur, is president and manager of the company. The other chief shareholders were Charles E. Dickerman, a Chicago capitalist; F. M. Newberry, a St. Paul speculator; Thomas A. Gorham, lawyer, of Port Arthur; Oliver Dannais, Port Arthur; Colonel George A. Shaw, of Toronto; Richard Caddick, solicitor, of Toronto; and William Woodruff, of Chicago. Of these the Americans held sixty-five per cent. of the whole stock. On August 13th, the date of the transfer already mentioned, Messrs. Newberry and Woodruff sold their interests to Charles E. Dickerman. Mr. Nichols, as trustee, already held the stock of certain small American shareholders who have not been mentioned. Thus Dickerman and Nichols had all the American stock in their hands. That is to say, they held a controlling interest in the company.

The sale to Mr. Drake, the Chicago millionaire, was negotiated and completed by Mr. Nichols. The Toronto shareholders knew nothing of it till the 21st. inst. when a chance newspaper paragraph set telegrams flying between Toronto, and Port Arthur. They charge that they have been "swamped out" by the Americans. They have begun proceedings to have the sale to Mr. Drake set aside. They demand an account from Mr. Nichols their president and manager. They declare that the mine is worth immensely more than \$150,000. The West End Silver Mountain Mining Company still has an existence of course, though it may have no mine if Mr. Drake's purchase holds good. To determine this there will be a desperate tug-of-war in the courts between the Canadian and American shareholders.

The mine is about 33 miles south-west of Port Arthur, and is one of the richest in the Silver Mountain district. The location covers 240 acres, with several wealthy veins, one of which is being worked. The assays show a rich yield, on the strength of which a Paris syndicate is said to have offered half a million for the property less than a year ago.

The first move of the Canadian shareholders was the issuing of a writ at Osgoode hall on Tuesday for the setting aside of the transfer to Mr. Drake, of Chicago. Mr. W. H. Hunter, of this city, is the solicitor who is acting for them.

STEAM AND HOT WATER HEATING.

In discussing the merits and economies of heating, householders, says Chancy R. Sias, in *Good Housekeeping*, should bear in mind, as sometimes they do not, the difference in the amount of space warmed and the quantity and diffusion of heat required. For instance, a citizen related recently how his stove, which he had substituted for a small furnace, had saved him several tons of coal in a season. It appeared, however, on inquiry, that he had to shut up several rooms in cold weather which were formerly warmed by the furnace, so that with less coal he got less heat. It is cheaper, of course, to warm few rooms than many, small rooms than large ones, a little house than a big one; but in the case of steam and hot water heating, the proportionate expense of running the heat decreases as the amount of space to be heated increases—that is, it does not cost twice as much to warm a house of sixteen rooms as to warm one of eight rooms.

It has been sufficiently well established by experience that the running cost of a steam or of a hot-water plant, where the heating is done by the direct plan (that is, with the radiators inside the rooms to be warmed), is much cheaper than that of a furnace in the same house heating the same rooms. It may safely be put at fifteen per cent. less, and in favorable conditions even a larger saving could be made. With indirect steam heating, where the steam is used to heat chambers of air in the cellar supplied from the cold air outside and conducted, after warming, by flues and through registers, after the plan of the hot-air furnace, there is very little, if any, saving of expense. Some people prefer this method, because they dislike radiators; but it should always be remembered that the direct method is the cheaper. Steam heating by either method has manifested advantages over furnace heating, especially in the entire absence of dust, the plague of a furnace-heated house, which the best made apparatus cannot keep from the rooms. A steam plant is more durable than a furnace and requires little care, the important point being to keep the grate clear and the boiler clean. Keeping the grate clear is important in all fires, as fuel is wasted where the under draft is choked. Steam heating apparatus is supplied with automatic dampers, which regulate the draft. The cost of a plant is not so great proportionately for a large as for a small one. One adapted to heating 15,000 cubic feet, which is about the amount of space in an average-sized eight-room house, will cost, all complete, from \$375 to \$425.

A hot-water plant costs about 10 per cent. more than a steam plant for the same space to be warmed. The running cost the season through is less than with steam, though during very severe weather the consumption of fuel will be somewhat greater. This is

more than offset by the much less expense during the milder periods, when the fire in a hotwater boiler can be run very low. There is about the same difference between the cost of direct and indirect heating as with steam. In indirect heating, the hot air flows through the room and passes off, it being necessary to provide for its escape in order to keep up the flow of cold air into the heating chambers. But in direct heating, the air of the room is warmed over and over and a less degree of heat in the radiator is needed to keep up the temperature of the room. In steam heating, whatever the weather, the fire in the boiler must always be kept up hot enough to make steam, otherwise there will be no heat. In a hot-water plant the circulation of the water in the pipes can be maintained with a fire that would not make steam. This is the principal reason why hot water is cheaper than steam. Another advantage is that, in starting a new fire in a hot-water plant, the water begins to circulate in the pipes the moment the fire begins to raise its temperature, and very soon gives off heat; whereas in a steam boiler no heat can be had till the fire has burned long enough to raise all the water in the boiler to the steam point. Again, in case of the fire going out through neglect, if it is at once renewed the water in the pipes will not cool sufficiently to cool the rooms.

It is probable that fifty per cent. of the people who build new houses nowadays put in steam or hot-water plants for heating, and their greater economy and vastly greater convenience and desirability over other methods are coming to be generally conceded and understood. There has been a very large decrease of cost in these kinds of heating apparatus within eighteen or twenty years, as well as very important improvements in the efficiency and economy of the apparatus. Most patents have expired, so that there is very little monopoly in any part of their manufacture, and competition has reduced the cost of customers to about its lowest possible terms. As some people cherish a notion that their is danger in hot water plant, it should be said here that it is absolutely the safest system of heating known; there is no possibility of an explosion, as the expansion of the water is provided for by an open vent, so that there is never any pressure on the pipes. We commend these systems as on all accounts the best and cheapest, and believe that every one who tries them will endorse that view.

The old Central Bank building on Yonge street, in this city, is in course of metamorphosis. That structure will soon shed its dinginess, and take up its dressing with the other buildings about it which have been transformed from eyesores into architectural ornaments. The old bank, more than rehabilitated, is to be the new quarters of the Canadian Commercial Travellers' Association.

Restore goods to their proper places as soon after using as possible.

H. S. HOWLAND, Sons & Co.

WHOLESALE HARDWARE,

37 Front Street West, . . . Toronto.

BINDER CORD.

RED CAP.

PURE MANILLA AND MIXED.



The St. Thomas car wheel works now manufacture nearly all the car wheels used on the street railways of Canada.

The Joggins mines in New Brunswick have been sold to an English syndicate, the price paid being \$230,000. The new owners will take charge on September 1, and the whole purchase is to be completed in March.

Last week it was stated that Goldie & McCulloch had completed the contract of making the boilers for the new water works in St. Thomas. This was an error. The boilers have been built by Messrs. Cowan & Co., of the Galt foundry. Messrs. Bell and Allan, of St. Thomas, were in Galt on Wednesday inspecting their testing, and were fully satisfied. The boilers are now ready for shipment.

Mr. McKay. M. P., the other day introduced a deputation to the Minister of Customs consisting of Messrs. J. G. Hora. Hamilton; R. McKinley and F. J. Hora, of St. Cathrines, their object being to register their protest against the placing on the free list of bent fellows of hickory used in the manufacture of wheels. The deputation do not object to the hickory coming in rough, but they claim that these fellows can be bent as well in Canada as in the States.

The Toronto Industrial Exhibition will have a specially fine and comprehensive display of machinery, judging from the list of the more prominent exhibitors whose goods are represented in Machinery Hall. Among them are the following, but it must be borne in mind that the list is only a partial one, given to indicate the general character of the display, and might be greatly extended:—Goldie & McCulloch, Galt; Doty Engine Co., Toronto; G. L. Goehring, Alleghany, Pa.; Inglis & Hunter, Toronto; Gillies & Son,

Carleton Place; Waterous Engine Co., Brantford; Kapt Bros., Galt; McGregor, Goulay & Co., Galt; London Tool Works; Laidlaw Manufacturing Co., Hamilton; Dodge Split Pulley Co., West Toronto Junction; Reliance Electric Co., Waterford; Ball Electric Co., Toronto, and A. R. Williams, Toronto.

Mr. H. D. Simmons, the well-known manufacturers' agent, has opened an office at 74 York St. in this city, where he will do business for the following firms: Peck, Benny & Co., J. & C. Hodgson, Miller Bros. & Toms, A. Holden & Co., all of Montreal; The Shepard Hardware Co., The American Bit-Brace Co., The John J. Jewett Manf. Co., all of Buffalo; The Kilborne & Jacobs Manf. Co., of Columbus, Ohio, and other establishments. The trade could have no better intermediary between themselves and the manufacturers than they have in Mr. Simmons.

No. 11 Front st. west, Toronto, embodies the progressive spirit which has made the firm of Thos. Davidson & Co. what it is today. That firm is now pretty well through the hurly-burly incidental to the establishing of its large branch at the above address, and comely order has been pretty well called forth from the chaos of transition. The store will be a very attractive exhibition in itself, and all its contents will be disposed so as to give the best facilities for observing and studying them from the standpoint of the retail dealer. The stoves and multifarious articles of tinware lend themselves admirably to display effects. On another page a cordial invitation is given by the firm to all in the trade to make themselves at home at No. 11 Front st. west while they are in the city, during the Exhibition. The welcome will be as cordial as the invitation.

VARNISH FACTORY SINGED.

Fire was seen suddenly to start up in Sussmann Sons & Co.'s varnish factory and oil warehouse, 13 St. Lawrence street, Toronto, at about a quarter to six on Tuesday afternoon and spread with such rapidity that the

workmen employed in the works had barely time to escape from the burning building. An alarm was at once rung and the firemen were soon on the spot. By the time they arrived the flames had gained such headway that it looked as if the buildings were doomed. In an almost incredibly short time the firemen had a number of branches of hose laid and were playing on the flames where the water would do the most execution. The firemen worked hard, and met the progress of the flames at every point, beating them down, and in about a quarter of an hour after the branches were laid the fire was subdued. In another half hour the fire was rung out. The fire though short of duration, was expensive. The building was damaged to the extent of about \$1,000, and the stock and contents about \$4,000. The firemen can well feel proud of their work at this fire. The building was filled with varnish, oils and resin, and when their combustible nature is taken into consideration it is almost beyond belief that the building could escape total destruction. The loss is about fully covered by insurance, but as Mr. Sussmann is out of town it could not be ascertained what companies are interested. The cause of the fire is set down to spontaneous combustion. Phillip Sussmann, one of the proprietors, was caught in the flames while returning into the office of the burning building to close the safe door and was considerably burned.

BUSINESS CHANCE.

FOR SALE IN THE TOWN OF BRACEBRIDGE, good hardware, stove, tinware and furniture business, established 21 years, will be sold cheap, also dwelling house. Satisfactory reasons for selling. Address

R. DANIELS,
L. Box 89, Bracebridge.

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HARDWARE

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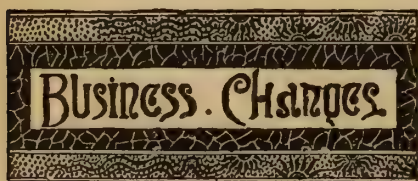
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TORONTO AND MONTREAL.

MANUFACTURERS AND IMPORTERS.

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We have just received a large consignment of Best Quality English Portland Cement and Scotch Fire Brick, which we offer to the Trade at close prices. Please write for quotations.



ONTARIO.

Arkona—Peace, Wm., hardware, assigned to Jas. Flintoft, Sarnia.

Kingston—Keliy, Samuel J., Paints, etc., advertised for sale by tender.

London—Hobbs, W. C., machinist, advertised to sell out by auction on 25th inst.

Mount Elgin—Sanderson & Hobbs, general store, offering to compromise.

Windsor—Dignan, S. H., standard show case works, sold out to Robert Allan.

MANITOBA AND NORTH-WEST TERRITORIES.

Gladstone—Callaway & Lyon, blacksmiths, succeeded by Street & Lyon.

Morden—Langman & Sills, general store, succeeded by S. Sills.

Prince Albert—Davis, Thos. O., general store, opened branch at Stobart.

Rapid City—Ross, H. C., general store, sold out to Stone & Co.

QUEBEC.

Hull—Clairoux, M. D., general store, stock, etc., advertised to be sold by auction on 25th inst.

Montreal—Gardner, R. & Son, machinists, Robert Gardner, sr., deceased.

Napierville—Filon, Jos., carriage maker, assigned in trust.

Pierreville—Genest, G., general store, assigned in trust.

Valleyfield—Dextraze, Ideas, general store, assigned in trust.

NOVA SCOTIA.

Creignish—Cameron, Duncan, general store, offering to compromise.

Digby—Lynch Bros., general store, dissolved.

Liverpool—Wile, Jas. E., blacksmith, deceased.

Lockeport—Locke, S. & Sons, general store and fishing, assigned.

Mahone Bay—Kedy, A. & Co., general store, dissolved.

Tusket—Hatfield, J. Lyons, general store and lumher, burnt out, no insurance.

PRINCE EDWARD ISLAND.

St. Peters—Pratt, C. E., general store, burnt out, insured.

SUGGESTIONS ABOUT ORDERING GOODS.

1. Write only on one side of the paper when ordering goods. The other side is apt to be neglected, and it is inconvenient for reference after the order is filed away.

2. Do not mention a remittance, and order goods both on the same sheet of paper. The remittance, in whatever form it may be sent, whether a draft, money order or an express order, goes to the cashier, and the statement that you sent it should be in shape to accompany it to insure you getting credit for the amount. The order will go to the order clerk.

3. Use one sheet for the remittance and another to write the order on, to insure prompt attention for both.

4. Do not send an order and a complaint about a former bill of goods or a claim for reclamation on the same paper. The trouble about which you write will have to go to the claim clerk for adjustment, while the order will go to a different part of the house to be filled.

5. It is better not to write part of your order and then introduce some other subject foreign to the order, after which continue your order. The stock clerk who is getting out your order has no interest in any remarks which do not refer directly to the order before him.

6. Not signing orders is more common than one would suppose. It leads to much annoyance and delay. Even if you have a printed letter head with your name and business on it, a house might not be justified in not filling it unless they first wrote to see if the order had your sanction. If they filled an order supposing you wrote it, they would have no proof you sent it if for any reason you did not want to pay for the goods when the bill became due, or for some reason refused to receive the goods.

7. Do not fail to stamp the envelope the neglect of this often sends the letter to Washington, D. C., to have the stamp sent, before the letter can reach its destination.

8. Write plainly so the parties cannot help understanding what you want. Do not crowd

what you have to say, but take another sheet of paper to finish.

9. Give both the number and size of an article so they can make no mistake.

10. Do not abbreviate too much. A ½ gro. T Spoons may mean either Tea or Table Spoons, and you would be almost sure to get what you did not want.

11. There are many other suggestions which might be given which are just as important as those just mentioned. We should be pleased to hear from some of our friends on the subject,—Metal Worker.

Owing to the expected heavy traffic from Manitoba after the harvest, the Canadian Pacific Railway Co. has given contracts for over one thousand new box cars. The contracts are distributed over the country and the cars are to be ready by the first of October. The Ontario Car Company and the London Car Company received portions of the contract.

A customer secured is a promise of greater salary in time.

Work can always be found in a store without double-million microscope.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

Important to the Paint Trade.

TORONTO, May 16, '90,

To W. H. COTTINGHAM,

Montreal.

Kindly send us one box MANDER'S CARMINETTE, per express at once for Toronto Street Railway Co. WE LIKE YOUR COLOR AND WILL USE NONE OTHER.

(Sgd.) J. J. FRANKLIN,
Supt. T. S. Ry Co.

E. R. C. CLARKSON

TRUSTEE AND RECEIVER

In affiliation with TORONTO,

JNO. B. CLARKSON
Temple Buildings, - - - MONTREAL.

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,
HAVE IN STOCK
Linseed Oil, Castor Oil, Glue,
and General Painters' Supplies.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

THE
NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
— APPLY TO —

THE MILLS, Campbellford, Ont.

Palace Range

— WITH —

OVAL FIRE POT and BASE BURNER GRATE

— OR —

Duplex Grate and Square Fire Chamber.

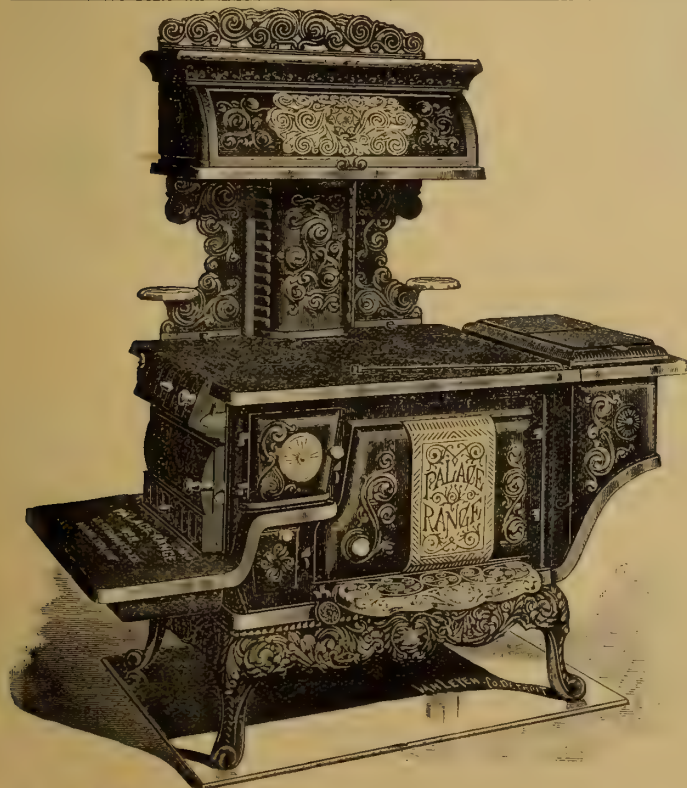
THE ONLY RANGE

With Interchangeable Fire Place and
Grate using same water Front
in both.

LARGE VARIETY OF SIZES AND STYLES.

EXTRA LARGE OVEN. PERFECT BAKER.

Sold by Leading Dealers. Send for Circular.



JAMES STEWART & Co., - HAMILTON, ONT.

TORONTO SHOW ROOM: J. BOXALL'S, 183 KING ST., EAST.

POINTS FOR CLERKS.

It seems a pity that "boys generally have adopted so many slang expressions and so many perversions of common language in their every-day speech. One almost needs an interpreter sometimes to know just what they do mean. It is of no use to attempt to learn the dialect, as the expressions change with every phase of the moon. Things seem to be less "high-toned" than they were a while ago, and "cheese it" and "give us a rest" seem about obsolete. But we need not congratulate ourselves over the improvement. The old has only been replaced by the new. "It tastes me so high," I heard a nice little child of 6 say the other day over something that was quite amusing. No one need be told that there were big boys in that house.

But it is not a good thing, though so many good boys have fallen into the bad habit. Pure, clear, sharp-cut words that express just what one wishes to say, give a man a power in society. You feel instinctively that there is no nonsense about him, and you naturally associate his method of speaking with similar clear methods of thinking. Your verdict is apt to be that "he is a smart man." We judge people very much by their speech, and they do the same by us.

I know a young man who is a bank clerk, whose every word is as exact as if printed in a book. He is a sharp, energetic man, prompt in all his duties, quick in his movements, but I never heard him give the false sound to a letter, much less use a perverted word. He is a man who commands universal respect wherever he goes, and one in whom the most implicit reliance is placed.

However we may condone this boyish foible of slang, there can be no apology given for an oath. It stamps its speaker with a very dark brand. It blackens the soul and poisons the air. It sullies every soul that hears it. So it is with all evil words which pass so glibly from one to another. One has well said of those who rehearse such speech: "It is as if one should dip his hand in a barrel of tar and then go about shaking hands with all whom he met." A blot left on the soul by a pitchy word cannot be effaced like a stain on the skin. Have you not known those whose hearts seemed like a seething cauldron of pitch? They are people to shun.

It is a good direction of the wisest man to "Let another man praise thee and not thine own mouth, a stranger and not thine own lips." Praise that comes to us that way is apt to have more weight with us than when it is only self-praise. Not many would claim, with the jovial Robert Burns, to "have descended in a line of scoundrels from the flood," but many seek to impress us with very different views of their ancestry and associations on all possible occasions. They will tell you in a half-hour's conversation of the fame of their cousin, the Senator, of the glories of their uncle's establishment in New York, of the letters their sister wrote home

from Europe that summer she went abroad; how their father shook hands with Daniel Webster and was at a dinner with Clay—not even forgetting to mention that they went on board the Great Eastern. It is surprising how much personal history they can bring out in a short conversation. But what is apt to be your real estimate after they have gone, notwithstanding all their credentials brought forward to impress you with their importance? Boys never take well to this assumption of airs on the part of a new-comer, and generally have a "free masonry" among them calculated, as they phrase it, to "take the wind out of his sails." It may not be a pleasant discipline, but it is salutary.

Unassuming manners are a characteristic of real greatness. Self-contained ability is no booster. The works of such men praise them far more than their lips.

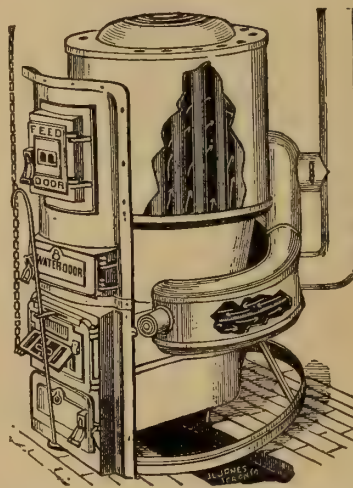
Be content to fill well your own niche in the world, even though it is a narrow one. If you outgrow it you will find a better place in waiting. Do not try to shine by borrowed light. The family glory will only give you

a faint flicker if you have not the real oil of merit in your lamp.

There are, of course, suitable times and seasons in which to speak of those things in which you are interested. An excessive reticence and air of mystery about one's affairs is apt to be misconstrued and is not wise. But even this is more creditable than to be in a manner constantly passing your hat soliciting the world's attention and consideration.

Be willing to pass for no more than you are and do not grieve if you are sometimes taken for less. It will be much pleasanter to have the world find by and by that your merit much exceeds your claims than to have it the other way. Good boys who have been unfortunate in their early training sometimes fall into this habit, but it is wise to suppress it before the world takes the case in hand, as it is very apt to do.

Longfellow says that "the talent of success is nothing more than doing what you can do well, and doing well whatever you do, without a thought of fame." Lowell puts it very neatly when he says of the footprints



CLARE BROS. & CO.,

Preston, - Ontario,

MANUFACTURERS OF

COAL AND WOOD

Hot Air Furnaces and Registers.

12 STYLES, 40 SIZES,

BEST VALUE IN THE MARKET.

Estimates and Illustrated Catalogue sent upon Application.

Filling a Want.

The rapid increase in all branches of Industry and Art in Canada has found its fit expression in

THE SABISTON LITHO. AND COLOR PRINTING ESTABLISHMENT

The management in organizing their business laid down as a principle that there was room for a really

First-class Establishment

that would produce work equal to the best imported, and have secured a corp of Artists in the various branches of their business that ensures that result.

They confidently solicit from Manufacturers, Merchants, Bankers, and others requiring first-class work an opportunity of showing samples and quoting prices.

SPECIALTIES:

Show Cards, Hangers, Buildings, Birds Eye Views, Posters, Railroad, Steamship and Steamboat Work, Calendars, Canning Labels. Special Designs in Circulars, Cigar Labels, Note and Letter Headings, Checks, Drafts and other Bank Work, &c., &c.

ADDRESS ALL ORDERS TO

The Sabiston Litho. and Pub. Co.,
(Gazette Building) MONTREAL.

RICHARD WHITE,
President,

A. SABISTON,
Managing Director.

and rain spots on the sandstone—"Perhaps it was because the ripple and the rain drop and the bird were not thinking of themselves that they had such luck. The chances of immortality depend very much on that."—American Grocer.

IMPROVED PATENT ASBESTOS FLOOR & PARTITION CROCKS.



These CROCKS are light, Easy to fit and Thoroughly Fireproof, and wherever known have taken the First Place in the Market

PATENTEE AND SOLE MANUFACTURER,



A. Fairgrieve

Office and Factory,
128 Richmond St., W.
TORONTO.

GOLDIE & McCULLOCH'S SAFES

Have now a world-wide reputation. Their Fire Proof Safes have resisted the hottest fire in the biggest conflagrations, and their Burglar Proof has repeatedly foiled the Burglars; their security is unsurpassed on the Continent. A large stock kept at the warehouse of

GEO. T. BOSTWICK,
24 West Front Street, Toronto.

A Second-hand Safe for Sale Cheap.

JAMES MORRISON,

MANUFACTURER AND WHOLESALE DEALER IN

ENGINEERS AND PLUMBERS' BRASS WORK.

Iron and Brass Valves, Inspirators, Injectors, Ejectors, Revolution Counters, Engineers' Clocks, Steam and Hydraulic Gauges, Wrought Iron Pipe and Fittings, Soil Pipe and Fittings, Lead Pipe, Sheet Lead, etc.

Also keep always in stock full lines of

Sanitary Earthenware, Water Closets, Wash Basins, Etc.

MORRISON BRASS WORKS, ADELAIDE ST. WEST, TORONTO.



London. Toronto.
Montreal. Winnipeg.

Whenever you see this Trade Mark on a Stove or Furnace you may be certain it is the very best article that can be had for the price asked.

We ask the Trade to examine our new Steel Dome Furnaces either direct draft or with low radiator, it will pay them. New designs and sizes in Registers and Stove Boards.

Identify yourself with one line of First-class Stoves and you will control the trade of your Town.

Toronto Plate Glass Importing Co.

Highest Award, Toronto, '87



For Mirrors and other Glasses

TELEPHONE 1599.
CABLE ADDRESS, "PLATE." }

GLASS IMPORTERS,

Bevellers and Mirror Manufacturers.

Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

55 Victoria Street, - - - Toronto, Ont.

VISITORS TO THE TORONTO EXHIBITION

Are invited to make use of our store, 11 Front Street West, for writing and mailing their letters and leaving their parcels or valises.

We will not exhibit this year having been fully occupied since taking over our present store putting in stock and getting samples ready.

Our Travellers will be in attendance at the store and will be glad to see their customers, to whom we extend a hearty welcome to call.

THOS. DAVIDSON & CO.,

Head Office and Works: MONTREAL.

11 Front St. W., TORONTO.



TORONTO, Aug. 29, 1890.

General hardware appears to manifest a little more activity, but the trade say that the month of August has been the dulllest experienced for some time. The opening of this week has exhibited a condition of the market that has been anticipated for some time, and prices to-day are some higher in almost every line than they were a week ago, with every indication of still further advances at no very distant date. It is not very probable, however, that very much greater activity will be exhibited until after the Exhibition, and farming operations are over.

The business that has been done in lumbermen's supplies this season has not been a large one. The present time is between seasons, and consequently there is practically no movement in these goods. The depression in this branch of industry does not give much hope for an active trade in lumbermen's supplies this fall. Lumbering operations are likely to be curtailed, as no doubt the output of lumber will be much reduced, and lumbermen will order in all probability just as sparingly as they well can. Indeed, merchants who deal in lumbermen's supplies are not looking forward to an active movement in them, as they say the condition of trade does not warrant a very large business.

Payments, while not being as satisfactory as could be desired, yet exhibit some slight improvement, and wholesalers appear to anticipate rather better results from now on.

IRON.

The iron market in the United States is reported as somewhat flat, which is at variance with recent communications from the British markets. Pig iron has advanced about 2s. in Glasgow during the past week, and holders of cheapest grades in Montreal are asking to-day \$21. Scotch warrants have moved up to 50s. 3d. and Cleveland to 47s. 6d. and makers prices have also advanced somewhat. Common bars are moving out of wholesalers hands here at \$2.35 to \$2.40, but the market is rather quiet at the present time. The mills have taken contracts at \$2.15 and dealers say the very best they can do with the mills is \$2.10. There is no Nova Scotia iron in the market, but it is not particularly enquired for. English mail advices say: In Glasgow it is a long time since such a large business has been done, and the prospects of trade appear to justify the rise in value which has taken place. The statistical position, moreover, is steadily improving. Three furnaces have been put out, reducing the number in operation to 78, against 81 at the same time last year. Stocks in Connal's store continue to decrease rapidly, a further 6,500 tons having been withdrawn last week, reducing the quantity so held to 680,000 tons, comparing with 1,022,000 tons at the same time in 1889. Shipments, on the other hand, continue to show expansion, and for the present are 40,000 tons in excess of last year. There is more doing in the manufactured iron and steel trades, and the tone is firmer, although prices are not quotably higher. Inquiries are coming forward more freely, and makers take a very hopeful view of the outlook. At Middlesbrough shipments have been small of late, and a marked falling off of 105,000 tons on the current compared with last year. Most of the manufactured iron and steel makers have been securing work freely during the last two

or three weeks, and prices are hardening. There can be no doubt that most of the makers are doing fairly well financially.

SHEET IRON.

Stocks of black sheet iron appear to be poorly assorted, and merchants are regulating their prices accordingly, so that it is difficult to quote with any degree of accuracy. About $3\frac{3}{4}$ to $3\frac{1}{2}$ c. however, can be regarded as the price for singles. The direct consignment of Russia sheet iron to Canada has not yet arrived, but is now in transit and is expected early next month. There are two or three small lots upon the market which are meeting the requirements of consumers.

GALVANIZED IRON

This is somewhat firm in consequence of the advance in zinc spelter, but competition among manufacturers agents has prevented that increase in price that is warranted by the position of the market.

TIN AND TIN PLATES.

Cables received, to-day, on tin-plates, quotes 15s. $7\frac{1}{2}$ d. for good ordinary brands, and 1s. advance for such brands as Raven and P. D. Crown. This would cost the importer \$4.50, making, say \$5 to the consumer. Stocks are not by any means large, but are probably sufficient to meet the demand. Coke plates have advanced in proportion, and good marketable brands would cost \$4 to import. We advance our quotations 25c. per bar on charcoals. It has been said that the advance in plates can be mainly attributed to large purchases made by American buyers in anticipation of the passing of the McKinley Bill. Doubtless this may have something to do with it, but reports from the coal districts and on the labor question would indicate that these legitimate factors have probably been considered. A large business has been done in tin plates in the old country, and an abundance of orders is offering. Makers' ideas are now much above those of buyers, but the latter are gradually giving way.

In addition to the causes noted above the price of ingot tin remains particularly firm, in fact cable reports show an advance of £2, and the price in New York for large round lots is 22c. net cash. Small jobbing lots are being sold here, to-day, at $24\frac{1}{2}$ to $25\frac{1}{2}$ c., usual terms. Business on the London market, however, has been confined chiefly to continuing prompts falling due, but futures received more attention the past few days, owing to the prospect that supplies from the East will likely continue moderate.

CANADA PLATES.

The price of tinplates has had a marked effect upon the condition of Canadas. It was known early in the season that the supply was short, large buyers feeling that there might have been the feasibility of placing orders in the hands of outside makers at less than figures then existing. In this they have been sadly disappointed, and a number will be compelled to go into the market and pay the advance that has taken place this week, on from £1 to £1 5s. per ton. It is fully expected that \$3.25 will be the price for 50 to 100 box lots before September 10th.

COPPER.

The condition of the copper market has not been as firm for some months as it is to-day. Stocks both of ingot and sheets are very light and the advance is freely paid by those who are in want, in fact it can be said that all cutting has ceased in this and other metals. The London market is also much stronger. The rise is attributed chiefly to covering of short sales on which deliveries are due next month, and purchases of three months futures by the combination which now holds the bulk of the stock there and

which appears determined to maintain prices. The public are not buying at present prices and consumers are waiting. Stocks have decreased heavily during the past fortnight owing to small arrivals from America.

ZINC.

Zinc remains unaltered, but higher prices must be looked for later, because at the selling price here to-day holders are basing their profit upon old costs. Spelter is also unchanged, ordinary Silesian is cabled at £23 12s. 6d., with the market firm.

LEAD.

Pig lead is steady, and as the price can be regarded as low, it is likely that it may attract the attention of speculators.

STEEL RAILS.

The cable says: The demand has slackened somewhat, but makers are firm at last week's prices. Heavy sections quoted at £5 to £5 5s. and light sections £5 15s. to £6, f. o. b. at N. W. England shipping point.

GLASS.

Window glass has been meeting with a very ready sale during the past month, and in consequence stocks appear to be somewhat cut up. The delay in manufacturers filling orders this spring will also have something to do with the late active movement.

PAINTS AND COLORS.

This branch of trade is without particular feature this week. All the travellers are out now and are sending in a fair number of orders in general lines, but greater activity is expected later on. The consumption of linseed oil has been rather large lately and stocks are again getting low. There is no scarcity, however, and probably before the light supply begins to be felt fresh stocks will have come upon the market. Canadian crushers have delivered a few small lots, and more is expected from them soon, so that the feeling on the whole is one of easiness. Turpentine is without change, and other lines are dull.

SCRAP METALS.

Trade is rather quiet at present, and not a great deal of stuff is coming in. Foundries, however, appear to be fairly busy and are taking a fair amount of cast scrap, and extra nice lots of cast scrap would probably bring \$1 to \$2 above quotation. Dealers are not selling wrought scrap, as they claim the price is too low. They are looking for higher prices, as they say that the mills are using up their supplies of scrap, while they are receiving very little fresh stock. Dealers' prices are as follows:—No. 1 heavyscrap, 60 per 100 lbs.; stovecast scrap, 50c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 25c.; new scrap copper, 10c.; heavy scrap copper $10\frac{1}{2}$ c.; old copper bottoms, $8\frac{1}{2}$ c.; light scrap brass $5\frac{1}{2}$ c.; heavy yellow scrap brass $7\frac{1}{2}$ c.; heavy red scrap brass 9c.; scrap lead $2\frac{1}{2}$ to $2\frac{3}{4}$ c.; scrap zinc, 2 to $2\frac{1}{2}$ c.; scrap rubber, $2\frac{1}{2}$ to $3\frac{1}{4}$ c.; country mixed rags, \$1 to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

CEMENT.

The shipment of cement for the week is reported to be about equal to that of last week, with about the same demand. The prices keep unchanged. Portland is \$2.20, and Native \$1.10. Fire brick has not changed in the least, \$20 to \$25 per 1,000 being the prices paid.

HIDES, ETC.

HIDES—Cured are $7\frac{1}{4}$ c. No. 1 green cows' are $6\frac{1}{2}$ c. No. 2 are $5\frac{1}{2}$ c. and 3 are $4\frac{1}{2}$ c. The supply is light.

TALLOW—Rough 2c. Rendered $5\frac{1}{2}$ c.

WOOL—Is dull and unchanged at 21 to 23c.

NORTHEY & CO., - TORONTO, ONT.

MANUFACTURERS OF
SINGLE AND DUPLEX

Steam and Water-Power Pumps

FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP CONDENSERS

FOR ATTACHING TO

High Pressure Steam Engines,
MARINE AND STATIONERY.

GREAT ECONOMY

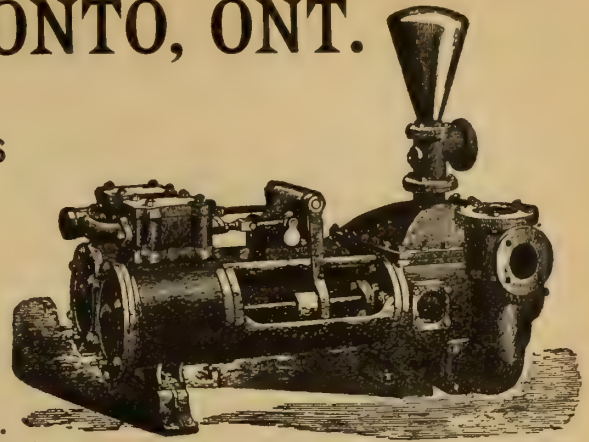
—IN—

FUEL AND POWER

GUARANTEED.

Prices and particulars on application.

OFFICE AND WORKS: Corner Front and Parliament Sts.



MONTREAL

MONTREAL MARKETS.

AUG. 28, 1890.

IRON AND HARDWARE.

The firm feeling that has characterized this market for some time, materialized the other day in an advance of 50c. per ton in pig iron. This has been coming for some time under the gradual stiffening of the primary markets, and when the cable on the 25th noted the advance of Scotch warrants to £50 3s., and the day after, that the price of all grades of pig had been marked up 1s. per ton, an advance here was a natural result, and the outlook points to still higher prices with ocean freights tending upwards as well as the material itself. Some buyers have apparently realized this for there was considerable trading for both prompt and forward delivery at the higher figures, but there is still some disposition to doubt the permanence of the advance, but we think this course is slightly erroneous in view of present circumstances. The transactions in pig this week involved several round lots of Summerlee and equal brands, the bulk of the stock under negotiation being for forward delivery as the stocks here are small. In consequence of these transactions prices may now be quoted at \$22.50 for Summerlee and equal brands, other lines in proportion. In bar iron we do not hear of much doing, but the inside figure is \$2.25 and it is unlikely if anything but a round lot could be moved at this figure. English bar is held at \$2.40 and there have been jobbing sales above the figure and although the material could still be laid down here at the lower figure, it is very unlikely that the cost would allow a turnover of it on this basis. Tin plates show no change, the firmness being unabated with a continued activity in Great Britain, and agents here will not talk business on anything except at outside figures unless after consultation with their principals. Business has been done during the past week to the extent of a couple of thousand boxes. Charcoal at outside figures, and advices quote ordinary B. V. grades. Coke firm at £14 6s. to £14 9s. f. o. b. at Wales and £16 3s. to £16 9s. for charcoal

f. o. b. In shelf hardware business has not thoroughly opened out yet but the outlook is for a good movement this fall and the various wholesale houses seem to be preparing for it. Other lines of metals show a steady feeling on the whole

NAILS.

There has been no change to the nail market since our last, but the feeling is steady and we do not think according to the information at our disposal that any more cutting in prices has been indulged in, and during the week there has been a fair jobbing movement on the basis of \$2.45, while orders so far have been fair and makers report that the outlook is for a good fall business. There has been a little more demand for horse shoes during the week, and they are selling steady at \$3.65 to \$3.75. While horse nails have been moving out in a quiet way at quotations.

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	....	2 45
8 dy to 9 dy, " " "	....	2 70
6 dy to 7 dy, " " "	....	2 95
4 dy to 5 dy, Am. pat	....	3 20
3 dv fine hot cut, " "	....	5 45
4 dy to 5 dy, cold cut, Can pat.	....	2 95
3 dy, cold cut, " "	....	3 45
2 dy, hot cut, nails " "	....	5 65
	Steel Cut Nails	Wire Nails
10 dy to 60 dy, per keg	.... \$2 55	\$3 75
9 dy " " " " "	.... 2 80	4 10
8 dy " " " " "	.... 2 80	4 45
7 dy " " " " "	.... 3 05	4 80
6 dy " " " " "	.... 3 05	5 15
5 dy " " " " "	.... 3 30	5 15
4 dy " " " " "	.... 3 30	5 45
3 dy " " " " "	.... 4 05	6 50
3 dy fine " " " " "	.... 5 55	8 85

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 45
4 dy @ 5 dy, per keg	.....	3 70
6 dy @ 7 dy, " "	.....	3 45
8 dy @ 9 dy, " "	.....	3 20
10 dy @ 30 dy, " "	.....	2 95
Cut spikes, " "	.....	2 70

COMMON FLOUR BARREL NAILS.

7/8 inch, per keg	.....	\$4 75
1 " " "	.....	4 45
1 1/8 " " "	.....	4 15

Finishing nails 70c. per keg over same size hot cut, viz., from \$6.40 for inch to \$3.45 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.40 for 1-inch to \$3.20 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$6.90 for 1-inch to \$3.70

for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand 50 per cent. discount, for small lots. P. B. & Co. brand 50 per cent. of list for small lots. Large lots 50 four months, with 5 per cent off for cash in 30 days.

DRUGS AND CHEMICALS.

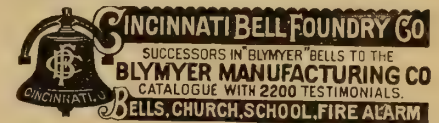
The chemical market has showed no great change since our last, but the feeling rules generally firm and instructions to Manufacturers agents are to negotiate for nothing except at steady figures, while for next seasons contracts, as we have already said, prices will without a doubt be higher. Present demand is fair, most of the arrivals going into immediate consumption, and it is but natural with limited offerings on the market that prices should rule firm, and the fact that the "Union" has fixed a scale of prices, for the makers to take effect at once accelerates this feeling. Buyers, however, that is the generality of them, as we have stated previously do not show much anxiety to make contracts as they pooh! pooh! the idea that present values will hold. Bleaching powder is higher

H. D. SIMMONS,

Manufacturers Agent, 74 York St., Toronto.

REPRESENTING:

Peck, Benny & Co., Montreal;
J. & C. Hodgson,
Miller Bros. & Toms, "
Gilmour & Co.,
R. H. Smith Co., Ltd., St. Catharines;
Shepard Hardware Co., Buffalo, N.Y.;
The John C. Jewett Man'g Co., Buffalo, N.Y.;
American Bit-Brace Co., Buffalo, N.Y.;
The Kilbourne & Jacobs Man'g Co., Columbus, O.
Aspinall's Enamel Works, London, Eng., etc., etc.
Orders and all Correspondence promptly attended to.



No Duty on Church Bells. Please mention this paper.

Portland Cements,
Fire Clay Goods,
Best Foreign Brands.

McRAE & Co.,

98 ESPLANADE ST. EAST, TORONTO.

Atlantic Glue Works, Berlin,

Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont.

MONTREAL Markets continued.

in Liverpool, also chlorate of Potash, white Sumac is cabled at \$5 per ton higher in Sicily, and Gambier is without change, while Cutch continues firm and scarce.

PAINTS AND OILS.

The market is unchanged from the position of a week ago and business generally rules quiet with the advance of the season. Colors show no change and have met with a fair jobbing enquiry at steady prices. In oils the situation is practically the same, stocks being just about sufficient while the demand has been of a steady quiet character. Linseed however is cabled somewhat higher from London, but prices are unchanged here. Seal and cod oil being quiet with nothing of a particular nature.

GLASS.

Although there has been no change in glass a change is bound to result shortly, the firmness that has been noted recently in Great Britain materializing recently under the influence of the chemical market in a reduction of discounts. Therefore although no actual change has occurred on spot, it is very likely that an advance will be made shortly. In fact some expect it next week, in the meantime we quote the old bases viz., \$1.40 to \$1.50 for first and \$1.50 to \$1.60 for second brake.

NAVAL STORES.

Business in this line continues dull, and dealers do not look for much improvement in the immediate future. Turpentine has been moving at slightly better figures, viz. 63 to 65c., but we think that a round lot could be had inside of this, and we quote: Rosins, \$2 to \$3, as to brand; coal tar, \$3.25 to \$3.50; cotton waste, 5½c. for colored, and 7 to 10c. for white, oakum, 5½ to 7½c. and cotton oakum, 10 to 12c.

CEMENT AND FIRE BRICK.

The cement market during the week has shown no material change, but business has been of a fairly satisfactory nature. We note transactions on local account at \$2.45 to \$2.50, which represents the general idea at present. Belgian is quoted at \$2.35 to \$2.48; small lots are 10 to 15c. per cask advanced. There is nothing new regarding Fire bricks, which we quote at \$20 to \$25 per 1,000.

PETROLEUM.

There has been a moderately quiet improvement in this line with the advance of the season, and business has been moving along in Canadian oil with considerable freedom. Crude continues steady at \$1.33½ per barrel. We quote Canadian refined at 13c. at Petrolia in car lots, 15¼c. at Montreal and 16¼c. for smaller quantities, and American at 23c. in car lots and 23½ to 24½c. for smaller quantities. American benzine is quoted at 23½ to 25c. and Canadian at 14½ to 15c.

NEW YORK MARKETS.

NEW YORK, August 29, 1890.

A few orders for steel rails have been up for competition the past few days, and the outcome of the test thus afforded is a revelation that some manufacturers are anxious to fill up on the recently increased allotments, and that this anxiety has led to the granting of some concession on late quoted prices. An order for 5,000 tons for delivery at Macon, Ga., has been taken at a price said to be on a parity of not over \$30 f.o.b. at works, and it was stated that several concerns quoted on the basis of \$30.50. Orders for moderate-sized lots are filled at \$31.00 without difficulty. On other forms of steel there has been no important change. Billets

are selling at \$30.50@31.50 and slabs at within the same range, prices varying according to location of mill, and \$45.00 seems still to be about the value of wire rods. Crude material employed in the manufacture of steel is somewhat irregular in price. Bessemer pig iron sells at \$18.50@19.00 at furnace, foreign 20 per cent. speigeleisen ranges between \$30.00@31.50 and 80 per cent. ferro-manganese between \$72@75 at tidewater.

OLD RAILS.

Old iron rails are firmly held, but offerings on the spot and for future shipment from Europe are at prices considerably above buyers' views and no important trades are consummated. About \$25 for tees and \$26 for double heads is considered fair value. No. 1 wrought scrap is still quoted at \$21 to \$22, with little movement and light demand.

TIN.

London prices for pig tin have advanced about £1 per ton since Friday last, Tuesday's cables quoting £97 10s. spot and £98 future. This rise has served to bring about an advance of ¼c. per lb. in the local market, but very little speculative interest has developed, and purchases for consumption have not exceeded ordinary proportions. The only transactions reported on the Metal Exchange were 10 tons spot at 21.85c. and 20 tons Sep. delivery at 21.50 to 21.55c. Spot prices at the close were 21.85c net for 10-ton lots, 21.90c. for 5-ton lots and 22c for small quantities. September delivery was quoted at 21.65c. bid, 21.75c. asked and October and November at 21.60c. bid, 21.70c. asked.

COPPER.

Lake Superior ingot copper is unchanged. Consumers' orders for supplies for delivery next month are met at 17c., but outside offers of that price for future delivery were refused, and in one instance 17¼c. was said to have been obtained for futures. Arizona ingot remains very steady at 15½c., and common casting copper at 14½ to 14¾c. according to brand. London cables show a still further rise in the market, and latest quoting £59 17s. 6d. spot and £60 futures.

LEAD.

Prices for pig lead are again a fraction higher. Spot lots and near future deliveries have been sold at \$4.70 and there seemed to be only a limited quantity available at that price at the close. Holders are looking to 4½c. with a great deal of confidence.

SPELTER.

Spelter has undergone no radical change the past few days. Prices for prime Western are firm at 5.50@5.60c. and the demand is running along very steady.

TIN PLATES.

The tin plate market continues strong, and prices are again high for most descriptions. The demand is moderately active, but broken assortments here and high cost abroad hold business in check more or less.

PAPER ASTRAY.

Norwood, August 21.

ED. HARDWARE.—I did not receive my last weeks number of *HARDWARE*. Will you kindly send me one as it is a paper I will never do without as long as I continue in business.

Yours respectfully,

J. N. ACKERMAN.

A copy of the paper has been sent to Mr. Ackerman. We cannot understand how the paper goes astray. They are mailed regularly from this office but every now and then we receive such a complaint as the above from different parts of the Dominion. No doubt it is due to some negligent post office official. We trust Mr. Ackerman will have no more trouble. [ED. HARDWARE.]

INNOCUOUS WATER PIPES.

Some time has passed since we have had a talk with our readers upon the lead pipe question, or have mentioned the dangers of using this sort of conduit where the water is of a very soft character. We trust, however, that what we have written in the past, and what investigators have discovered concerning the dangers of lead poisoning by lead water pipes, has convinced our readers that the danger does exist, under certain somewhat dimly defined conditions, and that where a water, either from the presence of organic acid, or through excessive purity, attacks and dissolves the lead, that that metal is no fit material for drinking water pipes. A few years ago a glass lined pipe was brought to public notice in this country, but for some reason or other it never gained popularity. A short time since, we believe, we mentioned in these columns the fact that a new form of glass line pipe had been brought out in England, but the particulars of its manufacture we were unfamiliar with. Quite recently one of our London exchanges contained an article on glass lined piping and presented sectional cuts of the pipe showing its construction. The new process consists in lining tubes or pipes with a separate and solid glass tube, with a suitable cement inserted between the glass and iron, making, it is said, the whole homogeneous, and at the same time rendering the patent tubing practically unbreakable by ordinary usage. The process admits of all bends, T pieces, etc., being made, as well as straight tubing, and, what is very important, it is said that the patent tubing does not exceed the cost of lead pipe. The tubes carry a union nut, by which the sections are fastened together, the joining of the glass being made by a washer of gutta-percha, or other suitable packing. We sincerely hope that this inventor across the water has solved the problem of harmless water pipes; but, without going into a critical discussion of the invention, we think there are many reasons to believe that the problem is still open for solution.—The Metal Worker.

It is now the general impression that the McKinley Bill will be passed by the United States Houses early in September, and that it will become law about October 1st.

Notification has reached the Department of Marine that within a few days will be commenced a service of regular vessel communication with the coast of Greenland. A Philadelphia company have chartered a vessel, the *Argenta*, of St. John, N. B., to proceed to Ivigtut, Greenland, for a cargo of a mineral known as cryolite, used in the manufacture of paint. Mines of it exist at Ivigtut, and the *Argenta* will load two cargoes a year. The vessel has been specially fitted for the work.

Work can always be found in a store without double-million microscope.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

PIG-IRON WARRANTS BILL.

The following is the text of the Bill introduced into the English House of Commons by Messrs. Hingley, Ainsley and Isaac Wilson, to regulate dealings in pig-iron warrants:—

Whereas it is expedient to make provision for the restraining of the making of contracts for the sale and purchase by means of warrants of pig-iron, which is not, at the time of the making of such contracts in existence.

Be it therefore enacted by the Queen's Most Excellent Majesty, by and with the advice and consent of the lords, spiritual and temporal, and the Commons in the present Parliament assembled, and by the authority of the same, as follows:—

1. For the purposes of this Act the expression "document of title" shall mean any dock warrant, storekeeper's warrant maker's scrip, and any warrant or order for the immediate delivery of pig-iron, and any other document used in the ordinary course of business as proof of the possession of pig-iron, or authorising or purporting to authorise, either by indorsement or by delivery, the possession of the document to transfer or receive delivery of the pig-iron thereby requested.

2. From and after the passing of this Act all contracts, agreements and tokens of sale and purchase made or entered into for the

sale or transfer of any pig-iron to which any document of title shall be applicable shall be null and void to all intents and purposes whatsoever unless such contract, agreement, or token shall specify or incorporate a document of title specifying the name and address of the storekeeper or other person or persons by whom such document was created, the number by which the said document or title is distinguished at the time of the making of such document of title, and the brand or quality of the pig-iron to which such document of title is applicable, and every person, whether broker, principal, or agent, who shall wilfully insert in such contract, agreement, or other token, or in such document of title any untrue statement in respect of any of the particulars required by this Act to be specified shall be guilty of a misdemeanour and punished accordingly, and if in Scotland, shall be guilty of an offence punishable by fine or imprisonment.

3. Any person who shall create or issue or cause to be created or issued any instrument purporting to be a document of title to pig-iron, and shall not have at the time of such creation in his possession or in the possession of some person on his behalf the pig-iron to which the said instrument purports to relate shall be guilty of a misdemeanour and punished accordingly, and if in Scotland, shall be guilty of an offence punished by fine or imprisonment.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

TRADE
"EASTLAKE"
MARK.

Metallic Shingles.

Price List and Catalogue sent on application

The Metallic Roofing Co. of Canada
(Limited.)

Rear 84, 86, 88 and 90 Yonge Street,
TORONTO.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

Write for Quotations on our Specialties as below :

GORDON CROWN GALVANIZED IRON, guaranteed equal to any in the market.

M. L. S. TIN PLATE, equal to Bradley's.

M. L. S. STOVE PASTE, best in use.

We also have on hand a complete stock of all kinds of Elbows, Stove Boards, Pipe Varnish, Dampers, Black Lead, etc.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



The above Brand of Lead

Requires no Association Guarantee.

It is the STANDARD of the Dominion for

Purity, Fineness and Whiteness.

WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

Williamson & Lambe STORAGE.

54 & 56
Wellington St. E.,
TORONTO.

DESKS

OFFICE, LIBRARY,
CHURCH AND SCHOOL
FURNITURE.

JOHN M. BLACKBURN & CO.,
41 COLBORNE ST., TORONTO,
—AND—
162 ST. JAMES ST., MONTREAL.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb ..	24 1/2 25 1/2
Straits 100 lb ingots.....	" .. 24 1/2 25 1/2
Strip	26 27

Tin Plates—Charcoal Plates, Bright.

Bradley M.L.S.	Per box.	
I.C., usual sizes	36 00 36 25	
I.X., "	7 50 7 75	
I.X.X., "	8 75 9 00	
Raven & P.D. Grades—		
I.C., usual sizes	5 00 5 25	
I.X., "	6 00 6 25	
I.X.X., "	7 00 7 25	
L.X.X., "	8 00 8 25	
D.C., 12 1/2 x 17	4 75	
D.X., usual sizes	5 75	
D.X.X., "	5 10 6 65	

Note—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 25 4 50
I.C., special sizes	4 25 4 50
B.V. Grade, I.C., usual sizes	4 25 4 50

Note—Round lots of 14x20 could be purchased at 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets ..	8 25 8 50

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.	
I.X.X., 14x56, 50 sheet bxs		
" 14x60, "	6 1/2 c, 7c	
" 14x65, "		

Iron and Steel.

Common Iron, per 100 lb ..	\$2 35 2 40
Refined "	2 60 2 65
Horse Shoe "	2 60 2 65
Band "	2 87 3 00
Hoop "	2 87 3 00
Swedish "	4 00 4 50
Nova Scotia Bar iron.....	2 75
Sleigh Shoe Steel	2 50 2 75
Machinery, Tire Steel ..	3 00 3 25
Best Cast Steel, per lb.....	0 13 0 14
Russian Sheet "	0 11 0 12
Tank Plates	2 25 2 50
Boiler Rivets	4 75 5 00

Boiler Tubes.

2-inch	13c
3-inch	18 1/2

Boiler Plate.

1/2 inch	\$2 75
5-16 "	2 60
3/8 "	2 50

Sheet Iron.

1 to 20 gauge	3 1/2 3 1/2
22 to 24 "	2 1/2 3
26 "	3 1/2 3 1/2
28 "	3 1/2 3 1/2

Canada Plates.

Blaina	3 00 3 10
Boars Head	3 15 3 25
Maple Leaf	3 00 3 10
All Bright	None

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb ..	5 1/2 6c
26 gauge, "	5 1/2 6c
28 "	5 1/2 6c
Gordon Crown—	
16 to 24 gauge, per lb ..	5 1/2 6c
26 gauge, "	5 1/2 6c
28 "	5 1/2 6c

Note—Cheaper grades about 1/2 cent per lb less.

Chain.

Proof Coil, 1/2 inch, per lb.....	4 1/2 4 1/2
" 7-16 inch "	5 1/2 5 1/2
" 1-4 "	5 1/2 6
Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft ..	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—Ingot.

Lake Superior, per lb	0 00 0 00
Baltimore "	0 17 1/2 0 18 1/2
English B.S. "	0 17 1/2 0 18 1/2

Bolt or Bar.

Cut lengths, round, 1/2 to 1 in.	\$0 28 \$0 31
" round & square	5 1/2 6

1 to 2 in 0 26 0 28

Note—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,	
16 oz, 14x48 and 14x60 ..	\$0 21 0 22
Untinned, 14 oz, and light,	
16 oz, irregular sizes	0 22 0 23

Note—Extra for tinning, 2 1/2 cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x48 and 14x60 0 30 0 32

Brass.

4x6 ft, 25 to 30 lb ea, per lb..	0 22 0 26
" 35 to 45 "	0 21 0 22
" 50 lb and above per lb ..	0 20 0 21

Boiler & T. K. Pits.

Plain Tinned, per lb.....	0 26
Spun "	0 30

Wire.

Pure, in coils—	
From 1 to 20 gauge.....	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge..	0 21 0 25
" 27 to 30 "	0 23 0 29
" 30 and up	0 26 0 29
Sheets, hand-rolled 2x4 ft....	0 23 0 25

Zinc Spelter.

Foreign, per lb.....	0 06 0 06 1/2
Domestic "	0 05 1/2 0 05 1/2

Zinc Sheet.

5 cwt casks	0 06 1/2 0 06 1/2
Part casks	0 06 1/2 0 07

Lead.

Imported Pig, per lb.....	0 04 0 04 1/2
Domestic "	0 04 0 04 1/2
Bar, 1 pound	0 05 0 05 1/2
Sheets, 2 1/2 lbs, per square ft,	
by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft,	
by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 27 1/2 p.c. discount.

Note—Cut lengths, net price; ton lots 27 1/2 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7 1/2 c.

Solder.

Half-and-half (guar.) per lb 0 20 0 22

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb.....	\$0 21 \$0 22
Other makes "	0 19 0 20
Pure White Lead, ground in oil,	
Associat'n guarantee, per lb.	5 1/2 ..
No. 1 Do.	0 5 1/2
No. 2 Do.	0 4 1/2
No. 3 Do.	0 4 1/2

Prepared Paints.

(In 1/2, 1 and 1 gallon tins.)	
Pure, per gallon	\$1 05 \$1 10
2nd qualities "	0 85 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)	
Venetian Red, per lb.....	0 05
Chrome Yellow "	0 09
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) in bbls, per lb	0 01 1/2
" (J.F.L.S.) "	0 01 1/2
Venetian Red (R.C.2) " ..	0 01 1/2
" (1343) "	0 02
English Oxides "	0 03 1/2
American "	0 02 1/2
Paris Green, per lb	0 15 1/2 0 16 1/2
Burnt Sienna "	0 08 1/2
Burnt Umber "	0 06
Drop Black "	0 09
Chrome Yellows "	0 12
" Greens "	0 12
Golden Ochre	0 03 1/2

Varnishes (in bbls).

No. 1 Furniture, per gal ..	0 70
Brown Japan	0 70
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac " ..	2 20
Hard Oil Finish "	1 50

Linseed Oil (in bbls).

Raw, per gal	0 70
Boiled "	0 73

Turpentine (in bbls).

Selected Packages, per gal....	0 62 0 64
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Castor Oil.

Best, per lb.....	0 10 1/2 0 12
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Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 12 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

White Lead, pure, 25-lb irons, per lb	0 06 1/2
" No. 1	0 05 1/2
" No. 2	0 04 1/2
" No. 3	0 04 1/2

Acme Paints.

Neal's Carriage, discount 40 p. c.	
English Oxide, by the barrel	0 02
American Oxide	0 01 1/2
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p. c.	
Granite Floor, in tins, 90c, 4 1/2 p. c.	0 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	
" Wagon and Imperial, dis 40 p. c.	
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz	1 25
Acme Carriage Top Dressing, \$1 75	per doz 4 00 8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 to 45 p. c. Amer.	
Rim Fire Cartridges, Dom. 50 and 10.	
Rim Fire Military, net list. Amer.	
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.	
Central Fire Cartridges, Dom. 30 & 10	
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p. c. Amer.	

Wads.

Eley's, per 1,000.	\$0 25 \$1 60
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Anvils.

Per lb.	0 10 0 12 1/2
Anvil and Vice combined each.	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz.	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each.	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	5 65 1 59
Pegging, " "	0 65 1 25
Brad, " "	0 85 1 60
" handled	3 60 7 30
Saddlers', " "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, " "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	6 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Brass, N.P., 60 to 66 1/2, 50 and 10 to 60 p. c., dis.	
--	--

Door.

Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50

Cow.

American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 p. c.	

Farm.	
American, each	2 00 5 00
House.	
American, per lb.	0 35 0 40

Bellows.

Hand, per doz	3 35 4 75
Moulders' " "	7 50 10 00
Blacksmiths' discount 35, 40 per cent.	

Belting.

o. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37 1/2, 40 percent.	

Bench Stops.

Per doz	5 00 6 00
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Bits—Auger.

Gilmour's dis 55 to 60 p. c.	
Excelsior—Jennings, discount 60 per cent.	
Jennings' Imitation, list 45, 47 1/2 per cent.	
Jenning's Gen, net list to 5 p. cent. dis.	

Car.

Gilmour's, 47 1/2 to 50 per cent.	
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Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell " "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb.	0 11 0 15
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Bolts.

Carriage, dis, 60 and 5 per cent. to 60 and 12 1/2 per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis., 45 to 50 p. c.	
Elevator, dis., 35 to 40 p. c.	
Machine, dis., 60 to 60 and 5 p. c.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers' " "	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 35 to 40 per cent.	
Reversible, dis., 65 to 70 per cent.	
Vegetable, per doz	1 12 2 35
Henis, No. 8	2 00 2 75
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	500 40 25
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Butts—Brass.

Wrought Brass dis. 60, 60 and 10 per cent.	
--	--

Cast Iron.

Loose Pin, dis. 60 to 60 and 5 per cent.	
--	--

Wrought Steel.

Fast Joint, dis. 60, 60 & 5 p. c.	
Loose Pins, " 60, 60 & 5 p. c.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.

Horse, per doz	0 70 0 95
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Carpet Stretchers.

American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz	22 50
World " "	21 75
Daisy, " "	24 00
Star, " "	18 00

Crown Jewel, per doz	29 00
Grand Rapids, " "	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50 p. c.	
Plate " dis. 50 p. c.	

Cattle Leaders.

No 31 and 32, per gross	8 50 11 25
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Cement.

Fortland, car load lots	2 70
Thorold " "	1 10
Queenston " "	1 10
Napanee " "	1 10

Chalk.

Carpenters' Colored, per gross	0 50 0 85
White, lump, per lb.	0 01 1/2 0 01 1/2
Red " "	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tauged Firmer per doz.	0 85 4 00

Churns.

Amer., dis. 50 p. c. to 61 p. c.	
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Clamps.

Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clips.

Axle, dis. 65 p. c.	
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Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0.	1 35
No. 2.	2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and 1/2 p. c.	
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Cradles, Grain.

Canadian, discount 25 p. c.	
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Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English, " "	2 00 4 00

Draw Knives.

American, dis. 70.	
Canadian, dis 25 to 35 p. c.	

Drills and Drill Stock—Breast.

Millar Falls, per doz	16 00 51 50
P. S. & W., dis. 40 per cent.	

Twist.

Morse, dis. 30 to 33 1/2 per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.

Dis. 17 1/2 to 22 1/2 p. c.	
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Fawcets.

Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star, " "	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10	
Barton Smith, dis. 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	

Canadian, dis., Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25 p. c.	
Horse Rasps, Kearney & Foote's dis Am list, 50 p. c.	
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33 1/2 p. c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc, dis. 40 p. c. to 42 1/2 p. c.	
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Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis. 50, 50 & 10 p. c.	

Fruit Presses.

Henis' per doz	4 00
Enterprise, discount 10 p. c.	

Fry Pans.

Acme, discount 50, p. c.	
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Gauges—Marking, Mortise, etc.

Stanley's dis. 50, 55 p. c.	
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Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 40
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Glass.

4th quality Star, 1st break	1 55 1 60
" 2nd "	1 65 1 70
" 3rd "	3 90 4 00
" 4th "	4 20 4 25
" 5th "	4 50 4 55

Window Glass.

Pilkington's ordinary	
1st break	\$3 65
2nd " "	3 90
3rd " "	4 60
4th " "	4 95
5th " "	5 40
6th " "	5 90
7th " "	6 50

Picture Glass.

Pilkington's ordinary	
1st break	4 30
2nd " "	4 70
3rd " "	5 40
4th " "	5 90
5th " "	6 50
6th " "	6 90
7th " "	7 70

Glue Pots.

Tinned, each	0 30 0 90
Enamelled " "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list.	
Can. discount 25 to 27 1/2 p. c.	

Tack.

Magnetic, per doz	1 10 1 50
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Sledge.

Canadian, per lb.	0 12 1/2 0 15
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Ball Pean.

English and Can., per lb.	0 25 0 37 1/2
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Handles.

Axe per doz	1 00 3 50
Store door " "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer " "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 30 p. c.	
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Hoe.

C. & B., discount 30 p. c.	
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Saw.

American, per doz	1 00 1 25
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Plane.

American, per gross	3 15 3 75
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Hammer and Hatchet.

American, per doz	0 50 0 80
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Cross Cut Saw.

Canadian, per pair	0 18 0 25
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Hangers.

Door 4 and 5 inch, per pair	0 40 0 80
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Hooks—Cast Iron			Pencils.			Scale Beams.			Cigar Box Nails, dis. 35 p.c.		
Bird Cage, per doz	0 50	1 10	Dixon's, per gross	1 00	4 25	Canadian, B. S. & M. dis. 40 per cent.			Shoe Finders' Tacks & Nails, dis. 25 p.c.		
Clothes Line, "	0 27	0 63	" Carpenter, per doz	2 25	3 50	Scrapers.			Tape Lines.		
Harness, "	0 72	0 88	Picks.			Box, per doz	2 10	4 50	English, ass skin per doz	\$2 75	\$5 50
Hat and Coat, per gross	1 00	3 00	per doz	6 00	9 00	Foot, "	40	3 50	English Pat. Leather	5 50	9 75
Chandelier, per doz	0 50	1 13	Picture Nails.			Screens.			Chesterman's, each	0 90	2 85
Wrought Iron.			Porcelain Head, p. gross	1 65	3 00	Window, patent, per doz	6 00	7 50	" steel, each.	0 80	8 00
Wrought Hooks and Staples, Can. dis. 17½, 20 p.c.			Brass Head, "	40	1 00	Screw Drivers.			Thermometers.		
Wrought Hooks and Staples, Amer dis. 75 to 75 and 10 per cent.			Planes.			Sargent's, per doz	65	4 00	Tin case & dairy, dis. 75 p.c.		
Wire.			Wood, bench, Canadian, or American dis. 50.			Screws.			Ties.		
Hat and Coat, dis. 35, 40 p.c.			Wood, fancy Canadian, or American dis. 35, 37½ per cent.			Wood, flat head iron, dis. 47½ per cent.			Cow, per doz	1 25	2 50
Belt, per 1,000.	0 60	2 70	Bailey's (Stan R. & L. Co.) 83½ to 35 per cent.			Wood, round head iron, dis. 42½ per cent.			Tinner's Shears and Snips		
Screw, bright, Eng., dis. 40, 5, 45 per cent.			Miscellaneous, dis. 10 to 12½ per cent.			Wood, flat and round head, brass, dis. 25 p.c.			P.S. & W., 10 p.c. advance on American list.		
Horse Nails.			Bailey's Victor, dis. 10 to 12½ per cent.			Bench, wood, per doz	3 25	4 00	Tinware.		
Canadian, dis. 50 to 60 per cent.			Plane Irons.			Bench iron per doz	4 25	5 75	Stamped, dis. Assn list, 70, and 12½ per cent.		
Horse Shoes,			English, per doz	2 00	5 00	Scythes.			Japanned, dis. Prices on application		
Per keg	3 50	3 60	Pliers and Nippers.			Discount 40 per cent. to 42½ per cent.			Pieced, dis.		
Ice Picks.			Button's Genuine, per doz. prs. dis 37½, 40 p.c.			Scythe Snaths.			Transom Lifters.		
Star, per doz	3 00	3 25	Button's Imitation, per doz.	7 40	10 25	Canadian, dis. 33½ to 35 p.c.			Payson's, dis. 25 per cent.		
Kettles.			German, per doz	60	2 60	Shears.			Traps.		
Brass spun per lb	0 28	0 30	Plumbs and Levels			B. & W., japanned, dis. 75 per cent			Game, Newhouse, dis. 17½, 20 per cent.		
Copper, "	0 40	0 45	S. R. & L. Co., dis. 65 p.c.			B. & W. N. P., dis. 65 p.c.			Game, H. & N., or P.S. & W., discount 57½ to 62½ p.c.		
Enamelled Can. 50 p.c.			Poppers.			Seymour's dis. 60 p.c.			Mouse, per doz	0 35	1 50
American, 50 and 10, 60 and 5 per cent			Corn, square, per doz	1 35	2 00	Etna, dis. 75 to 75 and 10 per cent.			Rat	2 00	4 50
Keys.			Pruning Shears.	4 00	5 50	Heinrich 60 per cent.			Trowels.		
Lock, Can, dis 50 p.c.			Pulleys.			Sheaves.			Disston's, discount 10 p.c.		
Cabinet, Trunk, and Padlock, Am. per gross	1 60	4 75	Hothouse, per doz	55	1 00	Sliding Door, per set	77	1 40	German, per doz	4 75	9 00
Knobs.			Axle, "	22	33	Canadian, dis. 7½ per c.			Brade's, "	00	10 50
Door, japanned, and N.P., Can. list dis. 50 p.c.			Screw	27	1 00	Shovels and Spades.			S. & D., discount 35 p.c.		
Bronze, Berlin, per doz	2 75	3 25	Awning	35	2 50	Canadian, dis. 37½ to 40 per cent.			Triers.		
Bronze, Gem, "	6 00	9 00	Pumps.			Sieves.			Butter, per doz	6 25	9 00
Lava, "	8 75	10 00	Rumsey, Cistern & Pitcher Spout, 55, 60 per c.			Wood Rim, black, p. doz	1 15	1 35	Trucks		
Shutter, porcelain, F. & L screw, per gross	\$1 30	4 00	Punches.			" tinned, "	1 35	1 60	Warehouse, each	2 25	6 50
Ladles.			Saddler's, per doz	1 00	1 85	Tin Rim, "	2 30	2 45	Twines.		
Melting, per doz	1 70	4 50	Conductors' "	9 00	15 00	" black, "	1 80	2 25	Bag, per lb	0 12½	0 20
Lemon Squeezers.			Tinner's solid, per set	72		Snap.			Wrappg, mot'd, pr. pack	0 50	0 60
Porcelain lined, per doz	2 20	5 60	hollow, per inch	1 00		Harness, German, p. gro.	2 00	5 50	cotton, per lb	0 18	0 20
Galvanized, "	1 87	3 85	Putty.			Acme, "	3 00	5 00	Mattress, per lb	0 33	0 45
King, wood, "	2 75	2 90	Bladder, per 100 lbs	2 00	2 25	Lock, Andrew's "	4 50	11 50	Staging	0 27	0 35
" glass, "	4 00	4 50	Tins, lbs	2 50	2 75	Soldering Irons.			Broom	0 30	0 55
All glass, "	1 20	1 30	Rail.			Per lb	0 30	0 82	Binding, flax, per lb		
Lines.			Barn Door, per foot	3	3½	Wrought Spikes.			" jute		
Fish, per gross	1 05	2 50	Sliding Door, "	3½	3½	Discount, net list to 10 per cent.			Vises.		
Chalk, "	1 90	7 40	Rakes.			Spoke Shaves.			Hand, per doz	4 00	6 00
Locks—Door.			Cast Steel and Malleable, Canadian list dis. 40 to 42½ per cent.			Wood, English	1 80	5 00	Bench, parallel, each	2 00	4 50
Canadian, dis. per cent.	50		Razors.			Iron, American	1 35	2 35	Coach, each	6 00	7 00
Russell & Erwin, per doz	2 90	7 50	Boker's, per doz	7 50	11 00	Spoons and Forks.			Peter Wright's, per lb	0 12	0 13½
Cabinet.			Wade & Butcher's "	3 60	10 00	Sheffield Sterling.			Pipe, each	5 50	9 00
Eagle, dis. per cent	33½		Razor Strops.			Tea Spoons, per gross	7 50	12 00	Saw, per doz	6 50	13 00
Padlock.			Currier's, per doz	1 25	3 60	Dessert " "	21 00		Washer Cutters.		
English and Am. per doz	50	6 00	Rivets and Burrs.			Table " "	30 00	30 00	Per doz	4 00	8 50
Scandinavian, "	1 00	2 40	Copper Rivets, dis. 40 to 42½ p.c.			Dessert Forks, "	24 00		Well Wheels.		
Eagle, dis. per cent	15	1 17½	Iron " 40 per cent.			Medium " "	27 00		Amer., per doz. 8, 10 & 12 in.	3 38	6 00
Mallets.			Burrs, Iron, 30, 33½ per c.			Table " "	36 00		Wire.		
Tinsmiths', per doz	1 25	1 50	Rivet Sets.			Squares.			Market, bright and annealed, Nos. 1 to 16, 5 per cent. advance on list from stock.		
Carp'trs', hickory "	1 25	3 75	Canadian, dis. 30, 35 per c.			Iron, per doz	1 65	2 90	Market, oiled, coppered, 5 p.c. advance.		
Lignum Vita, "	3 85	5 00	Rope.			Steel, dis. 75 p.c.			Market, tinned per lb	0 04½	0 08
Caulking, each	1 60	2 00	Sisal, per lb	12	12½	Try and bevel, dis. 50 to 52½ per cent.			Galvanized Fence, 5 per cent. advance on list.		
Mattocks.			Manilla, " No. 1.	14½	15	Staples.			Tinned Broom, from 19 to 22 gauge, per lb.	0 07	0 07½
Canadian, per doz	8 50	10 00	" No. 2.	13½		Fence, galvanized, per lb	5	5½	Malin's Wire on spools, dis. 30 to 35 per cent		
Meat Cutter.			Cotton, "	22	25	Wrought Iron, dis. 75, 75 and 10 per cent.			Clothes Line, galv., p. 100ft	0 25	0 55
Enterprise, dis. per cent	20	25	Deep Sea, "	15	16	Stocks and Dies, Amer. dis. 25 per cent.			Barbed Wire.		
Dixon's, each	1 60	2 00	Rules.			Stone.			Galv. steel barb fencing	0 5½	0 05½
Woodruff's "	1 10	1 70	Boxwood, dis. 75 & 10 & 5 80 percent.			Washita, per lb	0 15	50	"Lock Barb," 4 point	0 05½	0 06
Hale's, "	1 05	1 50	Ivory, dis. 40, 40 & 5 per cent.			Hindostan, per lb		0 06	Ditto Glidden 2 point	0 05½	0 06
Hume, "	13 00	15 00	Sad Irons.			Slips, per lb		9	Galv. Ste. l. plain twist		0 05
Mincing Knives.			Mrs. Potts, per set	0 95		Axe, "		0 13	Galvanized Barb, "Lyman," 2 to 4 points	0 05½	0 06
Stebbin's Patent, dis. per cent, 65 to 70 per cent.			N. P.	1 25		Turkey, "		0 15	Terms, 60 days or 2 per cent off for cash—10 days.		
Nails.			Sand and Emery Paper.			Arkansas, "		0 50	Wire Cloth.		
Cut, 3 in. and upwards per keg	2 60		Emery, per quire	55	90	Water-of-Ayr "		0 10	Ordinary, discount 25 p.c.		
Carlots " "	2 55		Sash Cord.			Scythe, per gross	3 50	5 00	Painted Screen, p. 100 sq ft	2 25	2 5
Brads & Moulding Nails, discount 55 to 60 per cent.			Triumph and Morris, dis. 37½, 40 per cent.			Grind, per ton	15 00	18 00	Wrenches.		
Wire Nails, 60 to 65 per cent.			Kempshell's dis. 40, 62½ per cent.			Stove Polish.			Agricultural, dis. 70.		
Nail Pullers.			Canadian, dis. 45, 50 p.c.			Per gross	1 80	7 50	Standard, dis. 60, 60 & 10 p.c.		
German & American	1 85	3 50	Sash Weights.			M.L.S., per gross		2 50	Coe's Gen'l, dis. 40, 45 p.c.		
Nail Sets.			Sectional, per lb	24	3 00	Jacoby		5 00	Diamond, dis. 33½, 35 p.c.		
Square, round and octagon	3 38	4 00	Mausage Stuffers.	1 00	3 00	Mirror Black Lead, per gr.		2 00	Tower's Engineer, each	2 00	3 00
Diamond	12 00	15 00	Saws.			Jos. Dixon's, bulk, per lb.		0 07	" S., per doz	5 80	7 50
Oil.			Hand, Disston's, dis. 10 p.c.			Dixon's Plumb. "		0 15	G. & K.'s Pipe		6 00
Canada Refined Oil (Toronto)	0 14½		S. & D., dis. 35 to 40 per cent.			M.L.S. Paste, per gross		9 00	Burrell's " each		3 40
Carbon Safety "	0 17½		Cross-Cut, Disston's, per ft. 85 to 55.			Nicholson's, per doz	1 00	1 25	Pocket, per doz	1 25	2 00
Canada W.W. "	0 20		S. & D. dis. 25 to 35 per cent.			Tacks, Brads, etc.			Wringers		
American W.W. "	0 25		Hack, complete, each	1 75	2 75	Cut, Carpet, gimps, blued, dis. 35 p.c.			Each	3 25	5 50
Castor " per lb.	0 11½	0 12	" frames only	75		tinned, dis. 45 p.c.					
S. R. Seal " per gal	0 63	0 65	Per doz	1 65	9 00	Swedes' iron, blued or tinned, dis. 42½ p.c.					
Oilers.			Saw Sets.			Upholsterers' dis. 42½ p.c.					
McClary's Galvan. Iron			Canadian List, dis. 40 p.c.			Copper Tacks and Nails, dis. 35 p.c.					
Oil Can, with Pump,						Trunk and Clout Nails, " 40 p.c.					
per doz	19 50					Patent Brads, dis. 40 p.c.					
Zinc and Tin, dis. 50, 50 and 10.						Finishing Nails, dis. 35 p.c.					
Copper, per doz	1 25	3 50									
Brass, "	1 50	3 50									
Malleable, dis. 25 per ct.											
Pails.											
Galvanized, per doz	2 00	3 50									

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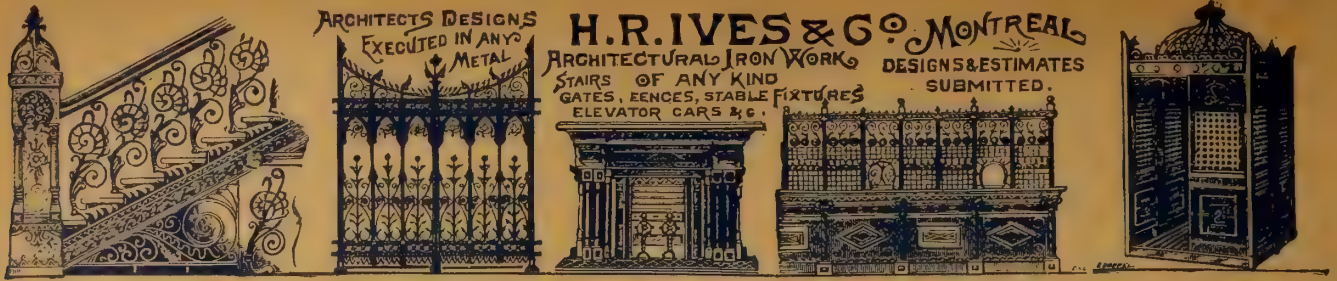
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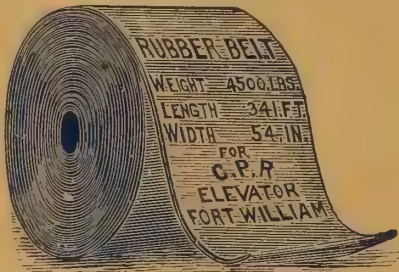
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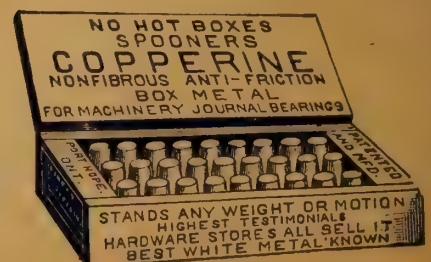
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Vol. 2.

TORONTO AND MONTREAL, SEPTEMBER 6, 1890

No. 36

THE DEMAND FOR FILTERS.

An article of hardware stock that is now in very great demand in this city is the water-filter. The agitation begun against the impurity of the water now being supplied to the citizens is the cause of this. Cases of typhoid fever have been on the increase since the source or medium of the water supply became polluted. The filter trade is usually a good one in the spring and late autumn, and when the rains wash the creeks muddy, so befoul the bay and then the reservoir. It is unusual for the filter-trade to be so good at this time of year.

THE INDUSTRIAL EXHIBITION

The Exhibition opens on Monday. The energy, inventiveness and liberality which have made the success of this exhibition a matter of yearly progress in the past, are at work under the highest pressure, to make the present fair a superior evolution of its predecessor. The business men of the country should visit it. The whole industrial cosmos is there represented, and has its latest lessons for the intelligent, interested observer. A week would be well spent in the Exhibition park between the 8th and the 22nd. Business men who come, are invited to make use of our office as their postal headquarters. Their letters, if addressed to them at No. 6 Wellington st. west, Toronto, **HARDWARE** office, will be well taken care of till called for. Correspondence can also be attended to here without any inconvenience to us. Our city friends we feel sure will give the out of town merchants a thoroughly hearty welcome and make their stay enjoyable.

THE PRESENT PHASE OF THE STOVE TRADE.

The stove trade is beginning to shake off the torpor which always keeps its circulation near a standstill up to the fall season. This year, in addition to that normal inactivity there has been the benumbing influence of hard times. That too is being, by degrees overcome, as the crop prospects gradually unfold into bountiful reality. This latter has

given a reviving touch to the stove trade throughout the country, which is manifested by the trade in freer ordering from the foundries. The travellers have been out a considerable part of the season, and only lately have they experienced a run of encouraging business. What is begun is hoped to be the earnest of what will be continued. A good autumn business is due, and is a matter of reasonable certainty under the conditions that are believed to be now in the ascendant. These conditions are good crops, fair prices, freer money circulation. The stove trade should feel the benefit of these as much as any branch of trade we know of. There has been for two years past a stubborn abstaining from buying, which cannot but result in a plentiful lack of stoves in the country. The circumstances seem favorable to the supporters of this lack now to afford the supplying of it, and to liven up the stove trade accordingly.

The stove trade includes of course the trade in ranges, which as the prospect now opens, seems likely to be the most important part of the total trade. For base-burners, the demand seems not to be recovering, and sale for them must be looked for chiefly in the country dwellings, as the furnace appears to have about completely superseded the base burner in cities and towns. Not only are furnaces put in under all new buildings of any value that are being erected in the larger places, but many rather old houses are having furnaces put up. This latter expansion of the furnace trade usually throws two or three second hand base burners on the market for every house that is made over for furnace heating. These second hand burners become competitors of new stock. Often they receive the preference, because the buyer expects soon to put in a furnace.

In the trade for special stoves, such as those for warehouses, flats, balls, schools, etc., there will probably be considerable activity, though in cities and large towns blocks are now mostly heated by steam.

TRANSIENT TRADERS.

In its last week's session the markets, fire and police committee of the Hamilton city council adopted a by-law relating to transient traders, which enacts: That no transient

trader or any person who occupies premises in the city for temporary periods, and whose name has not been duly entered on the assessment roll in respect of personal property or income for the then current year, and who may offer goods or merchandise of any description for sale by auction or in any other manner conducted by himself or by a licensed auctioneer, or otherwise, shall carry on his trade or business or offer goods or merchandise for sale in manner aforesaid without having obtained a license so to do, provided always that this by-law shall not affect, apply to, or restrict the sale of the stock of an insolvent estate which is being sold or disposed of within the city in which the insolvent carried on business therewith at the time of the issue of a writ of attachment or of the execution of an assignment; that every such person before he commences to trade shall pay to the city treasurer the sum of \$100 by way of license, which sum shall be credited to him upon and on account of taxes for the unexpired portion of the then current year as well as any subsequent taxes, should he remain in the city a sufficient time for taxes to become due and payable by him, and in any other event shall be taken and used by the city as a portion of the license fund.

This is a thorough going measure. We hope the committee's report embodying it may be adopted by the council, and that there may be no question that the by-law is intra vires of municipal enactment and enforcement. It is the first bold stroke yet made for the suppression of a crying injustice to resident tax paying traders. A migratory trader may camp nearly where he pleases, may despoil the trading limits of residents who have long contributed to the local exchequer, and, when he has quenched the demand, may strike his tent and go wheresoever he pleases. He has simply to avoid the assessor. The rent he pays his landlord is so appraised as to include the tax on the store only, as that is all on which the landlord is taxed, but the stock, which is the basis of the most grievous burden levied on resident traders, yields no tax directly or indirectly. We hope Hamilton may succeed. In that city was begun one of the most hopeful movements of the times for the uplifting

and strengthening of trade, and we hope that movement, as carried on by the different Business Men's Associations throughout the country, may be helpful for the engrafting upon the city, town and village statutes of the whole country the principle involved in Hamilton's proposed by-law for the regulation of transient trade.

The by-law is particular to designate that mode of disposing of transient stocks which is most objectionable to the fixed trader, namely, by slaughtering auction sales. For these the specious plea has long been made, that they paid a tax in their employment of an auctioneer, although the imperceptible proportion of the license that would fall on an individual customer of an auctioneer would bear no proportion to the tax a stationary trader with an equal stock would pay. In fact, if a stationary trader concludes to have an auction he has to contribute to the payment of the auctioneer's fee and still be taxed on stock. So the employment of an auctioneer by the owner of the portable stock is not even in appearance a submission to local taxation.

The license fee is none too large. Also the measure provides for that fee being converted into an instalment upon the year's taxes, if the transient trader should make up his mind to become a permanent trader.

ARRESTED FOR FORGERY.

The article in last week's issue advising our London friends that two sharpers, R. B. Ford and J. H. Graham, were doing that city on a fake advertising scheme, was not in time to save all of them, but others were put on their guard. John Labatt, the brewer, and the Carling Brewing and Malting Co., were caught by them to the extent of \$50 each. When Mr. Labatt read of their character he at once ordered the payment of the cheque stopped and informed the police. Ford was arrested Sunday at Windsor, when endeavoring to cash Labatt's cheque. Cheques for \$50 and \$25 respectively from Hiram Walker & Sons and the Malleable Iron Works, were found on his person. Graham was in Toronto on Sunday but left for Detroit before the Toronto detectives could get their hands on him. He was however caught at Windsor. Both men have been taken to Montreal. Ford is an American but Graham is a Canadian. He is married and his home is in this city. He duped a number of wholesale merchants by selling them space on a Board of Trade lithograph, promising to circulate 5,000 copies. He received \$25 to \$50 for a small space on the card, and only printed 10 to 25 copies, a few of which he showed to the advertiser and obtained the money. This is a scheme that is being worked day after day on business men. They have to confess that such advertising does them no good. As Barnum says: "The public like to be humbugged."

Application is made by Ottawa parties for incorporation as the Edward Best Car Axle, Box and Lubricator Company

THE NEW EXCHANGE BILL.

Here is another article on the new Bill of Exchange Act which went into force on Monday of this week. The Bills of Exchange Act, therefore, passed by the last session of the House of Commons and coming into force on the 1st of September next, is of great importance to almost every individual in the country, as all are more or less affected by its provisions.

There are few, if any, direct changes. Many additions, however, are made; usages are rendered legal; doubtful points are made clear, and the whole measure is extended both in size and application, while the points upon which legal or technical issues depend are much simplified. A bill of exchange is defined as being an unconditional order in writing, signed by the person giving it, requiring a certain person to pay on demand or at a fixed future time a certain sum of money to the order of or to a specified person or to bearer. It is plainly stated that such a bill is not invalid by reason of its not being dated, or because it does not specify the value given or even that any value has been given, or because it does not specify the place where it is drawn or made payable. Such a bill, or draft, as we are in the habit of calling it, except when drawn upon persons in another country when it becomes a foreign bill of exchange may be required to be paid (a) with interest; (b) by stated instalments; (c) by stated instalments, with a provision that upon default in payment of any instalment the whole shall become due. A bill is further defined as being payable on demand, which is so expressed or in which no time for payment is mentioned. It is also made plain that a bill is not invalid by reason of its being ante-dated or post dated, or because it bears date on a Sunday or other statute holiday. Three days' grace is allowed on all (excepting demand) bills, and no change appears to have been made in the rules regarding protest.

An important point for the merchant is to be found in the provision that "where a person signs a bill in a trade or assumed name he is liable thereon as if he had signed it in his own name. And again, the signature of the name of a firm is 'equivalent to the signature by the person so signing of the names of all persons liable as partners in that firm.'" This does not, of course, apply to forged or unauthorized signatures. The holder of a bill may refuse to take anything but an unqualified acceptance, and if that is refused, may protest the bill in due course. If he should take a qualified acceptance without the authority of the drawer or endorser, and they should refuse to subsequently assent to it, they are discharged from liability on the bill. Another clause enacts that where the acceptor of a bill becomes bankrupt or suspends payment before it matures, the holder may cause the bill to be protested for better security against the drawer or endorsers.

The acceptor of a bill is precluded from denying to the holder in due course either the existence of the drawer, the genuineness of his signature, or his capacity and authority to draw the bill. Where a bill is drawn in one country and is payable in another the due date is determined by the laws of the place where it is made payable.

A cheque is here defined as a bill of exchange drawn on a bank and payable on demand. The authority of a bank to pay such cheque is terminated (provided there are funds) by countermand of payment or notice of customer's death. The old English system of crossed cheques is introduced by this bill, and enables the drawer of a cheque, by merely crossing it with two parallel lines, with or without the words "not negotiable" or "bank" between them, to compel the bank upon which it is drawn to pay the money only to the original payee of the cheque, or to him through some other bank. With regard to promissory notes, the most important clause would seem to be that in which it is enacted that in the event of such a note being made payable at a particular place it must be presented there for payment, but that the omission of such presentation on the date of maturity does not discharge the maker, though in the event of a suit the costs are at the discretion of the court.

While these would appear to be some of the main points in the new Bills of Exchange Act, it is in this, as in all other cases where technical and legal matters are being dealt with by Act of Parliament, impossible to say where peculiar circumstances may not bring out equally peculiar interpretations, though it is safe to say that in this particular case the Act is drawn up with skill and fidelity to the interests of the public; and is in every way a decided improvement upon the somewhat meagre terms of the former measure.

A CITY TRAVELLERS' ASSOCIATION.

A number of city travellers who represent the wholesale trade of Toronto met on Saturday morning in a room kindly placed at their disposal by Messrs. Sloan & Crowther, for the purpose of forming an association. Mr. R. Maxwell was appointed chairman and Mr. J. Owen secretary pro tem. Those present were F. Blackburn, S. Hustwit, A. Piper, W. Sloan, G. M. Furnival, F. Macdonald, F. Galloway, W. Macpherson, J. Owen, R. Maxwell, and A. Maclean. After some discussion showing the advantages to be obtained by organization, the meeting formed itself into an association to be known by the name as "The City Travellers' Association of Toronto." A committee was appointed to secure a suitable hall and arrange for future meetings. The meeting adjourned to meet at the call of the committee.

Restore goods to their proper places as soon after using as possible.

A customer secured is a promise of greater salary in time.

CAVERHILL, LEARMONT & CO'Y,

AMERICAN APPLE PARERS.

"New Lightning" and "Hudson's" Celebrated Rocking Table and Little Star Parer, Corer and Slicer.

✍ Write for Prices, as we
are Headquarters.

MONTREAL.

DRUMMERS IN THE ORCHESTRA.

The tenth annual Sængerfest, held recently in Waterloo, seems to have had its contingent of commercial travellers. The Chronicle says:—And the "boys" were there too,—that is, the "Knights of the Grip" as their richly ornamented banner showed to the admiring thousands. These jovial sons of commerce, the pioneers of trade to whose persistent efforts the opening of unexplored regions of the commercial world is due, were here and enjoyed the Singers' Feast and drank the cup of enjoyment to the brim. Headed by the Waterloo Cadet Band and the Cadets, they marched through the principal streets to the Picnic Grounds. Noble, at the head with his trunk upon a barrow, followed by Alderman and McKay and the silk emblazoned banner of their ancient order, the rest of the society bringing up the rear, each man carrying in addition to the Union Jack and Stars and Stripes, a huge sunflower on his breast. They had fun galore, and as one of their number remarked to our reporter, "he hadn't so much fun since he had the measles." Their singing in the park was greatly enjoyed, the songs of Germany blending with the airs of Auld Scotia and the merry tunes of Erin, and honored as they

were by the presence of our band they felt entirely happy. Among the number were genial J. D. Stewart, President pro tem, representing Eby, Blain & Co., Mark, (the only Mark) T. Lestet, of Gowans, Kent & Co., C. J. Duncan, of J. D. Ivey & Co., and Alderman the Paint Man, and many other Toronto boys. Montreal was ably represented by R. J. Neagle, of Green Sons & Co., while Hamilton, Brantford and Petrollea sent worthy proxies in the person of W. E. LaChance, of Wood, Vallance & Co., Milton Wilbee, of Wm. Patterson's Biscuit Works and J. M. McKay, of McMillan, Kirtledge & Co., respectively. There were many more but owing to the dense crowd surrounding the board of the Knights at the Park, our reporter could not approach near enough to gather the names all in, but suffice it to say, They were all there.

A NOVA SCOTIA FIRE.

A fire broke out in A. Robb & Sons' foundry and machine shop, Amherst, N. S., Thursday night, the 28th ult., at 11 o'clock, and these buildings, with the offices and warerooms and all their contents, were completely destroyed, nothing but the boiler works being left standing. The burning of A. Robb & Sons' foundry and machine shops

is one of the greatest calamities that has visited Amherst for years. The buildings burned covered a space of over 200 feet square. No buildings were saved, except the boiler shop and shed where the patterns and moulding boxes were stored. Those burned consisted of the machine and moulding shops, forge, pattern and erecting shops, mill room, engine room and dry houses, which were attached, also the warerooms, salesrooms and offices, coal and sand shed and pattern lofts. The books and office fixtures were mostly saved. Several cars belonging to the I. C. R., loaded, were partially destroyed, and a large quantity of lumber in the yards was burned. Several rotary mills and lathe and shingle machines, besides others of their manufacture ready for shipment, were destroyed. The total loss will be about \$50,000; insured for \$13,000. Messrs. Robb have secured a building for offices and salesrooms and intend to erect sheds immediately to serve the purpose of the moulding and machine shops, which with the stock of the stores saved will enable them to continue their business. They will lose no time in rebuilding. About 60 men are thrown out of employment, besides losing valuable tools. The watchman states that the fire caught above the engine room and that when he first discovered it he put water on it and thought it was out, but found later that it had spread to the shavings in the wood shop above, and by the time he sounded the alarm and got assistance it had spread through the building.

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A Perfect, Secure Joint!

NO GLUE, NO SCREWS, INEXPENSIVE.

All Manufacturers of Wood-work are interested in this Invention.

Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.

THE ONTARIO TACK CO., Hamilton, Ont.



HAS EVERY MAN A RIGHT TO BE IN BUSINESS?

"Has every man a right to be in business for himself?" is a question that is very frequently asked. If by "being in business" is meant the simple buying and selling of merchandise for cash, we can see no reason why any one should be debarred the privilege. If on the other hand—as is in Canada almost universally the case—it means that he is to be allowed to obtain credit from those from whom he buys, there can be no doubt but that there should frequently be placed a restriction. A certain locality in a town, or village will always support a given number of stores. This is a principle which in actual practice is bound to adjust itself, for if one store has more than it can properly attend to the fact is soon noised abroad and opposition crops up, while, if, on the other hand, there are too many stores, the number must eventually be decreased by failure or removal. It is not merely in this latter instance that the question is an apt one, for there are business men keeping stores apparently making a living, that still should make way for better brains. Perhaps it is due to want of training in buying and keeping stocks, or it may be ignorance of financing and bookkeeping, or it may be disregard of his customer's wants, or it is (as is but too frequent) from a decided lack of honest purpose, at any rate his customers are not satisfied, his creditors are constantly bringing him to time, and if the whole position could be viewed by one impartial eye there is no doubt but the judgment would be—"Make way for a better man." There is, however, one particular class of storekeeper that we have in our mind just now. He generally has had a little training in selling goods in some store where business is conducted in perhaps a rather old fashioned way. He imagines that with his superior mental ability, etc., he can start in opposition to his employer, and in a short time will take his whole custom from him. He has saved a little money from his small wages, a hundred dollars perhaps, and he launches out. In these days of keen competition when goods are sold by travellers, and wholesalers rarely see their customers, almost every one who has a store can buy goods and on credit. The store is accordingly soon loaded up. The savings are all spent on a part of payment on fixtures and advertising. Seeing the necessity for sales so as to meet his current expenses he marks his goods very low, so low that there is no margin left him after he has paid rent and salaries. Cheap goods bring customers, and things boom. The shelves are emptied, notes are met and new goods ordered in larger quantities. The store seems to be well patronized and the travellers say: "This is the coming man." He too believes them and takes their advice, buying everything that they say is selling elsewhere. By and bye the dull season arrives; farmers stay at

home, and when they do come out to buy they want credit for some months till next harvesting. Cash sales are very small. Notes fall due in quick succession. At first an installment is sent on each, with a request "owing to dull times" to renew the balance, but soon even this cannot be done and the notes go to protest. The wholesaler's bookkeeper calls this time and is astonished to see the real state of affairs. Probably there are no books kept worthy of the name, and the questions "what are your liabilities?" "what are your assets?" are new ideas to our friend, who points to the shelves for the latter and to a pile of bills for the former, adding that there are some notes coming due he does not know exactly when. We need not tell the sequel. Our friend has done but one good thing. He has taught himself to see that he is not nearly so clever as his old-fashioned employer. The business he has done is very great. His opposition have lost money in trying to compete with his mad style of selling. Their customers have been taught to expect to buy goods at prices that yield no margin. He has landed into his town a bankrupt stock of goods that will hurt business for years. The wholesale houses he has been dealing with have lost money through him and lost faith in his town. His good name has gone for a time, if not for life. Should this man have been allowed to be in business for himself? Is there any one who will answer Yes?

A COOKING CLOCK.

According to a recent issue of Home, the latest achievement in portable double-action furniture is the cooking clock. It is made of white wood, stained cherry, and is constructed after the style of the old-fashioned grandfather's clock. The lower part of this mighty engine of domestic economy contains a gasoline stove, which, when in use, is pulled out like a drawer from its resting place. Below the stove is a receptacle for kitchen ware, while above it is a china-closet containing four shelves. Above all this is perched a calendar clock, back of which is attached a gasoline-vapor tank which is connected with the stove by a pipe concealed behind the case. To the left and fitted securely in one side of the case is an Argand burner supplied with gas generated by the gasoline-vapor tank above mentioned. When cooking is in progress, the hard woodwork of the stove-clock is protected by a sheet of asbestos-paper which is placed back of the stove. When the stove, china-closet, etc., are not in use they are pushed back into the case, the front of which is decorated with a handsome mirror. Besides this multiplicity of useful combinations, the ingenious inventor has found room within the magical case for a writing-desk and a drawer for writing materials.

Goods conveniently located save time, money and temper in showing.

THE RIGHT HEIGHT FOR A VISE.

Work at the vise is very often of a delicate character, requiring great exactness and nicety of touch. It is manifestly impossible for the workman to do his best under such circumstances if the natural play of the arms and the body is interfered with by a cramped or strained position. A skilled mechanic knows this intuitively and adjusts his vise experimentally until its height suits him. But there is a simple and reliable method of getting the proper height at once, which, we venture to say, few mechanics know. When standing easily at the side of the vise, the tips of the fingers should just touch the chin when the elbow is resting on the jaws of the vise. At that height body and arms have free play, the touch is most certain and assured, and work far less fatiguing.—Iron-monger.

A VERMONT HARDWARE DEALER'S CUNNING.

"I have just been up in Vermont," said a treasury clerk recently. "The natives have lost none of their cuteness. The town where I was stopping has about 4,500 inhabitants. One of the selectmen runs a hardware store, and two weeks ago his dog was bitten by a neighbor's dog. It was a small enough matter but see what happened. First, he had the neighbors dog killed; then he raised the cry that the dog had been mad and had bitten other dogs. The selectmen met and ordered that every dog should be muzzled for forty days, and the thrifty hardware man has sold nearly five hundred muzzels at \$1 apiece. Staid old family dogs travel around town with leather thongs around their jaws which never closed on anything more human than a beef bone."—Washington Post.

Machinists, while working in the shop, are frequently subject to annoyance caused by the entrance of small particles of metal into the skin and eyes. A peculiarly-shaped horse-shoe magnet is now being introduced by a French firm for the special purpose of extricating these bits.

A mechanic says that in order to keep machinery from rusting he takes one ounce of camphor and dissolves it in a pound of melted lard, taking off the scum, and mixing in as much fine black lead as will give it color. The machinery is then cleaned and smeared with this mixture. After twenty-four hours the machinery is rubbed clean with soft linen cloth, and will keep clean for months. The same artisan gives the following method for hardening tools: Forge the tool into shape, then melt in a dish sufficient Badditt metal to cover the end of the tool as far as it is wished to harden it. Thrust the tool into the metal and let it cool. This method makes the tool much harder than cooling in oil or tempering by any other process.—American Artizan.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, . . . Toronto.

BINDER CORD.

RED CAP.

PURE MANILLA AND MIXED.



A rich strike is reported to have been made in Col. Brown's gold mine, near Bannockburn, Madoc township.

A young man named Garratt got his right hand badly crushed in a stamping machine in C. F. Smith & Co.'s tinware factory Belleville on Saturday morning. One of his fingers had to be amputated.

The glass men of the United, States in session in Chicago, on Tuesday, resolved to limit production, advance prices, and insist upon a prohibitory tariff on Belgian and other European glass.

Thomas Criffin, stove manufacturer, late of the firm of Griffin & Grundy, who removed their works from Guelph to Kincardine last spring, is in Guelph making arrangements to resume business there on his own account. His manufactory will give employment to about 30 workmen.

While two tinsmiths were at work on a new house on Emerald street Hamilton, on Friday morning the scaffold gave way. Wm. Hill, one of the men, saved himself by clinging to the eavetroughing; but his companion, Jesse Grant, was precipitated to the ground and severely injured. No bones were broken, but he is hurt internally and may die.

Mr. Fairman, President of the Dominion Wire Manufacturing Company, Montreal, is still in Europe purchasing material for the Canadian works, and reports a sharp advance in prices of raw material with a prospect of still further hardening of values in the foreign market. Mr. McCormack, Secretary of the Company, says the outlook for the fall trade is very promising.

The Toronto window dressers are now at work bringing their shop fronts into keeping

with the season of display which will be begun by the opening of the Exhibition. Soon the business streets will be an exhibition of themselves not unworthy of the attention of the passer by, though he may have a surfeit of sight seeing in the Fair enclosure.

On Friday night fire broke out in the engine-room of the Windsor patent brush factory, owned by Messrs. D. A. McDonnell & Son. The fire department had considerable difficulty in preventing the fire from extending to the factory. The engine-room was destroyed. The loss is about \$1,200. The fire is supposed to have started from coals left carelessly by one of the employes.

A committee from the Hamilton Board of Trade met with the Finance Committee of City Council on Friday night to discuss the single tax question. The Board of Trade representatives wanted a business tax on realty alone instead of a tax upon personalty as well. After a very long discussion it was decided to adjourn the meeting for a week, when the matter will again be considered.

The Simpson island copper mine, situated in Passamaquoddy bay, near Eastport, Maine, and owned by T. K. Jenkins and John F. Crowe, of Halifax, has been sold to an American company for \$225,000 in stock. A company has been formed and incorporated in Boston with a capital of \$1,000,000 in 100 000 shares at \$10, and work is being vigorously prosecuted, and it is expected to be a bonanza to the American stock holders. It is said Messrs. Jenkins and Crowe paid \$2,000 for the mine.

Application will be made to Parliament next session for an act to incorporate the Atikokan Iron Range Railway Company with power to construct and operate a railroad and telegraph line from a point on the Canadian Pacific railway, between Carlstadt and English river, by way of Atikokan and Seine rivers to or near Sturgeon falls; to construct ore docks and other docks and harbors and

wharves on the Kaministiquia river at Fort William and on Thunder bay, at Port Arthur and elsewhere: to deal in mines and mining lands in the district of Rainy River and to build, acquire and operate steamships and other vessels.

Mayor Stevenson of Peterboro, on Saturday received a letter from the Edison Electric Manufacturing Company of New York, stating that they had decided to locate their Canadian factory in Peterboro. Some time ago two members of the company came to the town and negotiated with the Council. The terms have been approved of by the board of directors. The new industry is a very large one. It is said the Edison company intend to consolidate their Canadian branches and establish a large manufactory in the Dominion. Peterboro has been chosen as the site. The company will erect immense workshops and employ about 300 men. It will be a big thing for Peterboro.

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IN HARDWARE STORE OR AS TRAVELLER
—eight years' experience; testimonials. Address HARDWARE, Box 461, Galt, Ont. 36

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MANUFACTURERS AND IMPORTERS.

Roofing Material, Building Paper, Plaster, Cement, etc.

We have just received a large consignment of Best Quality English Portland Cement and Scotch Fire Brick, which we offer to the Trade at close prices. Please write for quotations.



ONTARIO.

Chapleau—Austin, T. A. & Co., general store, T. A. Austin deceased.

Eden Mills—Mason, T. A., general store, sold out to Jno. Roche.

Mount Elgin—Sanderson & Hobbs, general store, assigned to C. B. Armstrong, London.

Plantaganet—Raiche, A. S., general store, assigned in trust.

Sarnia—Sarnia (The) Oil Co. (incor) in liquidation.

Toronto—Hutson, W. D., roofer and hardware, sold out hardware stock to T. E. Lynden; Sussman, Sons & Co. (co nom) Mfrs. soap and varnish, partially burnt out, insured.

Watson's Corners—Gavin & McIlwraith, general store, assigned.

Woodstock—Hewes, W. H., painter, assigned.

MANITOBA AND NORTH-WEST TERRITORIES.

Brandon—Somerville, McKelvie & Co., general store, dissolved partnership.

Elkhorn—Stewart & Vannostrand (estate of) general store, stock sold.

QUEBEC.

Lanse au Gascons—Becu, Emile, general store, assigned in trust.

Montreal—Favreau, E. T., paints, demand of assignment; Stair (The) Coal Mine & Mfg. Co., (incor) G. H. Patterson appointed provisional liquidator, and meeting of creditors called for 3rd inst.

NOVA SCOTIA.

Amherst—Robb, A. & Sons, machinists, burnt out, partially insured.

Cornwallis—De Wolfe, Jno. A., store assigned.

NEW BRUNSWICK.

Cardwell—Goggin, Melbourne, trader, assigned.

"SALESMEN AND SALESMEN."

"There are salesmen and salesmen," said the Street Philosopher, "and I do not wonder that the proprietors find it hard to get what they want in that line, judging from the number of poor clerks one finds in the stores he may visit. Some are anxious to sell and make you feel easy at once, and that you can just get what you are after. Others do not seem to care whether you buy or not, and only make the most perfunctory efforts to show that they are salesmen. I have no doubt these latter are always complaining that their employers do not recognize their merits. Very likely not.

"To illustrate some of the characteristics of salesmen, some instances are called to mind. Not long ago I had occasion to go into a clothing store for a coat. I knew the size I wore exactly, and called for it. I also knew that coats of the same number vary greatly in size. The clerk found a coat bearing the required number, but it was much too small. Instead of finding other coats, the clerk seemed to think that he had done his duty, and made no more efforts to effect a sale.

"I remember once of going into a hardware store, where the clerk sat reading the paper. I walked to the counter, but the clerk kept on reading. I waited a moment and then turned to the door. At this the clerk made a movement of rising, but I said to him: 'Don't disturb yourself on my account, I only wanted to buy something, and beg pardon for intruding on you.' What the clerk thought I do not know.

"Another time I went into a woodenware store for some article, and the stock was on a shelf. The clerk informed me if I would buy one he would get the articles down for me to examine. But I did not stay to examine.

"Not only are there poor sticks among

salesmen, but they will also be found among 'salesladies.' Some of these are positively exasperating in their indifference to customers. I know they have had places to fill in those big stores where the 'bargain' advertisements bring out the professional shopper, but for all that, this lack of attention offends customers.

"I am pleased to go on record as saying, that while there are many poor clerks, there are also many good ones, with whom it is a pleasure to deal. Their worth to the proprietor is well known, and they are never long out of a job; for while they work hard for themselves, they also work hard for their employers.—Ex.

Rivalry, open, fair, good natured and enterprising, is the life of business.

Master the whole business and the way to fortune has been mapped out.

Important to the Paint Trade.

TORONTO, May 16, '90,

To W. H. COTTINGHAM,

Montreal.

Kindly send us one box MANDER'S CARMINETTE, per express at once for Toronto Street Railway Co. WE LIKE YOUR COLOR AND WILL USE NONE OTHER.

(Sgd.) J. J. FRANKLIN,
Supt. T. S. Ry Co.

E. R. C. CLARKSON

TRUSTEE AND RECEIVER

In affiliation with TORONTO,

JNO. B. CLARKSON
Temple Buildings, - - - MONTREAL.

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention

Bond or Free

Advances made on Surplus Stocks.

R. CARRIE,
27 Front St. E. Toronto.

EOW

STORAGE

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,
 HAVE IN STOCK
 Linseed Oil, Castor Oil, Glue,
 and General Painters' Supplies.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

THE
 NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
 — APPLY TO —

THE MILLS, Campbellford, Ont.

Palace Range

— WITH —

OVAL FIRE POT and BASE BURNER GRATE

— OR —

Duplex Grate and Square Fire Chamber.

THE ONLY RANGE

With Interchangeable Fire Place and
 Grate using same water Front
 in both.

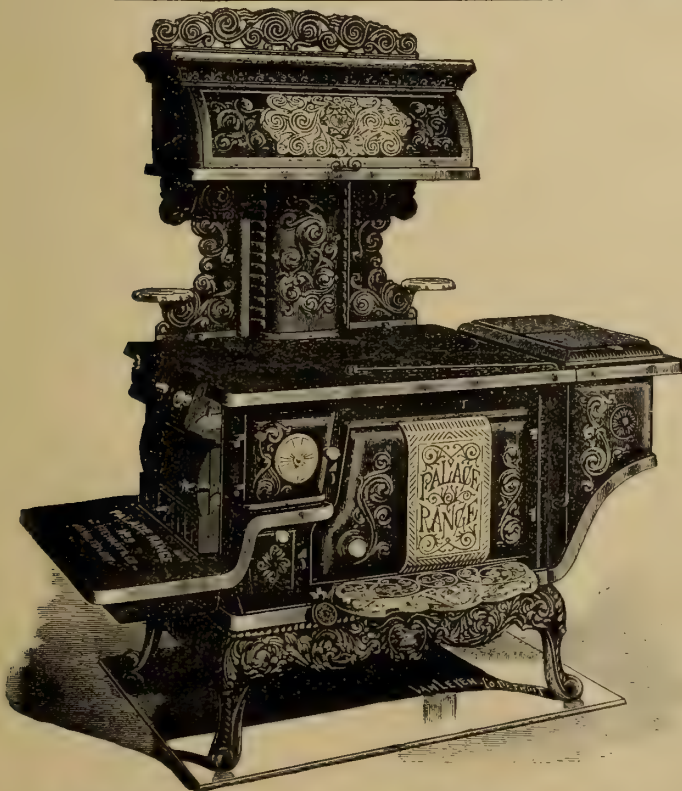
LARGE VARIETY OF SIZES AND STYLES.

EXTRA LARGE OVEN. PERFECT BAKER.

Sold by Leading Dealers. Send for Circular.

JAMES STEWART & Co., - HAMILTON, ONT.

TORONTO SHOW ROOM: J. BOXALL'S, 183 KING ST., EAST.



UNSATISFACTORY HELP.

The inefficiency of clerk service is one of the troubles incident especially to the retail Hardware dealer. Things remain undone which should be done, clerks do not show the interest in the business they are expected to, and there is a tendency on their part to shrink all the work they can. There are exceptions to these complaints, as to every other rule; those who have a conscientious desire to do their entire duty, and do it. Conscience is, however, too often that which tells one how others should conduct themselves. We would advocate a more definite distribution of work as a direct means of inducing tardy and lazy employees to become of real satisfactory service to their employers.

The old saw, that what is every one's business is no one's business, has no better field to demonstrate its truthfulness than in a Hardware store. There are merchants who are incapable of doing things in a neat systematic manner themselves, and in many instances entirely devoid of any executive ability. From the slovenly letter they write to the disorder goods are left in after selling a bill, no neatness is found in them. We are glad to say this class of proprietors is not numerous. Those who are brought in contact with large concerns cannot help notice the smoothness with which business is carried along. A half day spent in watching the way business is done in a large office or store would be a revelation to many a worried man. Each his work to do, from the cashier to the office boy, or from the buyer to the porter. They are expected to do their work, to do it well and have it done at the right time. In most cases they are allowed to do the work in their own way, without watching or being meddled with. Each has his own department, with which he is familiar, and is expected to be able to furnish information in regard to this particular department. If any part of the work is not kept up satisfactorily, some one else is given the position who can keep it up satisfactorily. The same idea of division of work, making each responsible for the doing of his part, can be carried out in a retail business, with advantage to all. It annoys a customer to be sent from John to Charlie, and from him to Bill, to get information about goods, prices or cause of delay in having orders filled. John sits on the counter and says, in a nonchalant way: "I don't know, may be Charlie can tell you, he is in the basement." Charlie says: "I don't see why John sent you to me; how should I know anything about it; you better see Bill in the machine room; I guess he knows." The customer leaves the store in disgust and enters another one, where he repeats his inquiry to the first clerk he sees. He immediately calls James, telling the customer James has charge of that department, and from him gets the desired information and leaves his

order. In one store no one is made responsible; in the other James knows if he cannot fill the place satisfactorily some one will be hired who can. In one store any one does the sweeping and puts out the show goods that gets there first in the morning, consequently it will not get done before eight or nine o'clock, as no one is particular to get there early and do this work. Customers begin to come in, heaps of dirt and papers are walked over and scattered around, the dusting extends until nine or ten o'clock and meanwhile the store is in the same disorder as it was at closing time the preceding night. In the other store it is some one's business to have that work all done by seven or half-past, dusting and cleaning up all attended to, ready for the day's business. The proprietor is distinctly responsible for the chaotic state of affairs in the former case, because he has no system to his business. We remember a merchant who, finding something had gone wrong, would stand in the middle of the store, look away from the clerks and call out: "Some one has got to attend to this," then grumble to himself all the way back to the office. It is needless to say the matter was not attended to. Do not be afraid of enough of red tape to hold your business well in hand. You will appreciate the better condition of things, to say nothing of the incalculable good the systematic training will do your employees.—Iron Age.

CONTEMPLATED CHANGE IN DATING DRUMMERS.

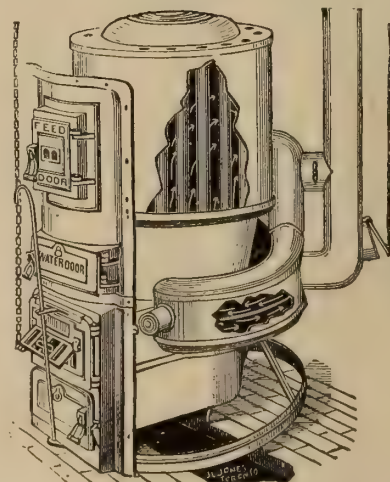
The carpet manufacturers and jobbers of the country, according to Stoves and Hardware are considering and will probably adopt a programme that may serve as a precedent to other trades addicted to sending drummers out on the road at too early a date. The proposition is that all concerned should agree not to send their traveling salesmen out on the road before January 1 and July 1.

It is contended that the opposite plan has wrought great injury to the trade, for as soon as a few samples drop out from the loom the

lively drummer flies out on the road to take a whirl through the business points. This is generally about the 1st of June and the 1st of December. It is argued, and the same will apply to other lines of trade, that these are the two worst months in the year for sales. Retailers do not care to do business with salesmen in December. The holiday season is on them in full force. Their time is taken up with matters that require all their care and attention. The dealer is not disposed to look over samples, and for this reason he won't buy. June is just as bad a month. Spring is over, and the retail dealer wants to figure up accounts before he invests in new stock for fall. The drummers also favor the plan, and it remains to be seen whether it will operate in practice as well as it looks in theory.

POINTS ABOUT ADVERTISING

John Wanamaker says: "I never in my life used such a thing as a poster, or dodger, or handbill. My plan for fifteen years has been to buy so much space in a newspaper and fill it up with what I wanted. I would not give an advertisement in a newspaper of 500 circulation for 5,000 dodgers or posters. If I wanted to sell cheap jewelry or run a gambling scheme I might use posters, but I would not insult a decent-reading public with handbills. The class of people who read such things are poor material to look to for support in mercantile affairs. I deal directly with the publisher. I say to him, 'How long will you let me run a column of matter through your paper for \$100 or 500?' as the case may be. I let him do the figuring, and if I think he is not trying to take more than his share, I give him the copy. I lay aside the profits on a particular line of goods for advertising purposes. The first year I laid aside \$3,000; last year I laid aside and spent \$40,000. I have done better this year, and shall increase that sum as the profits warrant it. I owe my success to the newspapers, and to them I shall freely give a certain profit of my yearly business."



CLARE BROS. & CO.,

Preston, - Ontario,

MANUFACTURERS OF

COAL AND WOOD

Hot Air Furnaces and Registers.

12 STYLES, 40 SIZES,

BEST VALUE IN THE MARKET.

Estimates and Illustrated Catalogue sent upon Application.

CINCINNATI BELL FOUNDRY CO.
 SUCCESSORS IN BLYMYER BELLS TO THE
BLYMYER MANUFACTURING CO.
 CATALOGUE WITH 2200 TESTIMONIALS.
BELLS. CHURCH. SCHOOL. FIRE ALARM

No Duty on Church Bells. Please mention this paper.

IMPROVED PATENT ASBESTOS FLOOR & PARTITION CROCKS.



These CROCKS are light, Easy to fit and Thoroughly Fireproof, and wherever known have taken the First Place in the Market

PATENTEE AND SOLE MANUFACTURER,

A. Fairgrieve

Office and Factory,
 128 Richmond St., W.
TORONTO.

GOLDIE & McCULLOCH'S SAFES

Have now a world-wide reputation. Their Fire Proof Safes have resisted the hottest fire in the biggest conflagrations, and their Burglar Proof has repeatedly foiled the burglars; their security is unsurpassed on the Continent. A large stock kept at the warehouse of

GEO. T. BOSTWICK,
 24 West Front St., Toronto.

A Second-hand Safe for Sale Cheap.

JAMES MORRISON,

MANUFACTURER AND WHOLESALE DEALER IN

ENGINEERS AND PLUMBERS' BRASS WORK.

Iron and Brass Valves, Inspirators, Injectors, Ejectors, Revolution Counters, Engineers' Clocks, Steam and Hydraulic Gauges, Wrought Iron Pipe and Fittings, Soil Pipe and Fittings, Lead Pipe, Sheet Lead, etc.

Also keep always in stock full lines of

Sanitary Earthenware, Water Closets, Wash Basins, Etc.

MORRISON BRASS WORKS, ADELAIDE ST. WEST, TORONTO.



Whenever you see this Trade Mark on a Stove or Furnace you may be certain it is the very best article that can be had for the price asked.

We ask the Trade to examine our new Steel Dome Furnaces either direct draft or with low radiator, it will pay them. New designs and sizes in Registers and Stove Boards.

Identify yourself with one line of First-class Stoves and you will control the trade of your Town.

Toronto Plate Glass Importing Co.

Highest Award, Toronto, '87



For Mirrors and other Glasses

TELEPHONE 1599.
 CABLE ADDRESS, "PLATE." }

GLASS IMPORTERS,
 Bevellers and Mirror Manufacturers.

Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

55 Victoria Street, - - - Toronto, Ont.

VISITORS TO THE TORONTO EXHIBITION

Are invited to make use of our store, 11 Front Street West, for writing and mailing their letters and leaving their parcels or valises.

We will not exhibit this year having been fully occupied since taking over our present store putting in stock and getting samples ready.

Our Travellers will be in attendance at the store and will be glad to see their customers, to whom we extend a hearty welcome to call.

THOS. DAVIDSON & CO.,

Head Office and Works : MONTREAL.

11 Front St. W., TORONTO.



TORONTO, Sept. 5, 1890.

Trade appears to have improved somewhat in the past couple of weeks but the movement is not yet active, while there is every reason to believe that the volume of business this month will be greater than during the month of August. That a better feeling prevails throughout the trade is exhibited by the fact that wholesale merchants are firmer in their ideas, and that several lines on which concessions were being made lately are being more firmly held. In staple lines there is very little cutting noted, and the general tendency of prices appears to be in the direction of an advance.

Talks with retail hardware merchants in the city elicit the fact that trade with them for a long time back has been very dull, and matters in the country are no better according to reports from merchants and travellers. The scarcity of money has been a severe drawback, both to retailers and consumers, with the result of a considerable retailment of operations. Stocks, however, in the country are thought to be low, and once the trade fully opens up, an active business is looked for.

Building operations have shown more activity lately, and as a result, the movement in builders' hardware has slightly increased while there is not yet a large business doing. Foundries are fairly busy, and are buying raw material. The implement trade is now about over as the crops are being gathered in, and the business done is said to have been a large one this year.

Payments are slightly better, but yet show no marked improvement. Practically none of the new crop has been marketed, and until this is done, money is likely to come forward from retailers hands but slowly. Probably another month will pass before remittances become much more satisfactory.

IRON.

Prices on pig iron are rather firmer, in sympathy with advices from the old country, and the condition of the Montreal market. The general feeling is that prices will be higher, although some doubt this, and refrain from ordering. There is not much business doing in bar iron, common bars moving quietly at \$2.35 to \$2.40. No Nova Scotia iron has yet arrived, but it is not enquired for. Warrants in Glasgow have been irregular with an easier tendency, the closing price on Tuesday being 49s. 5d. while Middlesbrough has been down to 45s. 10d. closing Tuesday at 46s. In the English market greater activity the past week than for some time previous in all iron centres and prices are decidedly firmer throughout. Prices for steel ship plates have been advanced to £6 10s. in North of England. Rails are very firm, wire rods the same, but billets and slabs rather irregular. Masters' prices for nearly all varieties of pig iron are higher. English mail advices say: In Glasgow a large business has been done during the last few days. Makers report a steady demand, and have again advanced their prices. 5,000 tons of iron were last week withdrawn from Connal's stores, further reducing the quantity held there to 674,000

tons, against 1,021,000 tons at the same date last year, when there were 81 furnaces in blast, comparing with 78 at the present time. Shipments for 1890 exceed 300,000 tons, against 265,000 tons in the corresponding period of 1889. The tone of the Manufactured Iron and Steel Market is firmer, mainly owing to the increased cost of raw materials; but at the same time it is stated that quite recently orders representing a heavy tonnage have been secured by the local shipbuilders, and that the prospects in this department of the trade are improving. For some few weeks past Scotch steel makers have been undersold by Cleveland manufacturers; but prices now show signs of levelling up to a point which will stop North Country steel being sent into the Glasgow district. At Middlesbrough, stocks in public stores were down 1,500 tons on the week, and the quantity so held is now less than half at the same date last year. Shipments appear small when compared with the two preceding years, owing to circumstances previously referred to in these columns. The prices of manufactured iron and steel are firmly maintained, and have an upward tendency.

SHEET AND GALVANIZED IRON.

Prices for black sheet iron are rather firm, while stocks are somewhat cut up. Russia sheet is due here in the course of a week or so, and is expected to go at once into active consumption. Galvanized iron is very strong and if spelter continues to go up, prices can hardly help being higher.

TIN AND TIN PLATES.

In tinplates, last week's advance is firmly maintained. All outside markets are strong. There is more enquiry now, and stocks on hand are being reduced, but fresh supplies are expected on the market very soon, so that there is no likelihood of any scarcity. The market in England is excited, and buyers are still wide apart in prices. The demand is large. Steel cokes have touched 15s. on actual sale, and the tendency of makers is to hold for a further advance, owing to the upward tendency of iron and pig tin markets.

Ingot tin remains firm, and the advance asked last week is being paid by those who are in need. Shortness of supplies is chiefly instrumental in forcing prices up in the English market, as stocks there are very low at the present time.

CANADA PLATES.

Some merchants are looking for a further advance in these shortly, and describe the position of the market as very strong. Stocks are said not to be large.

COPPER.

Owing to the light stocks of both sheets and ingots dealers are enabled to obtain the advance which they asked, and consumers have been practically compelled to pay the higher figures. Sheets appear to be in better request than ingots. In England consumption continues good in spite of the high prices ruling.

ZINC.

Zinc spelter is firmer, and prices appear to be advancing. The demand is rather better for galvanizing purposes, and there is not a great deal on the market. The English market is cabled very firm at £24 2s. 6d. for ordinary Silesian.

LEAD.

Lead is more active, some of the business being of a speculative nature. Prices are comparatively low. Soft Spanish is cabled from London at £13 2s. 6d., with a fair business doing.

GLASS.

The market, both here and in Montreal, is firm, and in some quarters an advance is ex-

pected in the near future. There has been an active movement in glass, and stocks are getting cut up.

NAILS.

The movement in nails is very slow and the market is rather easy, while some cutting has been reported from Montreal. Merchants here, however, appear to have held to quotations.

SCRAP METALS.

Business in scrap metals is very dull, and the market is without feature. Dealers are not selling wrought scrap to the mills but are holding for higher prices, and have accumulated some stocks. Not a great deal is coming in from the country however. Cast scrap is moving out quietly to the foundries, and the feeling in it is rather better than in wrought scrap. Brass and copper are lifeless. Dealers' prices are as follows:—No. 1 heavy scrap, 60 per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 25c.; new scrap copper, 10c.; heavy scrap copper 10½c.; old copper bottoms, 8½c.; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 9c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2½ to 2¾c.; country mixed rags, \$1 to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PAINTS AND COLORS.

Business in this line is opening up rather quietly, but travellers have only been out about a week, and more favorable reports are expected next week. Linseed oil is firmly held at present prices. Canadian crushers are delivering oil more freely, several lots having been received this week. They are, however, behind in their deliveries, one car being received to-day, that should have been delivered two weeks ago. The very small quantity of English oil that has reached this market this year has made the demand for the Canadian article greater and thus crushers have been unable to fill all orders promptly, while they are the only resource in case of a scarcity. The crushers in Winnipeg very seldom sell oil as far east as Toronto, although a few lots have occasionally found their way here. However, their market is usually west of Winnipeg. The crop of bruised in the North-west is uncertain. It is at its most critical stage, when it is very liable to injury, and until this is passed it would be unsafe to predict the probable yield. Turpentine is firm but featureless, while rosins are advancing. The movement in whitelead is light at the present time but the English market is cabled firm on dry white lead. The demand for white lead this spring was not as active as usual, but a fair business was done all summer, and last month more white lead was sold than during the month of May. There is reported to be some cutting in this article, and some dealers are reported selling at what is claimed to be less than cost. One firm has sold pure white lead, not association guarantee, at 5 1-2c., and this is said to be actually less than it would cost to make the pure article. Castor oil is quiet. Stocks are now in the hands of retailers, who are selling the oil for use on agricultural implements. There is said to have been a good trade done. Glue is quiet, and prepared paints are moving slowly.

CEMENT.

The trade transacted this week in cement and fire-brick has been fairly satisfactory. The prices remain quite firm. We quote Portland at \$2.20, and Native \$1.10. Fire-brick \$20 to \$25 per 1,000.

HIDES, ETC.

HIDES—Have advanced a half cent. No.

NORTHEY & CO., - TORONTO, ONT.

MANUFACTURERS OF
SINGLE AND DUPLEX

Steam and Water-Power Pumps

FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP
CONDENSERS

FOR ATTACHING TO

High Pressure Steam Engines,
MARINE AND STATIONERY.

GREAT ECONOMY

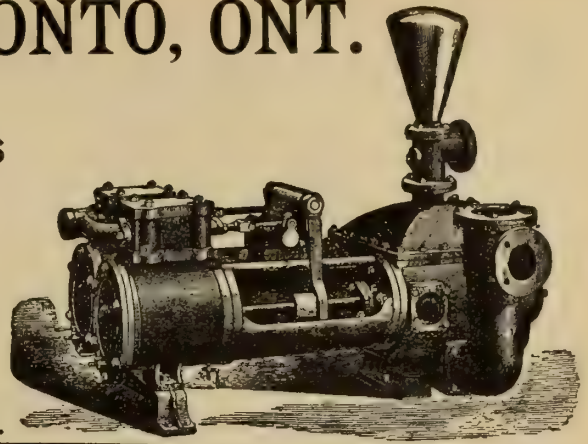
—IN—

FUEL AND POWER

GUARANTEED.

Prices and particulars on application.

OFFICE AND WORKS: Corner Front and Parliament Sts.



MARKETS—Continued.

1 green is 7c., and No. 2 is 6c. These prices are firm. The supply is low.

TALLOW—Rough sells at 2c. and rendered at 5½c.

WOOL—Is 23c. The stock held here is large and not apt to be put on the manufacturers' market for sometime.

MONTREAL

MONTREAL MARKETS.

SEPT. 4, 1890.

IRON AND HARDWARE.

The market continues firm and there has been a fair movement during the week, although there is still some holding off on the part of buyers. The outlook however is that present prices will be maintained for some time. Pig iron rules firm at the recent advance, and there has been a fair business during the week in car load lots ex wharf. For small quantities our outside \$22.50 applies on standard brands, but it would likely be shaded slightly for a round lot. Cable advices reflect continued excitement in the speculative branch of the English market, with an irregular movement of prices, but the tendency of the market is upward and 5s. to 10s. more at least is asked for manufactured iron than a week ago. In other lines the market does not show any particular change, but the feeling is generally steady with a good outlook for fall business. The tin plate market continues firm with very little offering on spot. The tremendous demand in Great Britain continues and purchases have been numerous and made without any hesitation on best terms possible. The consequence of this is, that but little stock can be had for prompt shipment and a result of it is that all such articles as Canada plate, and very thin sheets have advanced in the same proportion. Canada plate to-day costing 30c. more per box at primary points than 10 days ago. On spot

business has been done in Coke at \$4.25 for small lots, but of course round lots could be had for less, while charcoal is quoted at an advance of 30c. at \$4.30 to \$4.50.

NAILS.

The nail market is quiet and unchanged. Makers report fair orders and there appears to be a fair jobbing business doing on the basis of \$2.45. Horse shoes are in good demand at \$3.65 to \$3.75 and other lines are quotably unchanged.

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	....	2 45
8 dy to 9 dy, " " "	....	2 70
6 dy to 7 dy, " " "	....	2 95
4 dy to 5 dy, Am. pat	....	3 20
3 dy fine hot cut, " " "	....	5 45
4 dy to 5 dy, cold cut, Can. pat.	....	2 95
3 dy, cold cut, " " "	....	3 45
2 dy, hot cut, nails " " "	....	5 65
Steel Wire		
Cut Nails Nails		
10 dy to 60 dy, per keg	.....\$2 55	\$3 15
9 dy " " " " "	.....	2 80
8 dy " " " " "	.....	2 80
7 dy " " " " "	.....	3 05
6 dy " " " " "	.....	3 05
5 dy " " " " "	.....	3 30
4 dy " " " " "	.....	3 30
3 dy " " " " "	.....	4 05
3 dy fine " " " " "	.....	5 55

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 45
4 dy @ 5 dy, per keg	.....	3 70
6 dy @ 7 dy, " " "	.....	3 45
8 dy @ 9 dy, " " "	.....	3 20
10 dy @ 30 dy, " " "	.....	2 95
Cut spikes, " " "	.....	2 70

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	.....	\$4 75
1 " " " " "	.....	4 45
1 ½ " " " " "	.....	4 15

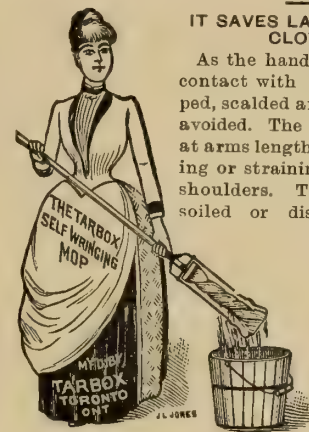
Finishing nails 70c. per keg over same size hot cut, viz., from \$6.40 for inch to \$3.45 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.40 for 1-inch to \$3.20 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$6.90 for 1-inch to \$3.70 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand 50 per cent. discount, for small lots. P. B. & Co. brand 50 per cent. of list for small lots. Large lots 50 four months, with 5 per cent off for cash in 30 days.

CHEMICALS AND DYE-STUFFS.

The chemical market has presented no change since our review of a week ago, and

business in a general way has been moving along quietly. Of course there is some stocking up with some lines for winter stock, but as a general thing supplies are going into immediate consumption. The chemical union is now an accomplished fact, and a thorough

Direct Orders and Orders for Enclosure receive our prompt attention.



IT SAVES LABOR, TIME AND CLOTHING.

As the hands do not come in contact with the water, chapped, scalded and sore hands are avoided. The mop being wrung at arms length there is no stooping or straining of the back or shoulders. The hands are not soiled or disfigured by the wringing of a filthy, greasy cloth. As the clothing is not drenched or disfigured as in ordinary mopping no special preparation is required.

TARBOX BROS.,

"Truth Building," 73 Adelaide Street West, Toronto, and 28 Waterloo St., St. John, N. B.

H. D. SIMMONS,

Manufacturers Agent, 74 York St., Toronto.

REPRESENTING:

Peck, Benny & Co., Montreal;
J. & C. Hodgson,
Miller Bros. & Toms, "
Gilmour & Co., "
R. H. Smith Co., Ltd., St. Catharines;
Shepard Hardware Co., Buffalo, N. Y.;
The John C. Jewett Manf'g Co., Buffalo, N. Y.;
American Bit-Brace Co., Buffalo, N. Y.;
The Kilbourne & Jacobs Manf'g Co., Columbus, O.
Aspinall's Enamel Works, London, Eng., etc., etc.
Orders and all Correspondence promptly attended to.

Portland Cements,
Fire Clay Goods,
Best Foreign Brands.

McRAE & Co.,

98 ESPLANADE ST. EAST, TORONTO.

Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE, OPAQUE, EMERY, WHITE AND TRANSPARENT Address J. T. HUBER & Co, Berlin, Ont.

MONTREAL Markets continued.

readjustment of prices will take place shortly, so that values are unsettled. Caustic soda is very scarce and continues to advance, and nothing could be moved on spot, except at an advance of 15c., the inside spot price now being \$2.40, at which figure some business in a small way is reported. Advices state that Bleaching powder is easy at £6 per ton in Liverpool, but there is no change here. Sulphur is firmer at \$2 to \$2.25. Bicarb soda is advanced to 8c. Sumac in consequence of the firmness at primary points is marked up slightly, the range now being \$70 to \$75, an advance of \$3 to \$5, and Cotch, also, in response to the firmness elsewhere, is a shade higher at 7 1-2 to 8 1-2c.

PAINTS AND OILS.

The market is without change, business moving along in a quiet way. Linseed oil is firm at quotations, business in raw being reported in a jobbing way at outside figures 69c., while boiled is quoted firm at 70 to 72c., the inside figure being possible on round lots. No change is noted in seal oil which is quoted unchanged at 52½ to 55c., but the outside figure is only made in particular instances. Fish oils present no features.

GLASS.

No change in glass has occurred up to the time of writing, but a meeting of dealers was held to-day for the consideration of an advance in price, but nothing was arrived at as one of the leading dealers was unavoidably absent. In the meantime we quote the old range, \$1.40 to \$1.50, and \$1.50 to \$1.60 for first and second breaks respectively.

PETROLEUM.

The advance of the season as stated has increased the business in this branch, and a fair movement is noted during the week. Prices are steady as follows:—American, 23c. in car lots, 23½ to 24½c. for smaller quantities. Canadian, 13c. at Petrolea in car lots and 15½c. in Montreal; smaller quantities, 16½c. American benzine is quoted at 23½ to 25c., and Canadian at 14½ to 15c.

NAVAL STORES.

There has been a quiet business in naval stores during the week and a better enquiry is noted for cotton and flax canvas. Turpentine is steady with a firmer tendency at 63c. for round lots, and coal tar is higher at \$3.65 to \$3.80. We quote: Turpentine, 62½ to 63c.; rosins, \$2 to \$4.25, as to brand; coal tar, \$3.65 to \$3.80; cotton waste, 5½c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c. and cotton oakum 10 to 12c.

CEMENT AND FIRE BRICK.

With light receipts the movement of cement during the week has been moderate, but it is fair on the whole; importers filling old contracts, but very little new business is reported. There is no change in values that we hear of, and the firm feeling that has been noted in English brands has been maintained. We quote: English \$2.45 to \$2.55, and Belgian \$2.35 to \$2.45. Firebricks meet with a fair movement, in a small way, at \$20 to \$26 per 1,000.

NEW YORK MARKETS.

NEW YORK, Sept. 4. 1890.

Transactions in iron and steel the past few days have been of unimportant character, and nothing has transpired in the way of offerings or inquiries indicative of any change in the inclination of either buyers or sellers. A conservative tendency prevails all along the line,

as a matter of fact, and steadiness characterizes values for the most part. Advices by cable reflect some modification of the speculative excitement that prevailed last week in the English market, but that change has little if any bearing upon the local situation.

PIG IRON.

Furnace agents and dealers state that the movement of American foundry pig iron into the channels of consumption keeps up remarkably well, but current purchases are chiefly of moderate quantities required to meet current wants, and no disposition is manifested to depart from that course. Some inferior brands and iron of doubtful quality is offered at seemingly low figures, but prices are maintained on standard makes. Northern brands sell at \$18 to \$18.50 for No. 1 X, \$16.50 to \$17 for No. 2 X and \$15 for grey forge. Southern brands are quoted \$17.25 to \$18 for No. 1 foundry and \$16.25 to \$16.50 for No. 2 foundry, according to brand and delivery. Scotch pig iron is firmly held, but has slow sale. The nominal prices are about \$24 for Coltness; \$23.50 to \$24 for Summerlee; \$21.50 to \$22 for Dalmelington and \$19.50 to \$20 for Eglington. Pennsylvania brands of Bessemer pig sell very fairly at about \$18.50 to \$19 at furnace. Foreign 20 per cent. spiegeleisen is nominally \$30 to \$31.50 and \$72 to \$75 is quoted for 80 per cent. ferro-manganese.

OLD RAILS.

Old iron rails are firmly held, but few sales are making here, as the prices generally asked are considerably above buyers' views. About \$25.50 is quoted for tee rails and \$26.50 for double heads. No. 1 wrought scrap remains at about \$21 to \$22, with little movement.

STEEL RAILS.

New orders for steel rails are few in number and chiefly for unimportant quantities. Negotiations that have been pending for a week or two progress slowly, and the market has a rather dull appearance. The prices generally quoted by agents representing Eastern mills are \$30.50@31 f. o. b. at works.

TIN.

In the London market there has been a decline in the prices of pig tin to £96 17s. 6d. spot and £97 7s. 6d. futures, but local holders make very little, if any, concession on their former prices for spot stock, and futures show only slight reaction. A lot of 10 tons brought 22c. from store on Saturday and that price was the lowest named Tuesday for 5 ton lots. Speculation is momentarily at a standstill and the situation uninviting to operations.

COPPER.

The copper market is quiet and the general situation remains practically the same as outlined last week. Consumers manifest indifferent interest at all events, and the mining companies hold to former prices, say 17c. for Lake Superior, 14¼@15½c. for Arizona and 14½@14¾c. for common casting brands. Outside lots of Lake product may be had in limited quantities at ½c. under the producers' figures. The London market keeps firm, Tuesday's cables quoting merchant bars at £60 2s. 6d. spot and £60 10s. future.

LEAD.

Pig lead has ruled very firm at last week's prices, fair sized lots having been placed at 4.75c and single carload lots at 4.80c. The demand is running very fair and holders offer sparingly.

SPELTER.

Spelter has undergone no change. The demand is moderate at present and offerings

are not out of the usual run. Prices are steady at 5.50 to 5.55c. for Western prime.

TIN PLATE.

Prices for tin plate continue very irregular, spot supplies being light and assortment broken, while purchases are difficult to make in the foreign market at reasonable figures.

TOOLS FROM SOFT STEEL.

It is asserted that by the new, or Dalzel, process of treating steel, any of the ordinary steels of the usual lengths and shapes for making tools, punches and dies will, when treated, become so soft as to effect a most material saving in the cost of making the desired tool; after having been softened and cut to the desired form, the steel is handled in precisely the same way as of any of the well known sorts, and it is claimed that the process in no way affects the chemical composition of the metal, but so alters its physical structure as to impart the qualities mentioned. In proof of this, a piece of Jessup steel which had been softened by this method was made into a punch for cutting a five pointed star seven-eighths in diameter, and unusually sharp at the points, the result showing that in the making of this punch a saving of about 20 per cent. was effected in the cost, owing solely to the softness of the metal; after being cut it was tempered in the usual way in water, then forced through German silver 3.32 inches thick, also through wrought iron 3.16 inches thick, and as a final test was forced through metal which cut only a part of the star, thus giving an unbalanced pressure tending to beat the punch. It was given a series of tests in this way, not only unusual, but which would not be resorted to except under instructions to pass from one test to another more severe; in this case the tool came out at last as perfect as when it originally left the maker's hands.—Boston Commercial Journal.

Work can always be found in a store without double-million microscope.

A reputation for truthfulness is indispensable to permanent and satisfying success.

Every line of goods embodies a history and a science worth years of study to understand.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

How to Sell Goods

Send Ten Cents to the **HARDWARE PUBLISHING CO.** for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

VERTICAL CIRCULATION IN HEATING BOILERS.

We have been much impressed lately by the statement prominently made in several catalogues issued by manufacturers of hot water house heating boilers, in which they claim as a special virtue of their boilers, that the water circulates vertically. There have long been advocates of this system of circulation, as opposed to horizontal circulation, but thus far the former have never insisted very strongly on the correctness of their views, and in fact between the two general systems there have been equal claims, neither of which have been put forth with any prominence. The peculiarity of the present season is that the advocates of vertical circulation are making that one, if not the strongest, point claimed in favor of their particular boiler. We do not know that this is a matter to be commented upon, exactly—it simply struck us as rather odd that this feature, so long neglected, was now being made much of. The bare statement, however, will not carry any great weight, and in the face of the sweeping claims it is likely that those who have made them will be called upon to advance proof. Whether or not vertical circulation is the correct principle need not be decided at this moment, but we are glad to see, however, that the manufacturers are beginning to base their claims on constructive

features of their boilers, instead of continuing to interest the public with pamphlets full of extravagant statements.—The Metal Worker.

Do you think any big jobbing house would buy on the quotations of one firm. They get all the quotations, consult independent trade papers, wire importers and brokers, have their own correspondents on the spot, and keep keen track of the markets. That is the way they buy. That is the way you ought to buy. The idea of putting your trusting little hand into the grasp of some big firm and saying: "Here, gentlemen, I'm a poor, ignorant, too lazy to read, country storekeeper; take me just as I am and treat me right. Please use me right." Of course they'll use you right; but they are in business to make money, and it will be their kind of right. And you're the fellow they keep the prices up on a month after the market has dropped, and work off old stocks on, and unload on when they are stuck. They're honest, but they're human. Be a man. Put up your two dollars, read a good, live independent paper and think and buy for yourself. Don't be a Jobber's baby.—Ex.

Soap and water are cheap, but soil on goods is expensive.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

TRADE
"EASTLAKE"
MARK.

Metallic Shingles.

Price List and Catalogue sent on application

The Metallic Roofing Co. of Canada
(Limited.)

Rear 84, 86, 88 and 90 Yonge Street,
TORONTO.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

Write for Quotations on our Specialties as below :

GORDON CROWN GALVANIZED IRON, guaranteed equal to any in the market.

M. L. S. TIN PLATE, equal to Bradley's.

M. L. S. STOVE PASTE, best in use.

We also have on hand a complete stock of all kinds of Elbows, Stove Boards, Pipe Varnish, Dampers, Black Lead, etc.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL,

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	0 05½
" No. 2	0 04½
" No. 3	0 04½

Acme Paints.

Neal's Carriage, discount 40 p. c.	0 02
English Oxide, by the barrel	0 01½
American Oxide	1 25
No. 1 Venetian Red	0 25
Acme Decorative, discount 40 p. c.	1 25
Granite Floor, in tins, 90c, 47½c	0 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	0 90
" Wagon and Imperial, dis 40 p. c.	\$0 90 \$1 00
Prepared House	0 50
Pemb. Metallic, for barns, roofs, etc., in bbl lots	5 50
Acme Empire White Lead, per 100 lbs	0 80
Acme Perfectum Wood Filler, per 100 lbs	1 25
Liquid Fish Glue, per doz	4 00
Acme Carriage Top Dressing, \$1 75 per doz	8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 to 45 p. c. Amer.	
Rim Fire Cartridges, Dom. 50 and 10.	
Rim Fire Military, net list. Amer.	
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.	
Central Fire Cartridges, Dom. 30 & 10	
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p. c. Amer.	

Wads.

Eley's, per 1,000	\$0 25 \$1 60
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Anvils.

Per lb.	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	3 65 1 59
Pegging, "	0 65 1 25
Brad, "	0 85 1 60
" handled	3 60 7 30
Saddlers', "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	6 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Brass, N.P., 60 to 66½, 50 and 10 to 60 p. c., dis.	
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Door.

Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50

Cow.

American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 p. c.	

Farm.

American, each	2 00 5 00
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House.

American, per lb.	0 35 0 40
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Bellows.

Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount 35, 40 per cent.	

Belting.

o. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 per cent.	

Bench Stops.

Per doz	5 00 6 00
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Bits—Auger.

Gilmour's dis 55 to 60 p. c.	
Excelsior—Jennings', discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jenning's Gen, net list to 5 p. cent dis.	

Car.

Gilmour's, 47½ to 50 per cent.	
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Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb.	0 11 0 15
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Bolts.

Carriage, dis. 60 and 5 per cent. to 60 and 12½ per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis. 45 to 50 p. c.	
Elevator, dis., 35 to 40 p. c.	
Machine, dis., 60 to 60 and 5 p. c.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 35 to 40 per cent.	
Reversible, dis., 65 to 70 per cent.	
Vegetable, per doz	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	500 40 23
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Butts—Brass.

Wrought Brass dis. 60, 60 and 10 per cent.	
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Cast Iron.

Loose Pin, dis. 60 to 60 and 5 per cent.	
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Wrought Steel.

Fast Joint, dis. 60, 60 & 5pc.	
Loose Pins, " 60, 60 & 5pc.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.

Horse, per doz	0 70 0 95
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Carpet Stretchers.

American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz	22 50
World	21 75
Daisy	24 00
Star	18 00

Crown Jewel, per doz	29 00
Grand Rapids	32 40

Cartridges—See Ammunition**Castors.**

Bed, new list, dis. 50pc.	
Plate " dis. 50pc.	

Cattle Leaders.

No 31 and 32, per gross	8 50 11 25
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Cement.

Portland, car load lots	2 70
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.

Carpenters' Colored, per gross	0 50 0 85
White, lump, per lb.	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.	
Canadian, dis. 35 per cent.	

Tanged Firmer per doz	0 85 4 00
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Churns.

Amer., dis. 50 p. c. to 60 p. c.	
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Clamps.

Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clips.

Axle, dis. 65 p. c.	
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Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
No. 2	2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p. c.	
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Cradles, Grain.

Canadian, discount 25 p. c.	
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Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English, "	2 00 4 00

Draw Knives.

American, dis. 70.	
Canadian, dis. 25 to 35 p. c.	

Drills and Drill Stock—Breast.

Millar Falls, per doz.	16 00 51 50
P. S. & W., dis. 40 per cent.	

Twist.

Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.

Dis. 17½ to 22½ p. c.	
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Fawcetts.

Cork Lined, per doz.	0 30 0 60
Wine, per doz	1 30 2 25
Star	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10	
Barton Smith, dis. 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis., Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25pc.	
Horse Rasps, Kearney & Foote's dis Am list, 50 pc.	
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33½ p. c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc, dis. 40 p. c. to 42½ p. c.	
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Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis. 50, 50 & 10 p. c.	

Fruit Presses.

Henis' per doz	4 90
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Enterprise, discount 10 p. c.	
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Fry Pans.

Acme, discount 50, p. c.	
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Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p. c.	
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Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 40
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Glass.

4th quality Star, 1st break	1 55 1 60
" 2nd "	1 65 1 70
" 3rd "	3 90 4 00
" 4th "	4 20 4 25
" 5th "	4 50 4 55

Window Glass.

Pilkington's ordinary	
1st break	\$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	6 50

Picture Glass.

Pilkington's ordinary.	
1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Glue Pots.

Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list.	
Can. discount 25 to 27½ p. c.	

Tack.

Magnetic, per doz	1 10 1 50
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Sledge.

Canadian, per lb.	0 12½ 0 15
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Ball Pean.

English and Can., per lb.	0 25 0 37½
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Handles.

Axe per doz	1 00 3 50
Store door "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 30 p. c.	
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Hoe.

C. & B., discount 30 p. c.	
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Saw.

American, per doz	1 00 1 25
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Plane.

American, per gross	3 15 3 75
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Hammer and Hatchet.

American, per doz	0 50 0 80
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Cross Cut Saw.

Canadian, per pair.	0 18 0 25
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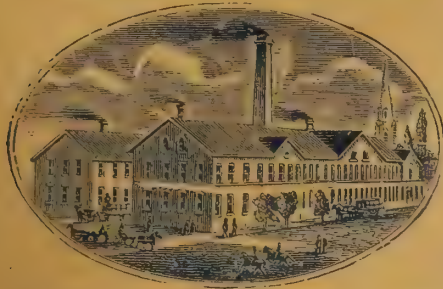
Hangers.

Door 4 and 5 inch, per pair	0 40 0 80
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Hooks—Cast Iron			Pencils.			Scale Beams.			Cigar Box Nails, dis. 35 p.c.		
Bird Cage, per doz	0 50	1 10	Dixon's, per gross	1 00	4 25	Canadian, B. S. & M. dis. 40 per cent.			Shoe Finders Tacks & Nails, dis. 25 p.c.		
Clothes Line, "	0 27	0 63	" Carpenter	2 25	3 60	Scrapers.			Tape Lines.		
Harness, "	0 72	0 88	Picks.			Box, per doz	2 10	4 50	English, ass skin per doz	\$2 75	\$5 50
Hat and Coat, per gross	1 00	3 00	per doz	6 00	9 00	Foot, "	40	3 50	English Pat. Leather	5 50	2 75
Chandelier, per doz	0 50	1 13	Picture Nails.			Screens.			Chesterman's, each	0 90	2 85
Wrought Iron.			Porcelain Head, p. gross	1 65	3 00	Window, patent, per doz	6 00	7 50	" steel, each.	0 80	8 00
Wrought Hooks and Staples, Can. dis. 17½, 20 p.c.			Brass Head, "	40	1 00	Screw Drivers.			Thermometers.		
Wrought Hooks and Staples, Amer. dis. 75 to 75 and 10 per cent.			Planes.			Sargent's, per doz	65	4 00	Tin case & dairy, dis. 75 p.c.		
Wire.			Wood, bench, Canadian, or American dis. 50.			Screws.			Ties.		
Hat and Coat, dis. 35, 40 p.c.			Wood, fancy Canadian, or American dis. 35, 37½ per cent.			Wood, flat head iron, dis. 47½ per cent.			Cow, per doz	1 25	2 50
Belt, per 1,000	0 60	2 70	Bailey's (Stan R. & L. Co.) 33½ to 35 per cent.			Wood, round head iron, dis. 42½ per cent.			Tinner's Shears and Snips		
Screw, bright, Eng., dis. 40, 5, 45 per cent.			Miscellaneous, dis. 10 to 12½ per cent.			Wood, flat and round head, brass, dis. 25 p.c.			P.S. & W., 10 p.c. advance on American list.		
Horse Nails.			Bailey's Victor, dis. 10 to 12½ per cent.			Bench, wood, per doz	3 25	4 00	Tinware.		
Canadian, dis. 50 to 60 per cent.			Plane Irons.			Bench iron per doz	4 25	5 75	Stamped, dis. Assn list, 70, and 12½ per cent.		
Horse Shoes.			English, per doz	2 00	5 00	Scythes.			Japanned, dis. Prices on application		
Per keg	3 50	3 60	Pliers and Nippers.			Discount 40 per cent. to 42½ per cent.			Pieced, dis.		
Ice Picks.			Button's Genuine, per doz. prs. dis 37½, 40 p.c.			Sythe Snaths.			Transom Lifters.		
Star, per doz	3 00	3 25	Button's Imitation, per doz.	7 40	10 25	Canadian, dis. 33½ to 35 p.c.			Payson's, dis. 25 per cent.		
Kettles.			German, per doz	60	2 60	Shears.			Traps.		
Brass spun per lb.	0 28	0 30	Plumbs and Levels			B. & W., japanned, dis. 75 per cent			Game, Newhouse, dis. 17½, 20 per cent.		
Copper, "	0 40	0 45	S. R. & L. Co., dis. 65 p.c.			B. & W. N. P., dis. 65 p.c.			Game, H. & N., or P.S. & W., discount 57½ to 62½ p.c.		
Enamelled Can. 50 p.c.			Poppers.			Seymour's dis. 60 p.c.			Mouse, per doz	0 35	1 50
American, 50 and 10, 60 and 5 per cent			Corn, square, per doz	1 35	2 00	Ætna, dis. 75 @ to 75 and 10 per cent.			Rat "	2 00	4 50
Keys.			Pruning Shears.			Sheaves.			Trowels.		
Lock, Can. dis. 50 p.c.			Per doz	4 00	5 50	Sliding Door, per set	77	1 40	Disston's, discount 10 p.c.		
Cabinet, Trunk, and Pad-lock, Am. per gross	1 60	4 75	Pulleys.			Canadian, dis. 7½ per c.			German, per doz	4 75	9 00
Knobs.			Hothouse, per doz	55	1 00	Shovels and Spades.			Brade's "	00	10 50
Door, japanned, and N.P., Can. list dis. 50 p.c.			Axle	22	33	Canadian, dis. 37½ to 40 per cent.			S. & D., discount 35 p.c.		
Bronze, Berlin, per doz	2 75	3 25	Screw	27	1 00	Sieves.			Triers.		
Bronze, Gem, "	6 00	9 00	Awning	35	2 50	Wood Rim, black, p. doz	1 15	1 35	Butter, per doz	6 25	9 00
Lava, "	8 75	10 00	Pumps.			" tinned, "	1 35	1 60	Trucks		
Shutter, porcelain, F. & L screw, per gross	\$1 30	4 00	Rumsey, Cistern & Pitcher Spout, 55, 60 per c.			" black, "	1 80	2 25	Warehouse, each	2 25	6 50
Ladles.			Punches.			Snaps.			Twines.		
Melting, per doz	1 70	4 50	Saddler's, per doz	1 00	1 85	Harness, German, p. gro.	2 00	5 50	Bag, per lb	0 12½	0 20
Lemon Squeezers.			Conductors' "	9 00	15 00	Acme, "	3 00	5 00	Wrappg, mottl'd, pr. pack.	0 50	0 60
Porcelain lined, per doz	2 20	5 60	Tinner's solid, per set	72		Lock, Andrew's "	4 50	11 50	cotton, per lb	0 18	0 20
Galvanized, "	1 87	3 85	hollow, per inch	1 00		Soldering Irons.			Mattress, per lb	0 33	0 45
King, wood, "	2 75	2 90	Putty.			Per lb.	0 30	0 32	Staging "	0 27	0 35
" glass	4 00	4 50	Bladder, per 100 lbs	2 00	2 25	Wrought Spikes.			Broom "	0 30	0 55
All glass, "	1 20	1 30	Tins, lbs	2 50	2 75	Discount, net list to 10 per cent.			Binding, flax, per lb		
Lines.			Rail.			Spoke Shaves.			" jute "		
Fish, per gross	1 05	2 50	Barn Door, per foot	3	3½	Wood, English	1 80	5 00	Vises.		
Chalk, "	1 90	7 40	Sliding Door, "	3½	3½	Iron, American	1 35	2 35	Hand, per doz	4 00	6 00
Locks—Door.			Rakes.			Spoons and Forks.			Bench, parallel, each	2 00	4 50
Canadian, dis. per cent.		50	Cast Steel and Malleable, Canadian list dis. 40 to 42½ per cent.			Sheffield Sterling.			Coach, each	6 00	7 00
Russell & Erwin, per doz	2 90	7 50	Razors.			Tea Spoons, per gross	7 50	12 00	Peter Wright's, per lb	0 12	0 13½
Cabinet.			Boker's, per doz	7 50	11 00	Dessert "	21	00	Pipe, each	5 50	9 00
Eagle, dis. per cent	33½		Wade & Butcher's "	3 60	10 00	Table "	30	00	Saw, per doz	6 50	13 00
Padlock.			Razor Strops.	1 25	3 60	Dessert Forks	24	00	Washer Cutters.		
English and Am. per doz	50	6 00	Rivets and Burrs.			Medium "	27	00	Per doz	4 00	8 50
Scandinavian, "	1 00	2 40	Copper Rivets, dis. 40 to 42½ p.c.			Table "	36	00	Well Wheels.		
Eagle, dis. per cent	15	1 17½	Iron " 40 per cent.			Squares.			Amer. per doz 8, 10 & 12 in.	3 38	6 00
Mallets.			Burrs, Iron, 30, 33½ per c.			Iron, per doz	1 65	2 90	Wire.		
Tinsmiths', per doz	1 25	1 50	Rivet Sets.			Steel, dis. 75 p.c.			Market, bright and annealed, Nos. 1 to 16, 5 per cent. advance on list from stock.		
Carpt'rs', hickory "	1 25	3 75	Canadian, dis. 30, 35 per c.			Try and bevel, dis. 50 to 52½ per cent.			Market, oiled, coppered, 5 p.c. advance.		
Lignum Vita, "	3 85	5 00	Sisal, per lb	12	12½	Staples.			Market, tinned per lb	0 04½	0 08
Caulking, each	1 60	2 00	Manilla, " No. 1	14½	15	Fence, galvanized, per lb	5	5½	Galvanized Fence, 5 per cent. advance on list.		
Mattocks.			" No. 2	13½		Wrought Iron, dis. 75, 75 and 10 per cent.			Tinned Broom, from 19 to 22 gauge, per lb	0 07	0 07½
Canadian, per doz	8 50	10 00	Cotton, "	22	25	Stocks and Dies, Amer. dis. 25 per cent.			Main's Wire on spools, dis. 30 to 35 per cent		
Meat Gutter.			Deep Sea, "	15	16	Stone.			Clothes Line, galv., p. 100ft	0 25	0 55
Enterprise, dis. per cent	20	25	Rules.			Washita, per lb	0 15	50	Barbed Wire.		
Dixon's, each	1 60	2 00	Boxwood, dis. 75 & 10 & 5 80 per cent.			Hindustan, per lb	0 08		Galv. steel barb fencing		
Woodruff's "	1 10	1 70	Ivory, dis. 40, 40 & 5 per cent.			Slips, per lb	9		" Lock Barb, " 4 point	0 51	0 05½
Hale's, "	1 05	1 50	Sad Irons.			Labrador, per lb	0 13		Ditto Glidden 2 point	0 05½	0 06
Hume, "	13 00	16 00	Mrs. Potts, per set	0 95		Turkey "	0 15		Galv. Steel, plain twist	0 05	0 05
Mincing Knives.			N. P.	1 25		Arkansas "	0 50		Galvanized Barb, "Lyman," 2 to 4 points	0 05	0 05½
American, per doz	42	2 35	Sand and Emery Paper.			Water-of-Ayr "	0 10		Terms, 60 days or 2 per cent off for cash—10 days.		
Molasses Gates.			B. & A., sand, dis. 25, 30 p.c.			Scythe, per gross	3 50	5 00	Wire Cloth.		
Stebbin's Patent, dis. per cent, 65 to 70 per cent.			Emery, per quire	55	90	Grind, per ton	15 00	18 00	Ordinary, discount 25 p.c.		
Nails.			Per lb.	22	50	Stove Polish.			Painted Screen, p. 100 sq ft	2 25	2 5
Cut, 3 in. and upwards per keg	2 60		Sash Cords.			Per gross	1 80	1 50	Wrenches.		
Car lots	2 55		Triumph and Morris, dis 37½, 40 per cent.			M.L.S., per gross	2 50		Agricultural, dis. 70.		
Brads & Moulding Nails, discount 55 to 60 per cent.			Kempbell's dis. 40, 62½ per cent.			M.L.S., per gross	2 50		Standard, dis. 60, 60 & 10 p.c.		
Wire Nails, 60 to 65 per cent.			Canadian, dis. 45, 50 p.c.			Jacoby "	5 00		Coe's Gen'l, dis. 40, 45 p.c.		
Nail Pullers.			Sash Weights.			Mirror Black Lead, per gr.	2 00		Diamond, dis. 33½, 35 p.c.		
German & American	1 85	3 50	Each	1 00	3 00	Jos. Dixon's, bulk, per lb.	0 07		Tower's Engineer, each	2 00	3 00
Nail Sets.			Sausage Stuffers.			Dixon's Plumb, "	0 15		S. per doz	5 80	7 50
Square, round and octagon	3 38	4 00	Hand, Disston's, dis. 10 p.c.			M.L.S. Paste, per gross	9 00		G. & K's Pipe "	6 00	
Diamond	12 00	15 00	S. & D., dis. 35 to 40 per cent.			Nicholson's, per doz	1 00	1 25	Sturcell's " each	7 30	
Oil.			Cross-Cut, Disston's, per ft. 35 to 55.			Tacks, Brads, etc.			Pocket, per doz	1 25	2 00
Canada Refined Oil (Toronto)	0 14½		S. & D. dis. 25 to 35 per cent.			Cut, Carpet, gimp, blue, dis. 35 p.c.			Wringers		
Carbon Safety "	0 17½		Hack, complete, each	1 75	2 75	" tinned, dis. 45 p.c.			Each	3 25	5 50
Canada W.W. "	0 20		" frames only	75		Swedes, iron, blue or tinned, dis. 42½ p.c.					
American W.W. "	0 25		Saw Sets.			Upholsterers' dis. 42½ p.c.					
Castor " per lb.	0 11½	0 12	Per doz	1 65	9 00	Copper Tacks and Nails, dis. 35 p.c.					
S. R. Seal " per gal	0 63	0 65	Scales.			Trunk and Clout Nails, " 40 p.c.					
Oilers.			Canadian List, dis. 40 p.c.			Patent Brads, dis. 40 p.c.					
McClary's Galvan. Iron						Finishing Nails, dis. 35 p.c.					
Oil Can, with Pump, per doz	19 50										
Zinc and Tin, dis. 50, 50 and 10.											
Copper, per doz	1 25	3 50									
Brass, "	1 50	3 50									
Malleable, dis. 25 per ct.											
Pails.											
Galvanized, per doz	2 00	3 50									

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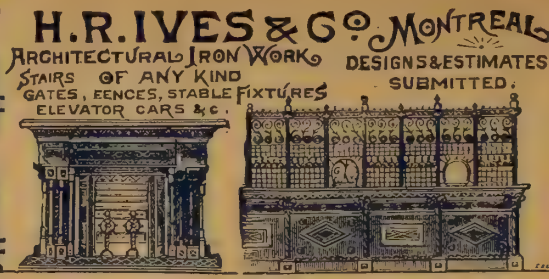
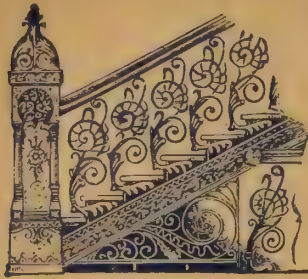
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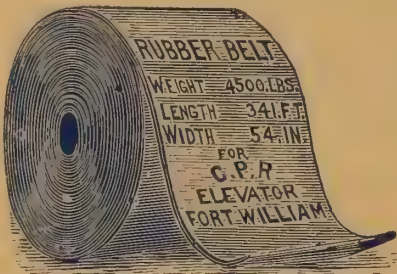
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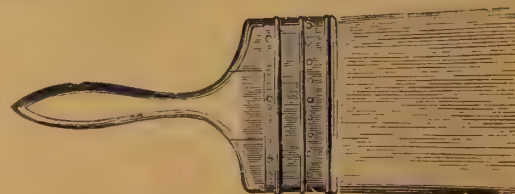
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Vol. 2.

TORONTO AND MONTREAL, SEPTEMBER 13, 1890

No. 37

THE INDUSTRIAL EXHIBITION

The tokens of the present year's best achievement in the spheres of industry, art and science, now form an imposing panorama in the pavilions, outbuildings and enclosures of Exhibition Park. This year the country seems to be richer than ever in specimens that are typical of comparative progress and of absolute excellence. Culture in all departments seems to have advanced. Canadian vegetable and animal life, national skill, ingenuity and taste, all seem to have scored a point higher in the steep ascent towards perfection. The year might have been a disappointing one in the wealth of its productiveness, and the splendor of our Exhibition might have been dimmed. But although this might be, we think the people would not be disheartened by the deficit pictured in it, so much as they would be urged on by the possibilities of which it would present the unfilled outline. We believe an Exhibition to be a good thing, if it is the best the year can afford. We believe that which is now in progress is the best the year can afford, and the resources of this year are not meagre. That the Exhibition is so good is due to the co-operation of producers and directors, who have culled, assorted and displayed the finest that an exceptionally fine growth can offer.

The visitor will not find many confusing intrusions or dispositions of exhibits. Exhibitors have sought, and have usually been allowed, to be installed in the quarters they occupied in former years. The buildings are appropriated to the respective classes of exhibit they contained last year. The mental map of the grounds which each visitor took away a year ago needs to be little modified. It will be found a faithful guide through the grounds this year. The things exhibited are different, as are also the diversions. All roads now lead to Toronto, and

the rates are special. The traders of the country should not miss the opportunity to spend a few days at the great fair.

THE MCKINLEY BILL.

The hair that held the sword, which, in the opinion of certain pessimistic Canadians, is to lop the branch from the parent tree, to cleave this country from its British connection, will not hang together much longer. The McKinley Bill, at the time of writing, is all but a fully enacted revision of the United States customs tariff. The Senate has ordered it to its third reading by a majority of ten. The vote upon the formal question, "Shall the bill pass?" is the finishing touch, which shall have been given in that chamber before this reaches our readers. The vote will of course be as that on the motion for the third reading was. The bill will then be referred back to the House of Representatives, for that body to pronounce upon the Aldrich amendment, which was added to the bill in the Senate stage of its discussion. The text of the main bill had been passed before in the lower house, and there is little doubt the amendment appended in the Senate also will pass. That amendment gives to the President the singular power of imposing a duty on the sugar, molasses, tea, coffee and hides of any nation which he considers to be levying too heavy a duty on United States products. The McKinley Bill, unmodified by this amendment, makes the above named commodities absolutely free. With this amendment it leaves them free to the producers of such countries as the President considers to be giving a fair equivalent in the lightness of their restrictions upon United States products.

Though the bill is virtually passed, Canada will still go on raising crops and live stock. She will still hold to the conviction that there is a demand for her products which no United States statute can put a wall around. That very trade which the United States has so assiduously courted, with the South American, Central American, Mexican and West Indian ports—that is, the Latin-American trade—which is sought to be snared by

the Aldrich amendment, is one for which this country can now be a more energetic competitor. The West Indian trade we have already begun to develop by means of a subsidized steamship line, and we are now sending a special Commissioner to Jamaica on a trade errand. Britain promises to be a barley market that will afford a solacing substitute for the one lost in the United States. We have not space in the present issue to name the Canadian products now weighted by a heavy United States Customs duty. We shall do so in another issue.

BANKRUPT STOCKS.

The reference which we made last week to the resolution passed by the fire, markets and police committee of the Hamilton city council, had to be kept within space-limits that precluded any consideration of the part of the resolution relating to bankrupt stocks. That is an important part. In it the committee has discriminated between bankrupt stocks brought from places outside the city, and bankrupt stocks which have developed in the city's own trade. The latter stocks are made free, subject only to the tax-liability to which all the citizens are. The former are put under a special tax of \$100. The position is therefore all in favor of the local insolvent's stock. The committee seems to have considered all it was competent to make provision for, namely, the unjust competition forced upon stationary dealers by outside adventurers, and the unequal terms upon which local bankrupt stock and bankrupt stock transferred from outside were put on sale. Both these vexations have been modified. That is, stationary dealers paying tax as citizens upon their stock, now have the satisfaction of seeing transient dealers assessed for a considerable license; and disposers of local bankrupt stocks, also paying civic tax, are no longer at the disadvantage of competition against other bankrupt stocks which pay no tax.

But the Hamilton committee has only touched the bankrupt evil with the wand of reform. Must the bankrupt stock which is the residuum of a business carried on outside the city always pay a special tax? If A is an outsider who comes into Hamilton

with a bankrupt stock that was bought at 46c. in the dollar, and stays three months to sell it, of course he will have to pay a license fee. If B, a man now trading in Hamilton, goes to some town outside of Hamilton and buys a bankrupt's stock at 46c. in the dollar, and from the same store as he does a normal trade carries on an abnormal one in this stock for three months, should he not also pay a license fee? We think he should, but have no doubt it is against the spirit of the committee's resolution that he shall. The city receives a regular contribution from this dealer as a resident, while from the interloping outside owner of a bankrupt stock it does not, and it simply aims to redress this inequality. If B, the resident trader, handles nothing but bankrupt stocks, it is unlikely he pays as much tax as a resident who does the same amount of trade in stock bought directly from wholesale sources. The latter has goods that are not depreciated by a failure, which are therefore more highly valued for the purposes of assessment, as they are for anything else.

The legislation that is to solve the question as to how the bane of bankrupt stocks is to be done away from the path of legitimate retailing, must come from business conferences not from municipal bodies. The latter will legislate more with an eye to civic revenue than to the protection of a minority of its citizens, and it is only as the latter end is reached through a measure aimed at the former, that municipal bodies will favor the trading minority. In giving free ingress to bankrupt stocks to the stores of resident traders, city and town councils feel that they are bringing cheap goods to the great body of the people, and are therefore doing a popular act. If bankrupt stocks are to be eliminated from trade, it must be by the pressure of commercial public opinion, which must be brought to bear through conventions, etc.

IN LIMBO.

MONTREAL, Sept. 3, 1890.

EDITOR CANADIAN GROCER,

SIR,—I enclose a paragraph from the Montreal Star, of this evening, giving an account of the capture and incarceration here of the two fakirs, Ford and Graham, whom you showed up so well in your last week's paper. I believe your publication was the only paper warning the trade people against these sharpers, notwithstanding that I believe the Globe, Mail, and Empire knew of their rascally transactions. Why the daily papers are so slow in showing up fakirs who are preying on the legitimate business of such papers I can't see. You will, no doubt, be able to add some Toronto firms' names to the Star's list of Montrealers. If you can, by all means let's have them. We want to see the names of parties who are "laying back" for soft snaps in advertising. I know some of these firms have refused to entertain any proposition to advertise in good legi-

itimate publications, but the first genteel fakir that comes along with the name of Mr. Van Horne or Mr. McNichol, or of some other prominent person on his lips, they jump at the advertising scheme, and write a cheque at once for the amount, fearing the opportunity will be lost of currying favor with these great corporations if time is not taken by the forelock. If these ambitious business men would stop a moment to consider the utter impossibility of these officials having anything to do with such schemes, much less with the men that advocate them, they would save their money. I have some facts in these cases that may be interesting reading matter later on. Below is the Star's report.

Respectfully yours,

AGENT FOR LEGITIMATE ADVERTISING.

H. B. Ford and T. H. Graham, the two young men who became so unenviably known in connection with the Disabled Firemen's Fund, appeared in the Police Court this morning. They were both fashionably dressed and seemed far from downcast by the position in which they found themselves. When Detective Campeau left from here to arrest Ford in London, Ont., a telegram was received from Chief of Police Williams of that city saying that Ford had gone to Windsor. When our own Campeau reached there he found that Ford had been arrested by another detective Campeau, the brother of the Montreal officer, who had taken Ford on the suspicion of having forged the name of Mr. Labatt, the London brewer, to a cheque for fifty dollars. After some discussion as to who had the prior right to the prisoner the Windsor Campeau allowed the Montreal Campeau to take Ford, but when on the point of returning, a telegram was received stating that Graham was on the way to join his partner. The detective accordingly prolonged his stay till the arrival of the Canadian Pacific train, and in consequence had the pleasure of the company of both on his trip back to Montreal. They arrived yesterday evening by the Chicago express, and were lodged in the Central Police station, where they passed the night, as no one came to bail them out. This morning two women, well known to the police, at whose house Ford used to live, and one of whom has been supposed to be his wife, called, but they were the only persons who seemed to have any interest in them. Shortly after Chief Benoit had a short interview with them, during which Ford, who does most of the talking, promised to make everything good if they were let off. The Chief, however, told them that the law would have to take its course. When brought before Judge Desnoyers, Ford pleaded that it was all a mistake, but the Judge told him that appearances were against him, and advising him to get a good lawyer as the only thing that could be done, said he was compelled to hold them till Friday, when Chief Benoit said he would be

ready with his witnesses. After they had returned to the cells a search was made in their luggage for the little red covered subscription book, which would be the main evidence against them, and which Ford said he had torn up. After finding a number of love letters and several pictures, amongst which were three different photographs of Chief Benoit, one of President Van Horne of the Canadian Pacific Railway, and some female faces, various papers and drafts of contracts in connection with their different moneymaking schemes, all duly classified, and some letters from his mother, the much-wanted book was found, but as he had stated, most of the leaves had been torn out. Next a letter was found from Alderman George Washington Stephens, threatening them with legal proceedings unless some matters were settled. After that another letter signed by one "John Thompson, Treasurer O. C. L. D.," was discovered, authorizing Ford to collect subscriptions for the Labor Day demonstration. Besides these, a number of documents, purporting to be recommendations from a number of well-known business people who vouch for the integrity of Graham and Ford, all written in the same hand-writing, were found together with telegrams, notifying them of their danger of being arrested. Before the search was ended the leaves of the subscription book were found, and if the signatures are as genuine as they seem they will furnish most positive proof against the two men now in gaol. From the first leaves found, it appears that besides the subscriptions of which the chief was aware, the following collections have been made by the enterprising couple:

Canadian Pacific Railway.....	\$ 500
Thomson, Dunstan & Co.....	100
Bingham and Webber.....	100
Great Northwestern Telegraph Company.....	100
Grand Trunk Railway.....	500
The E. C. Gurney Co.....	100
Total.....	\$1,400

All these subscriptions are marked "paid." The leaves also contain the following subscriptions for the Labor Day Demonstration, also marked paid:

FROM MONTREAL:	
Beaver Line.....	\$ 100
Williams Manufacturing Company.....	80
Montreal Rolling Mills.....	100
Dawes & Co.....	40
H. & A. Allan.....	100
W. Clark.....	20
Wm. Johnston & Co.....	25
FROM LONDON, ONT.:	
John Labatt.....	50
Carling Brewing Co.....	100
Hiram Walker & Co.....	20
Total.....	\$ 575


In regard to the last mentioned subscriptions Mr. John Thompson, who is supposed to have written the letter authorizing Ford to collect them, was seen at Lovell's, where he is employed. He says that Ford was introduced to him by a mutual friend and was simply permitted by him to try and place tickets. He has never heard of him since.

"Those two fellows also tried to work me," said Chief Hughes this morning, "but they couldn't do it. They submitted a written proposal to me somewhat in the same nature

CAVERHILL, LEARMONT & CO'Y,

AMERICAN APPLE PARERS.

“New Lightning” and “Hudson’s” Celebrated Rocking Table and Little Star Parer, Corer and Slicer.

 Write for Prices, as we are Headquarters.

MONTREAL.

as that submitted to Chief Benoit and I read it over. I told them at the time that I could not do anything, anyway, before laying the matter before the Police Committee. When I came to the last paragraph of their communication, in which it was stated that ‘the whole thing would wind up with the biggest picnic ever given in America,’ I put my foot on it, and made up mind not to have anything to do with them. I am not sorry for it now.”

Chief Benoit will personally visit all the people who have been victimized, and see what steps can be taken to have them recouped. Graham is a member of the Commercial Travellers’ Association.

[Next week we shall point the moral which the career of these fakirs teaches to business men generally, by naming Toronto firms that have been their easy victims.—ED. HARDWARE.]

A still at the Imperial oil works, London, exploded on Wednesday, and a large fire resulted. The loss will be several thousand dollars, but has not yet been estimated with any accuracy. The works were about to move to Petrolea.

Every line of goods embodies a history and a science worth years of study to understand.

GOLD AT MADOC.

The Madoc Review announces this week that a flutter of excitement has been occasioned in that village lately by rumours of a revival in gold mining in that section, and the indications would seem to point to such a desirable consummation. Mr. Fred Lingham, who represents probably the largest and wealthiest syndicate of capitalists in the world, of London, England, has been visiting the various gold properties in the Madoc district for the past week or two, and is shipping a great many tons of gold ore to London to be tested. This syndicate is, at the same time, testing a new process machine for crushing and extracting gold, which, if satisfactory, they have agreed to purchase from the patentee for the enormous sum of £250,000 sterling. They have agents all over the world where gold can be found, sending them samples for testing, and we understand for this purpose Mr. Lingham has a credit of \$10,000 to be used in examining the Madoc district. If satisfactory, the new machinery will be sent out and mills erected, and we may then look for another “gold excitement.” Mr. Lingham will ship about 200 tons from the Feigle, Gladstone, Consolidated and other mines near here, and also a number of tons from the vicinity of Flinton. We can only hope

that this vision of future prosperity for our mines will come to pass.

MONTREAL MANUFACTORIES BURNED.

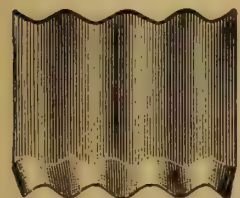
There was a smart fire early on Saturday morning in the store occupied by W. Tees & Co., desk manufacturers, and Goldie & McCulloch, safe makers, St. James street, near Victoria square, Montreal. The entire brigade was called out, and it took the firemen several hours to subdue the flames. The stock in Goldie & McCulloch’s establishment was insured for \$2,500—\$1,500 in the North American and \$1,000 in the Glasgow and London—but the estimated loss is double that figure. There were 40 or 50 safes in stock, and three-fourths of them crashed together into the cellar. Messrs. Tees were insured as follows: Guardian, \$2,000; Royal, \$1,500; Scottish Union, \$1,000; Manchester, \$1,000; Queen, \$1,000; Fire Insurance Association, \$1,000; total, \$7,500. Their loss may be \$10,000. Neither business will be interrupted. Messrs. Tees & Co. have their factory on Dowd street and a store on Wellington street. Messrs. Goldie & McCulloch’s safes can be supplied direct from the factory. The building, owned by Mr. J. O. Gravel, was insured for \$8,000 in the National, of Ireland; damage, about \$4,000.

CORRUGATED STEEL FASTENERS.

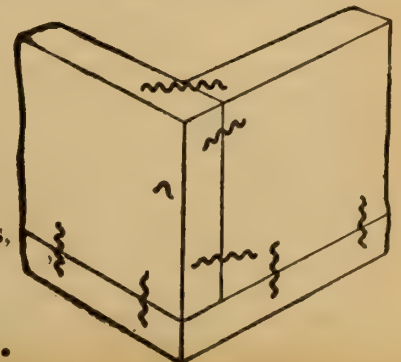
A Perfect, Secure Joint!

NO GLUE, NO SCREWS, INEXPENSIVE.

All Manufacturers of Wood-work are interested in this Invention.



Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.



THE ONTARIO TACK CO., Hamilton, Ont.

FERGUSON, ALEXANDER & CO.,

MANUFACTURERS OF

THE ELEPHANT BRAND

**LEADS, COLORS, VARNISHES, JAPANS
AND READY MIXED PAINTS.**

PAINT WORKS AND OFFICES : 22 College St.,
VARNISH WORKS : St. Gabriel Locks.

MONTREAL, and Glasgow, Scotland.

FULL STOCK !

QUICK SHIPMENT !

THE TINSMITHS' TRADE.

The trade in tin plated ware has run its course almost through for the present year. The season when that trade is at its best is that from late spring till the end of summer. There is something to do throughout the autumn and winter in such stock as oil cans, etc., but the bulk of the trade lies between spring and autumn. This summer the trade in tinned ware has been a very large one. There has been a great output of stock from manufacturers' and jobbers' warehouses, greater in fact than there has been for years past.

Galvanized iron ware is now the line to which tinsmiths will give their chief attention. Roofing, eave-troughing, spouting, etc., will be the leading applications which will call for this stock. There is a general feeling that for these purposes there will be a wide demand, as a considerable building activity has been a feature of the summer. The price of galvanized iron ware is lower than it was last spring. At that time the iron market was about at its zenith, and galvanized ware was accordingly high. The iron market is now in the way of recovery from the depression which followed the stiffness that prevailed throughout the winter. Prices of galvanized wire therefore unlikely to remain at the point at which they are now quotable.

Canada plate is also lower, although the expectation was that at this time it would be higher. It is now \$3 to \$3.25. Dealers were looking for it at \$3.75 to \$4 from the standpoint which overlooked the prospect six weeks ago. Its present value, though so much lower than it was expected to be, is nevertheless higher than was the value of Canada plate a year ago.

While the iron market is firming, it is expected that the action of the McKinley Bill will tend to cheapen all sorts of tin plate. Of course if the McKinley Bill is backed

by resources of raw material and mechanical skill sufficient to make the production of plate in the United States as cheap to the consumers as importation is at present, we may be sure British tin plate will go down in value, for the United States consumes more of it than does any other nation. The consumption of that country being withdrawn, there could not but be for some time an excess of stock on the market, and cheapness would follow. But it is not generally believed by impartial observers that the United States can produce the plate at an advantage. If not, the situation will not be greatly affected by the McKinley Bill. Although the United States has brought over almost whole Welsh villages of tin-plate workers, yet there is not a very promising prospect that the manufacture will be a success, as the solution of tin laid on their iron can not usually be prevented from amalgamating with the iron. This seems owing to some quality in the latter that is a result of the mode or degree of heating. Further, it is doubtful if the tin mines of the Black Hills will suffice to maintain the high supply that country will require.

HINT TO TRAVELLING SALESMEN.

The other day on a certain railway a man got into one of the cars, says an exchange, and presently began talking to a fellow passenger. After a time he asked the gentleman whether he had heard the story about how a man traveled without a ticket. The gentleman said he had not; so the man asked him to lend him his ticket that he might show him how it was done, and began fiddling about with it, but pretended that story had suddenly slipped out of his head, but that he would be sure to remember it soon.

After a time the train got near New York, and as the man still could not remember the

story he returned the gentleman his ticket (after tearing a bit off) and started for the door. This struck the gentleman as being very curious, and so he watched the man. When he was reached by the conductor and asked for his ticket he said he had given it up; but the conductor denied it, and after a deal of altercation the man pulled some silver out of his pocket and was about to pay his fare when he suddenly said—producing a small piece of ticket—that he could prove that he had given up his ticket because he remembered playing with it on the train, and tearing off a small piece, and that if the conductor looked he would find a ticket with a piece torn off. On looking the conductor found a ticket with a piece torn off, and of course accepted the man's statement.

A VARNISH REMOVER.

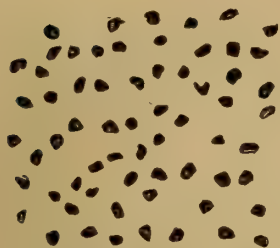
A patent was taken out last year consisting of an improved varnish removing compound. Twenty pounds of solution of caustic soda of 40°B., 1 pound of potato starch, and twenty pints of water, are introduced into a closed boiler. The mixture is thoroughly agitated, which effects spontaneous heating of the same with conversion into a gelatinous mass. This is treated with 57¼ pints of water and 1¼ pounds of potato starch, to form a total weight of 100 pounds of final product. This composition constitutes the most concentrated type of varnish-remover, and may be reduced with water to any desired percentage of alkali if required.

A paint removing compound was patented by the same man. The paint remover is prepared by introducing 50 pounds of caustic soda solution of 40°B., and 8 pounds of Iceland moss into a closed boiler, and, after thorough stirring, heating the liquid gently to boiling, at which point it is maintained for an hour. When completely cold, 100 pounds of caustic potash is added to the mixture, which is then again heated up to boiling. It is now left to cool, and treated with a quantity of potato starch in the proportion of from 6 to 8 per cent. of the mass.—Oil and Colorman's journal.

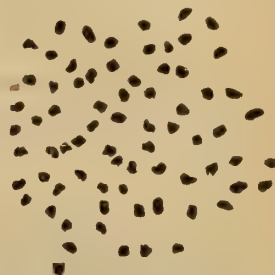
H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.



DEAD SHOT F. G.



DEAD SHOT F. F. G.

GUNPOWDER. "American Dead Shot." TRY IT.



The machinery plant of McEwen & Son has been purchased by the Kingston Foundry Company and will be removed to the latter's works.

Charles P. Dunlop, lately with Adam Hope & Co., hardware dealers, Hamilton, has secured a good position with a large manufacturing firm in Montreal.

Thos. Davidson & Co. have a line of stable hardware in stock that should be examined by the trade before laying in supplies for the autumn and winter trade.

The bankrupt hardware stock of Wm. Peace, of Akron, amounting to \$1,130, was sold Tuesday by auctioneer W. Y. Brunton to Mr. T. H. Webb, of Tuscarora county, Mich.

The following stove retailers were noticed at the Exhibition on the first day: D. S. Wright, Newmarket; J. D. Foster, Drayton; P. Gainsburg, St. Catharines; J. Greig, Bowmanville.

Mr. W. H. Evans, representing Messrs. Ferguson, Alexander & Co., of Glasgow and Montreal, has returned from two months' sojourn in England, Scotland and Wales, and is once more amongst his friends in Western Ontario.

A company to manufacture Portland cement, wall plaster and tiles has been organized in Kingston. Its capital, when paid up, will be about \$50,000. Nearly half of this sum has been subscribed. Mr. Strathy, an enterprising gentleman, is at the head of the company.

Mr. O. D. Cowan, manufacturer of wringers, etc., has bought the Canadian interest in the spring tooth harrow, formerly owned

by Geo. Gillies & Co. Mr. Cowan will manufacture a large quantity of these harrows the coming winter, as the demand for this farm implement is on the increase, and with the boom in farming interests that has come with the large harvest, a greater demand is anticipated.

The great water power enjoyed by the manufacturing interests at Gananoque makes that place one of the busiest manufacturing towns of its size in the Dominion, and every year brings some new industry to tax its power. Still there seems always room for one more. The latest accession to these to these interests is the firm of Geo. Gillies & Co., who are now putting in new and improved machinery for the manufacture of carriage, machine, skein, and fancy nuts of all descriptions, as well as coach screws, etc. They will have goods of this description on the market by Oct. 1. Large additions to their already extensive works have been built the past summer, and under the supervision of the foreman, Mr. John Stephens, (formerly of the Ontario Bolt Works), the machinery is now being planted, and Gananoque will soon score another industry to the credit of one of its most enterprising citizens.

BUSINESS WILL BOOM.

ONTARIO'S CROP.

The cash value of this year's crop in Ontario is placed at nearly one hundred and twelve million dollars, as compared with one hundred and two millions in 1889. This is an increase of nearly ten million dollars, or twenty-five dollars for each family in the province. With abundance in Ontario and Manitoba there should be a big boom in business during the coming fall and winter. —Daily Telegram.

THE DOMINION CROP.

The increased yield and increased prices have fully doubled the purchasing power of

the farming community in Canada. Another condition exists which gives as much satisfaction to the trading public as good crops and good prices. It is the receptive condition which merchants all over the country are in. The questionable prosperity of the last few years has induced careful buying habits among both wholesale and retail merchants, which results in there being no overloading to amount to anything throughout the province. Farmers will be a position to buy; merchants are in a position and disposition to buy; wholesale men have been buying largely; and manufacturers are looking with zest on the active demand for goods. In fact, we take it, this is going to be a great year for buying and selling. —Daily World.

SITUATION WANTED.

IN HARDWARE STORE OR AS TRAVELLER —eight years' experience; testimonials. Address **HARDWARE**, Box 461, Galt, Ont. 36

WANTED—By a young man, position as hardware clerk, two years' experience, best of reference. Apply 172 Spadina Avenue, Toronto.

Blackley & Anderson, TORONTO & HAMILTON Accountants, Assignees, Receivers.

Toronto Office 37 YONGE STREET, Telephone No. 1716.
Hamilton Office 24 JAMES ST. South, Telephone No. 73.
Cable Address "JUNIOR." eow



When writing to our advertisers please inclose the above.

J. W. PATERSON & BRO.,

TORONTO AND MONTREAL.

MANUFACTURERS AND IMPORTERS.

Roofing Material, Building Paper, Plaster, Cement, etc.

We have just received a large consignment of Best Quality English Portland Cement and Scotch Fire Brick, which we offer to the Trade at close prices. Please write for quotations.



ONTARIO.

Amherstburg—Pettypiece Bros., hardware, assigned to A. H. Hope, Hamilton.

Arkona—Pease, W., hardware, stock advertised to be sold by auction on 9th inst.

Campbellford—Dinwoodie, A. & Co., general store, assigned to Thos. O. Anderson, Toronto.

Petrolea—Craig & McLean, general store, assigned to Chas. Egan, Petrolea.

Winchester—Summers & Routh, general store, assigned in trust.

MANITOBA AND NORTH-WEST TERRITORIES.

Cartright—Johnson, A. L., general store, advertised business for sale.

Rapid City—Leflar, M. J., (Mrs. A. W.), general store, admitted Geo. D. McDonald. Style Leflar & McDonald.

QUEBEC.

Chambly Cantor—Courtemanche, J. & Co., general store, etc., dissolved, Dame Rosalie Gauthier, wife of Jos. Courtemanche, now registered proprietress.

Montreal—Gooley & Davey, plumbers, etc., dissolved; Robert, Louis, trader, assigned in trust; Tess & Co., mfrs office desks, etc., burnt out, partially insured.

Vaudreuil—Larivee, A., plumber, burnt out, not insured.

NOVA SCOTIA.

Dartmouth—Barry & Evans, boiler makers, dissolved.

Halifax—Stet & Co., plumbers, John U. Power admitted partner under the same style.

Port Hawkesbury—Hennessey Bros., general store, co-partnership registered, John P. Hennessey and R. B. Hennessey.

NEW BRUNSWICK.

Hartland—Thistle, Wm. E., general store, assigned.

Weldford—Geddes, Mrs. M. L., general store, offering to compromise.

TORONTO.

Robert Jordan, plumber, 641 Yonge street, is in difficulties. His assets, consisting prin-

cipally of plumbing stock and a few book debts, are placed at around \$3,000, with liabilities of \$7,000. An offer of 10c. on the dollar has been refused by the creditors, who will demand an assignment unless a better offer is made. Messrs. Keith & Fitzsimmons are interested to the extent of \$2,700, and among the other creditors are: John Morrison, Samuel, Benjamin and Co., W. B. Malcolm, and the Ontario Lead Works. Another meeting of the creditors will be held at an early date.

The creditors of the Colonial Umbrella Company met at the office of Messrs. Bain, Laidlaw & Co., on Tuesday afternoon, and talked the affairs of the company over. A statement was not ready, but the liabilities will be about \$5,000. Mr. Hickson made an offer of 25c. on the dollar for the assets, but this was refused.

FREE MINING MACHINERY.

Certain manufacturers of mining machinery are advertising that their goods are now admitted into Canada free of customs duties. This statement needs qualification. The item bearing on the subject reads:

Mining machinery, when imported within three years after the passing of this Act, which is at the time of its importation of a class or kind not manufactured in Canada * * (free).

Each importation of mining machinery has therefore to be dealt with on its merits. Since the change in the duty on this class of machinery, several applications have been received at the department for refunds of duties paid on mining machinery imported before March last, but the department has invariably refused these applications. The latest refusal applied to the Hussey-Vivian Company, which is mining nickel-copper at Sudbury.

Bond or Free

Advances made on Surplus Stocks.

R. CARRIE,
27 Front St. E. Toronto.
EOW

TORONTO TRAVELLERS' ASSOCIATION.

The City Travellers' Association of Toronto, held its first regular meeting in Room C. Shaftesbury hall, on Saturday afternoon. Forty-five new members were enrolled, representing the different branches of the wholesale trade. An election of officers resulted as follows: President, R. Maxwell; first vice-president, M. C. Lynde; second vice president, W. Sloan; secretary, J. Owen; treasurer, A. M. Piper; directors, F. Gallow, S. Huswitt, J. Mortimer, A. McBain, A. H. Lawson, F. Blackburn, F. McDonald, J. A. Mills, B. McCann, R. J. Woods, A. A. Graham, and C. J. Graham. A committee was appointed to draft a constitution and by-laws. The association will hold its next meeting on the afternoon of September 20, in Shaftesbury hall.

Important to the Paint Trade.

TORONTO, May 16, '90,

To W. H. COTTINGHAM,

Montreal.

Kindly send us one box MANDER'S CARMINETTE, per express at once for Toronto Street Railway Co. WE LIKE YOUR COLOR AND WILL USE NONE OTHER.

(Sgd.) J. J. FRANKLIN,
Supt. T. S. R'y Co.

E. R. C. CLARKSON

TRUSTEE AND RECEIVER

In affiliation with TORONTO,

JNO. B. CLARKSON

Temple Buildings, - - - MONTREAL.

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention

STORAGE

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,
 HAVE IN STOCK
 Linseed Oil, Castor Oil, Glue,
 and General Painters' Supplies.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

THE
 NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
 — APPLY TO —

THE MILLS, Campbellford, Ont.

Palace Range

— WITH —

— OVAL FIRE POT and BASE BURNER GRATE

— OR —

Duplex Grate and Square Fire Chamber.

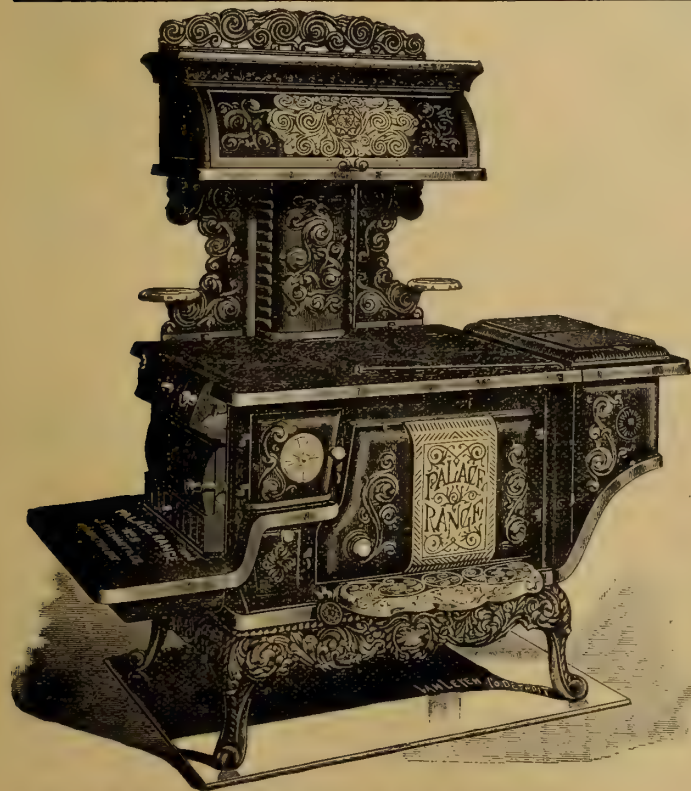
THE ONLY RANGE

With Interchangeable Fire Place and
 Grate using same water Front
 in both.

LARGE VARIETY OF SIZES AND STYLES.

EXTRA LARGE OVEN. PERFECT BAKER.

Sold by Leading Dealers. Send for Circular.



JAMES STEWART & Co., - HAMILTON, ONT.

TORONTO SHOW ROOM: J. BOXALL'S, 183 KING ST., EAST.

RULES REGARDING CEMENT

Eminent engineers are authority for the following important conclusions:

Cold water is probably not injurious, only as it retards setting.

All cements, when mixed with sand to a proper consistence for mortar, will fall to pieces if placed in water before setting has commenced.

Any American cement of good quality will, with one or one-half to two measures of sand, give a mortar strong enough for most engineering purposes.

Pressure while setting, with the degree of thoroughness of the mixing or gauging, the proportion of water used, and other considerations, may easily affect the results 100 per cent., or even much more.

American cement requires less water than Portland.

Sand retards setting, so that cement which, by itself, would set in half an hour, may not do so for some days if mixed with sand.

When one part sand is added to one part of cement, the strength is lessened one-half. Two parts of sand to one of cement averages about one-third the strength of pure cement. These for tensile and transverse strains.

The crushing strength does not diminish so rapidly.

Slaked lime retards the setting of cement.

After using in air, cement, or cement with sand, should be kept moist or watered until completely hard.

Walls of buildings are often built of cement concrete deposited between smooth-faced planks as a mould, the planks being moved upward as the work goes on. Cement should be nearly dry and tamped hard.

Post-holes running down below frost, and tamped full with concrete, are safe and economical supports for warehouses and similar buildings.

Concrete may be used in large masses under water, and, when properly put down, is found good for piers and shore protection. —Sanitary News.

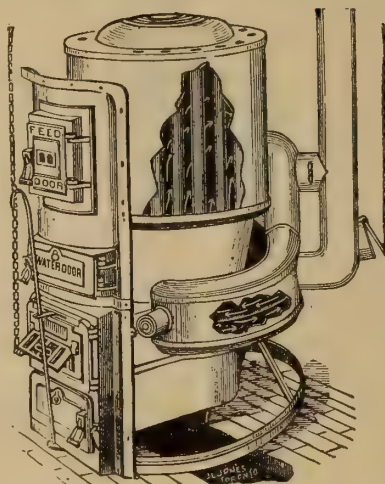
THE BEST FISHING TACKLE THE CHEAPEST.

The qualities of fishing tackle are as varied as the colors of the rainbow, and there are tackle dealers who will tell you that the split bamboo rod, which can be bought to-day as low as \$3, in a good, fair rod, and the purchaser, if he be an amateur, has no other alternative but to believe the tradesman, unless he seeks the advice of an expert who knows from practical experience on the stream that a \$25 split bamboo rod will see you through many an emergency, while the \$3 article will cause you no amount of trouble and annoyance. Just as the time comes for it to go through the test of strength, and respond to your skillful handling, then is the time for your pleasure to be destroyed and your faith to give out, as to merits of cheap

fishing tackle. Still it has been my experience to come in contact with scores of anglers whose dexterity is well known, but who cannot understand that when you cheapen the price, you must cheapen the quality. An experienced angler should know better. The cheap tackle has its place; it is increasing daily the ranks of the amateurs and making anglers, whose present income would not allow them to indulge in this sport, but who can afford to spend \$5 for an outfit to get a taste of fishing, and who, from then afterward, buy only the best. Again, cheap tackle does fairly well as a makeshift for a day or so fishing, or to loan to some novice who in his first experience and excitement, would smash the best bamboo rod as quickly as the poorest. But for the gentleman angler who knows how to "give the butt," nothing but the best will stand the strain, and any angler will see from my as-

sertion, that for the tests of time, in season or out, for your pleasure on the stream, the \$25 article is the cheaper in the end. Blood tells in horseflesh, and quality and skill of workmanship in angling implements. The cost of fine tackle is no higher than the cost of any good thing that proves its worth in the end.—Sporting Review.

Efforts are being made by the business men of Madoc for a closer connection with the C. P. railway, and by close connections with all passenger trains night and day at Ivanhoe station on that road by a cheap bus line. The Ivanhoe station is only a few miles south and connected by a first-class gravel road. A letter has been received by Mr. Wood in reply to the application, and it will in all probability be carried out. Express, mails, passengers and light freight can then be delivered by that line twice a day.



CLARE BROS. & CO.,

Preston, - Ontario,

MANUFACTURERS OF

COAL AND WOOD

Hot Air Furnaces and Registers.

12 STYLES, 40 SIZES,

BEST VALUE IN THE MARKET.

Estimates and Illustrated Catalogue sent upon Application.

Filling a Want.

The rapid increase in all branches of Industry and Art in Canada has found its fit expression in

THE SABISTON LITHO. AND COLOR PRINTING ESTABLISHMENT

The management in organizing their business laid down as a principle that there was room for a really

First-class Establishment

that would produce work equal to the best imported, and have secured a corp of Artists in the various branches of their business that ensures that result.

They confidently solicit from Manufacturers, Merchants, Bankers, and others requiring first-class work an opportunity of showing samples and quoting prices.

SPECIALTIES:

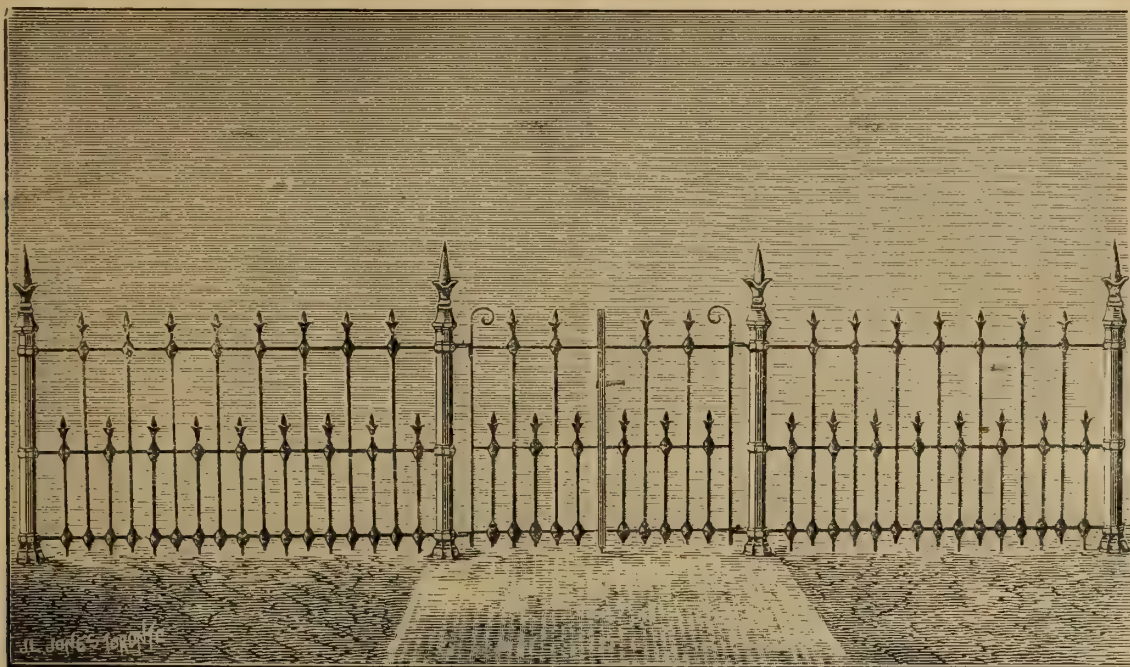
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RICHARD WHITE,
President,

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SHIPWAY MFC CO.,

**70-76 Victoria St.,
Toronto.**

MARKETS

TORONTO, Sept. 12, 1890.

Trade this week as was recently anticipated, exhibits a decided improvement. Travellers report more activity in the country and letter orders are more frequent and better. Merchants are expecting an increased business from the presence of a large number of merchants in the city to see the exhibition, but it is too early yet for trade to feel any impetus from this source. Cable advices from the British market are having a very perceptible effect upon prices in Canada. In all lines of metals great firmness is shown, and further advances are expected to follow the several rises in values that have lately taken place. The general feeling is that an active fall trade will be done at more satisfactory prices than have lately been ruling.

Payments are being fairly well met; in fact there has been an improvement in remittances in the past two weeks. Little or no grain is yet moving however, and until the marketing of this year's crop becomes general money is likely to continue scarce. The general trade in the country appears to be in a stronger position, as liabilities have been kept down as much as possible, and not the usual number of bankruptcies are to be noted.

IRON.

The Scotch iron market appears to be somewhat buoyant, which is having its effect upon this market. Reports from New York, however, report that this article is being ignored to some extent on the exchanges. Steel ship plates have advanced to £6 17s. 6d. at Barrow, but on other steel there has been little change. The consumption of iron in England is heavy

at present, and while large shipments are going out, merchants here are complaining that they cannot get prompt deliveries. English mail advices say :—

“The general feeling as regards the future is one of great hopefulness, though there seems to be considerable danger to the improvement which is looked for from labor disputes. At present there are 78 furnaces in blast, comparing with 81 at the same time last year. Stocks in Connal's stores are 670,000 tons, against 1,20,000 tons so held at the same date in 1889. Shipments continue large, and are 40,000 tons in excess of the corresponding period last year. The manufactured iron makers are booking orders more freely, notwithstanding that a rise of 2s. 6d. to 5s. a ton has taken place, mainly owing to the advance in the cost of pig and coal. A great deal of work has been brought before them during the last fortnight, a large proportion of which, however, they have not secured, either owing to shippers “limits” being too low or delivery being required over several months ahead, which, in the present state of the market, manufacturers feel it would not be prudent to commit themselves to. The steel makers report an improved demand, but quotations vary very considerably, firms who have a good supply of orders on their books asking in some cases 7s. 6d a ton more than those less fortunate. At Middlesborough stocks were down 1,300 tons on the week, standing at 90,000 tons, against 185,000 tons at the same date last year. Shipments have improved somewhat of late, though still 110,000 tons less than in 1889. The manufactured iron and steel makers are doing a steady trade; platemakers especially have secured a large amount of work recently. Prices have a marked upward tendency. From Staffordshire the reports are very encouraging, buyers on both home and export account being more disposed to make purchases. Galvanised sheets for the Colonies are in decidedly better request, and there is also an improved demand for tin plates.”

TIN AND TIN PLATES.

In tin plates very marked advances have

taken place, and orders going to England now will not be placed at figures that would enable sales to be made at to-day's prices. The demand, however, is not sufficiently large here to warrant the advances being followed too closely, still at no very distant date it is confidently expected that prices will rule higher and continue to remain so till July of '91, when the McKinley Bill comes in force. This will check for some time orders from the American market. One cable from London states that tin plates have been in good demand, and on actual sales 1s. advance has been made, bringing the actual trading basis up to the highest prices asked by makers last week. The market is in a strong position, and sellers express confidence in a still further rise, which is now asked.

Ingot tin remains steady at the advance, with not any decline. Consumption, however, is moderate, and stocks would seem to be ample for present requirements. The English market is looking stronger, but has been rather unsteady lately.

CANADA PLATES.

Canada plates, which merchants are particularly interested in at this season of the year, are meeting with the usual demand, and those who have not placed orders before this cannot do so now and make any money out of the transaction. In fact, the makers in England are so busy upon tin plates that they will not touch Canadas, unless they get what they consider a good figure. Recent advices show that only about 30,000 boxes have been purchased for the Canadian market at this season, whereas Canada demands over 60,000 boxes, and when it is taken into consideration that there was only a moderate quantity held over last year, present stocks can be viewed as a desirable commodity to make money out of a little later on.

SHEET IRON.

Galvanised sheet iron is in fairly moderate request. Stocks are ample to the immediate demand. Zinc spelter still being very high and the increase price of black sheets neces-

MARKETS—Continued.

sitates that makers advance figures about 10s. per ton.

COPPER.

This metal is exceptionally firm. Holders in Canada have put up the price on sheets about 1c. per lb over last week's figures. Yesterday's cable reports quoted a further advance of £2 per ton. In the English market there has been a brisk business, and the market remains very firm. The largest holders of supplies there have made heavy purchases, and the market has received additional support from the covering of short sales. Consumers have bought largely.

LEAD.

Lead has been advancing steadily for the past seven or eight days. In England £13 per ton was the ruling price for some time. It has now reached £13 10s., with cable instructions to avoid contracting for large lots without first consulting the market.

ZINC AND SELLER.

Sheet zinc and spelter are £1 dearer. The trade look upon the price as high, but as there is practically a monopoly in this article any immediate decline does not seem probable.

ANTIMONY.

The demand in Canada appears to be on the increase, but prices are unchanged, while stocks are light. In New York 19½ to 20c. is asked for Hallett's and 22 1-4 to 22 1-2c. for Cookson's. Cookson's sells here at 21 to 22c., and other brands at 19 to 20c.

SCRAP METALS.

The market here is quiet and without much feature. No wrought scrap is being sold as holders refuse to let go at the present price, which is around \$15 per ton. There is a rather better demand from foundries for cast scrap, and it is coming in slowly. A report from Montreal says that a big enquiry has been experienced for cast scrap, \$18.50 has been paid for a lot, with bids of \$18 refused; also that No. 1 wrought is firm at \$18.50 to \$19. Dealers here, however, state that they are not offered more than \$17.50 for wrought scrap from Montreal. Paper stock is practically unsaleable, and rags are away down. Scrap copper and brass are without feature. Dealers prices are as follows: No. 1 heavy scrap, 60 per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 25c.; new scrap copper, 10c.; heavy scrap copper 10½c.; old copper bottoms, 8½c.; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 9c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2½ to 2¾c.; country mixed rags, \$1 to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

STEEL RAILS.

A cable says: Only a moderate business passing a little change in prices. Heavy sections quoted at £5 and light sections £5 15s. to £6, f. o. b. at N. W. England shipping point.

PAINTS AND COLORS.

Business in this line is still rather quiet. Prepared paints are moving slowly, but there is a fair average demand for them. Linseed oil is firm and in good demand. It is higher in the English market, being cabled at 25s. 6d per cwt., and the price of seed has also advanced in Calcutta. Stocks here are getting low, and very little fresh stock is coming on the market. The Canadian crushers are reported to have made large contracts with a firm in Montreal for oil, which will leave a smaller quantity to deliver in Ontario. Dealers are looking to the Manitoba crop of

seed as being likely to have some effect upon prices. Present prospects are that a very large crop will be harvested, the only danger being frost within the next few days. Turpentine is without feature. Stocks are low, and receipts of fresh supplies are light. Dry whitelead is firm. English makers have advanced prices 5s. per ton in the last few days, and are independent about placing orders for fall deliveries. The market for castor oil is very firm. Shipments from Calcutta have been much delayed, and the market is almost bare of stock.

CEMENT.

There is nothing new to note in the cement market this week. There is enough received to supply the trade. Round lots sell at \$2.20 for Portland and \$1.10 for native. Fire brick is \$20 to \$25 per 1,000.

HIDES, ETC.

HIDES—Are unchanged. No. green are 7c., and No. 2 are 6c. The supply is low, and the market is strong. The season for more abundant stock is now drawing nigh.

TALLOW—Rough is 2c., and rendered is 5½c.

WOOL—Is easy at 21 to 23c.

MONTREAL

MONTREAL MARKETS.

SEPT. 11, 1890.

IRON AND HARDWARE.

The firmness to the market continues, but buyers are still actuated by a holding back policy, which we think is erroneous. There has been a fair business during the week in car load lots, ex wharf, at firm prices. Pig iron rules firm, and the stiffness that we have previously noted is fully maintained. In other lines the market does not show any alteration, except that the generally firm feeling we have noted is upheld. Carnbroe has changed hands at enhanced prices, viz: \$20 per ton, and Summerlee of equal brands could not be moved for less figures.

PAINTS AND OILS.

The market is unchanged from the position of a week ago, and with the advance of the season the feeling is firm. Colors show no change and a fair jobbing enquiry is noted at prices quoted. In oils the feeling is firm.

NAILS.

The nail market is without change except that the firm feeling we have noted prevails, and there is no concession allowed in the present feeling of the market. Makers report a fair business.

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	....	2 45
8 dy to 9 dy, " "	....	2 70
6 dy to 7 dy, " "	....	2 95
4 dy to 5 dy, Am. pat	....	3 20
3 dy fine hot cut, " "	....	5 45
4 dy to 5 dy, cold cut, Can. pat.	....	2 95
3 dy, cold cut, " "	....	3 45
2 dy, hot cut, nails " "	....	5 65
Steel Wire		
Cut Nails Nails		
10 dy to 60 dy, per keg	.....	\$2 55 \$3 15
9 dy " " "	.....	2 80 3 75
8 dy " " "	.....	2 80 4 10
7 dy " " "	.....	3 05 4 40
6 dy " " "	.....	3 05 4 70
5 dy " " "	.....	3 30 4 70
4 dy " " "	.....	3 30 5 00
3 dy " " "	.....	4 05 6 00
3 dy fine " " "	.....	5 55 7 25

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 45
4 dy @ 5 dy, per keg	.....	3 70
6 dy @ 7 dy, " "	.....	3 45
8 dy @ 9 dy, " "	.....	3 20
10 dy @ 30 dy, " "	.....	2 95
Cut spikes, " "	.....	2 70

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	.....	\$4 75
1 " " "	.....	4 45
1 ½ " " "	.....	4 15

Finishing nails 70c. per keg over same size hot cut, viz., from \$6.40 for inch to \$3.45 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.40 for 1-inch to \$3.20 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$6.90 for 1-inch to \$3.70 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand 50 per cent. discount, for small lots. P. B. & Co. brand 50 per cent. of list for small lots. Large lots 50 four months, with 5 per cent off for cash in 30 days.

GLASS.

As expected there has been no change in glass, and prices rule unchanged at former figures at \$1.40 to \$1.50 for first and \$1.50 to \$1.60 for second break.

CEMENT AND FIRE BRICK.

Business in cement continues quiet. Old contracts are being filled, which has caused a temporary scarcity, but the volume of business has been smallest of the season. Large stocks, however, are daily expected, which will last the market somewhat. We quote: English brands at \$2.45 to \$2.50, and Belgian \$2.35 to \$2.50. Firebricks are firm under a good demand at \$20 to \$26 per 1,000.

PETROLEUM.

Dealers in both American and Canadian petroleum report a brisk trade moving, there being a steady increase in the demand as the season advances. Prices are firm as follows:—American, 23c. in car lots, 23½ to 24½c. for smaller quantities. Canadian, 13c. at Petrolia in car lots and 15½c. in Montreal; smaller quantities, 16½c. American benzine is quoted at 23½ to 25c., and Canadian at 14½ to 15c.

NAVAL STORES.

Business continues very quiet in naval stores. Turpentine is steady and slightly firmer at 62c. to 64c. but coal tar is stronger, prices being advanced 25c. We quote: Turpentine, 62 to 64c.; rosins, \$2 to \$4.25, as to brand; coal tar, \$3.65 to \$3.80; cotton waste, 5½c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c. and cotton oakum 10 to 12c.

John Wanamaker says: "I never in my life used such a thing as a poster, or dodger, or handbill. My plan for fifteen years has been to buy so much space in a newspaper and fill it up with what I wanted. I would not give an advertisement in a newspaper of 500 circulation for 5,000 dodgers or posters. If I wanted to sell cheap jewelry or run a gambling scheme I might use posters, but I would not insult a decent-reading public with handbills. The class of people who read such things are poor material to look to for support in mercantile affairs. I deal directly with the publisher. I say to him, 'How long will you let me run a column of matter through your paper for \$100 or 500?' as the case may be. I let him do the figuring, and if I think he is not trying to take more than his share, I give him the copy. I

lay aside the profits on a particular line of goods for advertising purposes. The first year I laid aside \$3,000; last year I laid aside and spent \$40,000. I have done better this year, and shall increase that sum as the profits warrant it. I owe my success to the newspapers, and to them I shall freely give a certain profit of my yearly business."

CHARTERED BANKS.

The following is a list of the banks in Canada acting under a Dominion Government Charter:

ONTARIO.

Bank of Toronto.	Imp'l Bank of Canada.
Can. Bank of Commerce.	Traders' do
Dominion Bank.	Bank of Hamilton.
Ontario Bank.	Bank of Ottawa.
Standard Bank.	Western Bank of Can.

QUEBEC.

Bank of Montreal.	Merchants Bank of Can
Bank of B. N. America.	Banque Nationale.
Banque du Peuple.	Quebec Bank.
Banque Jacques Cartier	Union Bank of Canada.
Banque Ville Marie.	Banque de St. Jean.
Banque d'Hochelega.	Banq. de St. Hyacinthe.
Molson's Bank.	East. Townships Bank

NOVA SCOTIA.

Bank of Nova Scotia.	Halifax Banking Co.
Mer. Bank of Halifax.	Bank of Yarmouth.
People's Bank do	Exch. B'k of Yarmouth
Union Bank do	Com'l B'k of Windsor

NEW BRUNSWICK.

Bank of N. Brunswick.	People's Bank.
St. Stephen's Bank.	

MANITOBA.

Commercial Bank of Manitoba.

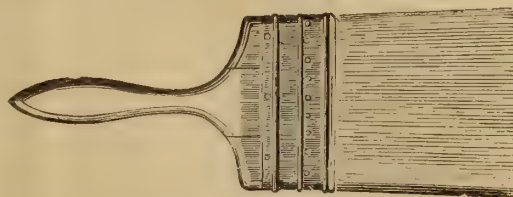
BRITISH COLUMBIA.

Bank of British Columbia.

THE LONDON BRUSH FACTORY,

61 and 65 Dundas Street,
MANUFACTURERS OF

EVERY KIND
OF
BRUSHES
HANDLED BY
HARDWARE
TRADE



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OF
CARPET
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THE MANUFACTURERS' LIFE INSURANCE COMPANY AND THE Manufacturers' Accident Insurance Company.

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Authorized Capital, \$2,000,000 and \$1,000,000 respectively.

Most Liberal and Varied Forms of Life or Accident Policies Issued. Life Policies incontestible on any grounds whatever after three years.

PRESIDENT :---Rt. Hon. Sir John A. Macdonald, P.C., G.C.B.

VICE-PRESIDENTS : { GEO. GOODERHAM, Esq., President Bank of Toronto.
WM. BELL, Esq., Organ Manufacturer, Guelph.
S. F. MCKINNON, Wholesale Milliner.

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Illustrations for Newspapers.
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From Original Drawings.
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Our Specialty, Phototype.
Or. Halftone Engraving.

If cheap work means
... poor work
we do not do cheap
work.
But if cheap work
... means big value
for little money
we do cheap work.

CIRCULAR AND PAMPHLET ADVERTISING.

A CANADIAN correspondent, in debating the question of pamphlet advertising in PRINTERS' INK a few weeks ago, made the assertion that pamphlets, even though properly addressed, frequently did not reach their destination, but remained piled up in the corners of the country post-offices until they were old enough to sell to the paper mills. This letter came under the notice of the Postmaster General, who considered it a slur upon the postal system and directed the District Inspector to call upon the writer and either clear the Department of the odium or remedy the evil if it was actually found to exist. PRINTERS' INK correspondent now writes: "I proved to the gentleman's satisfaction that the evil was genuine, but not confined to Canadian post-offices, as the same thing was going on just as regularly in Uncle Sam's domain, and I showed him also that it could not be remedied. The emoluments of country postmasters are not sufficient to enable them to have suitably arranged offices, extra clerks, full compliment of letter and newspaper boxes, etc., which would be needed for the proper distribution of the flood of books, pamphlets, calendars, almanacs and sample papers which continually pours into every post-office."—Printers' Ink.

Toronto File Co.'s Works,

99 NIAGARA ST.

BERTRAM & Co., - Proprietors.



MANUFACTURERS OF

HIGH CLASS FILES AND RASPS,

Guaranteed equal, if not superior, to those imported from England and the United States. Using only special steel, all files stamped Toronto File Co. are warranted to give satisfaction.

PROMPT ATTENTION will be given to letter orders, and SPECIAL DISCOUNT from list price on application.

ADDRESS,

BERTRAM & CO.,

76 Wellington St. W.,

TORONTO

THE AMERICAN APPRENTICE.

Although the American apprentice is more or less an imaginary quantity, since the system under which he formerly lived has gone out of existence, the term, nevertheless, may be used to designate what ought to be an important division of the country's population. We mean young men who are learning trades. It is not likely that the regular apprentice system will ever be revived, for, as may be discovered from reading the indenture papers published in *The Metal Worker* a week ago of an old time plumbing apprentice, it would be quite impossible to impose such conditions on the American youth of the present day. The difficulty met with just now is, however, that with the decadence of the old system there has been no corresponding growth of a new system or substitute. Modified plans of the old apprentice plan have been tried, but with no marked success, the principal hope at present resting in the trade schools that are gradually coming to play an important part in the industrial economy of the country. When such schools started they were looked upon by many as advanced kindergartens, and it was not considered that any really valuable instruction could be gained at them. Little by little they have progressed, however, from the standpoint of the mere manual training schools, until at present some of them turn out a very excellent lot of journeymen. In their highest development all the trades will have their respective places of instruction, and the certificate of graduation will be equivalent to the papers formerly granted to indentured apprentices at the end of their term of service.

There is, perhaps, no one whose name is more intimately associated with the apprentice question and the advance of American youth than Col. R. T. Auchmuty, who is also well known in connection with the New York Trade Schools, which he founded. In a recent address, delivered before the American Social Science Association, Colonel Auchmuty had much to say on trade schools. He pointed out that the old apprentice system cannot be revived, for the simple reason that the conditions under which it existed have ended. In the existing state of the world few conscientious master mechanics would assume the responsibilities that would devolve upon them under the old apprentice laws, and, furthermore, no respectable parent would bind his son to a master for a long term of years under the rigorous agreement formerly entered into. The sense of independence is too strong nowadays to permit such a system of industrial servitude to continue. Later on the speaker referred to the present demands of labor organizations as being so unreasonable, and added "that these organizations, often composed of, and usually controlled by, foreigners who are earning high wages, from which they seek to exclude our countrymen, make submission to trade

union apprentice rules a discredit to American manhood." The patriotic tone that pervaded this address of Colonel Auchmuty is wonderfully refreshing, when we hear so much about the obligations to a fellow countryman. The speaker pointed out that the question of the moment is whether within the American Republic there is to be established another government of knights, of federation and of supreme councils, sitting in secret, judging in secret and issuing decrees that must be obeyed at the peril of life and property. "Trade unions, all admit, are necessary," he said, "for the protection of the wage earner, but what is wanted is trade unions controlled by Americans, and not, as at present, by foreigners. Barriers have been erected against the entrance of our countrymen into the trades, while the foreigner is made welcome. Let us have manhood enough, we have enough, to throw these barriers down. It cannot be done easily, but the time has come to try to do it. Our young men, the graduates of our public schools, stand on every street corner begging for the privilege of being allowed to work in the land of their birth. Fill the workshops with them. They will then control the trade organizations and labor difficulties will disappear, for intelligent, well educated American workmen, while maintaining their own rights, will respect the rights of others."—*The Metal Worker*.

THE BUSINESS TAX IN HAMILTON.

The business tax question was discussed on Thursday evening, the 4th inst., at a meeting of the Hamilton finance committee, specially called for the purpose. Two deputations attended—one representing the board of trade, in favor of exempting the merchants, personally, from taxation, and one from the freeholders' association, opposed to the proposition. The gentlemen from the board

of trade were: President John Knox, George Roach, George E. Bristol, A. T. Wood, W. H. Gillard, W. A. Robinson, Alex. Turner, F. W. Fearman, Chester Fearman, and R. B. Skinner. Prominent among those from the freeholders' association were: M. Brennan, president; Thomas Mitchell, E. Martin, Q. C., D. Kelly, C. W. Meakins, George F. Jelf, George M. Barton and Wm. Kavanagh. President Knox, in the course of his address, said that the present system of personal property taxation was unjust and unfair to the merchants, as they occupied the most valuable buildings and land in the city, and paid both rent and taxes. The merchants had no desire to evade their just share of the taxes, but the personalty tax was an iniquitous tax, and levying it was practically fining the mercantile community for doing business in Hamilton, and tended to drive them out of the city. Speeches in favor of the adoption of the business tax were also made by Messrs. George E. Bristol, vice-president of the board of trade; W. H. Gillard, George Roach, A. T. Wood and R. Skinner. In reply to a remark made by A. T. Wood, Ald. Copp said there was a great difference between the merchant and the manufacturer. The merchant could sell anything in his store, but the manufacturer had to invest his money to a great extent in unsalable property. If the manufacturers were to remove from Hamilton the prosperity of the city would be destroyed. E. Martin, Q. C., M. Brennan, Thomas Mitchell and George R. Jelfs acted as spokesmen for the freeholders' deputation, and opposed the business tax scheme as unjust to the rest of the community. After the debate ended and the deputations withdrew, the finance committee decided to obtain the city solicitor's opinion on the business.

Work can always be found in a store without a double-million microscope

A reputation for truthfulness is indispensable to permanent and satisfying success.





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IMPROVED PATENT ASBESTOS FLOOR & PARTITION CROCKS.



These CROCKS are light, Easy to fit and Thoroughly Fireproof, and wherever known have taken the First Place in the Market

PATENTEE AND SOLE MANUFACTURER,

A. Fairgrieve

Office and Factory,
128 Richmond St., W.
TORONTO.



GOLDIE & McCULLOCH'S SAFES

Have now a world-wide reputation. Their Fire Proof Safes have resisted the hottest fire in the biggest conflagrations, and their Burglar Proof has repeatedly foiled the burglars; their security is unsurpassed on the Continent. A large stock kept at the warehouse of

GEO. T. BOSTWICK,
24 West Front St., Toronto.

A Second-hand Safe for Sale Cheap.

JAMES MORRISON,

MANUFACTURER AND WHOLESALE DEALER IN

ENGINEERS AND PLUMBERS' BRASS WORK.

Iron and Brass Valves, Inspirators, Injectors, Ejectors, Revolution Counters, Engineers' Clocks, Steam and Hydraulic Gauges, Wrought Iron Pipe and Fittings, Soil Pipe and Fittings, Lead Pipe, Sheet Lead, etc.

Also keep always in stock full lines of

Sanitary Earthenware, Water Closets, Wash Basins, Etc.

MORRISON BRASS WORKS, ADELAIDE ST. WEST, TORONTO.



If you have a heating contract in view, get our prices before closing--it will pay you.

Cast Iron or Steel Furnaces.
Coal or Wood.

Identify yourselves with one line of First-class Stoves and you will control the trade of your Town. Our stoves are known from the Atlantic to the Pacific.

Coal Hods, Stove Boards, Registers, Elbows, Lanterns.
If you have not received copy of our new catalogues, Stoves, Furnaces, Tinware, please write our nearest house.

The McClary Manufacturing Co.

LONDON. TORONTO. MONTREAL. WINNIPEG.

Toronto Plate Glass Importing Co.

Highest Award, Toronto, '87



For Mirrors and other Glasses

TELEPHONE 1599.
CABLE ADDRESS, "PLATE." }

55 Victoria Street, - - - Toronto, Ont.

GLASS IMPORTERS,
Bevellers and Mirror Manufacturers.

Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

VISITORS TO THE TORONTO EXHIBITION

Are invited to make use of our store, 11 Front Street West, for writing and mailing their letters and leaving their parcels or valises.

We will not exhibit this year having been fully occupied since taking over our present store putting in stock and getting samples ready.

Our Travellers will be in attendance at the store and will be glad to see their customers, to whom we extend a hearty welcome to call.

THOS. DAVIDSON & CO.,

Head Office and Works: **MONTREAL.**

11 Front St. W., **TORONTO.**

LIMITED PRICES.

As human nature is the same all the world over, so are the vicissitudes of business and the obstacles and evils with which merchants have to contend in a great measure similar in all civilized countries. Therefore it would not be surprising to find retailers in Great Britain combatting the same trade evils which have aroused the hostility of the retail trade in this country, and seeking as eagerly as the latter for the most effective remedies. A perusal of our English exchanges from week to week convinces us that this is the case, and that such subjects as early closing, the competition of cutters and of big universal stores, etc., are attracting as much interest in the retail associations there as they have attracted here. It was not long ago that the subject of the cutting of prices on proprietary articles was brought up in one of the retailers' associations in this vicinity, and resulted in a resolution appealing to the wholesalers' associations to co-operate with the retailers in a demand that manufacturers should refuse to sell storekeepers who cut prices beyond a profitable limit. Other associations in this State have tackled the same subject, the steady encroachments of big dry goods stores by the sale of proprietary articles having cut deeply into the profits of the regular trade in such stock, and threatened his very existence. Many remedies have been suggested, but so far nothing has been effected, and the cause of irritation still exists. At a recent meeting of a Southampton, England, trades association an animated discussion took place on this same subject, and the speakers, with scarcely an exception, attacked the policy of masterly inactivity by which the manufacturers of proprietary articles have been governed, while the prices of their goods have been cut to an unprofitable level to the injury of the trade in general. It was also generally agreed that it was the duty of such manufacturers to protect their customers against loss by fixing the lowest limit at which their goods should be sold. It appears that there are in England, as in this country, a number of exceptions to the class of firms of whom the trades complain, and that several well known houses have fixed a limited price on their goods, which has effectually stopped the cutting practices, but they are unfortunately in the minority, hence the necessity for some action being taken by the retail trade. One speaker at the Southampton meeting, after some animated remarks, concluded thus:

I may add, by past experience, many firms have done and are doing much to put an end to this reckless way of trading. I might cite the names of many firms who have most effectually stopped cutting. Gentlemen, we know it can be done, and the time has come when we must demand this reasonable support, and, if refused, let all the trades unite together not to have any more transactions with such firms, for, I maintain, any house

who will not raise their voice against the style of trading I have mentioned should be driven out of every town in the country. Let us not rest with folded arms any longer, but let us unitedly, do all in our power to crush the enemy in our midst, and in so doing we shall confer lasting good upon an important section of the trade of this country and this town, which has of late years resorted to so many shameful practices to get together a business. I am glad to hear that some of the associations in the country are uniting their efforts, and I hope and trust that the day is not far distant when all will be united in one strong band; then many of the most difficult questions of our day will be solved, and we shall not be fighting against each other, but all striving to promote the general interest of the trade, which will be for the benefit of the individual.

In the latter portion of the foregoing extract is revealed the solution of nearly every problem with which retail merchants in every country ever have had or ever will have to grapple. Price cutting, early closing, the collection of debts, the protection of the trade from dead beats, and nearly every difficulty or evil that has baffled the merchant class, all will be speedily removed or settled when once the trade becomes solidified into a strong association for mutual protection. Difficulties which now appear absolutely insurmountable to American merchants will dissolve like snow before the glowing beams of the sun, when every town and city in the United States has its merchants' organization, tributary to a State association, and the latter in turn to a national organization. It has been said that if the horse only knew his own strength and the weakness of man, the latter would be deprived of a very useful servant. It seems to us that the retailers of the United States resemble in one respect the noble animal, inasmuch as they appear to be unaware of the enormous power they possess when banded together for all laudable purposes.

ON THE BRIDGE OF DEBTS.

The "credit system," as it is ordinarily known nowadays, appears to belong to an advanced state of society, and be impracticable under certain conditions of life, but it is in use, nevertheless, in some very primitive communities. In the valley of Possey, in the Austrian Tyrol, where the Alpine inhabitants lead a simple life, practically all business and work is conducted on credit, subject to annual settlement. On a certain day in winter the inhabitants of the valley meet at the bridge of St. Leonard's, a place which is convenient to all, and the day is spent in balancing accounts.

The first business in order at these meetings is the payment of debts. Every one pays what he owes; some depend upon what they collect to meet debts owed to others, but the inhabitants of Possey are thrifty and

honest, and there is usually money enough to go around.

The bridge of St. Leonard's, in other words, is the clearing house of the valley of Possey.

After the debts are paid, contracts are entered into for the next year. Labor engaged itself and the farmers crops are often bargained for in advance.

If any debtor fails to appear at the bridge and meet his dues on the "squaring-up" day he is practically cut off from further dealings with the other inhabitants of the valley. No more credit is allowed him, and he is generally fain to re-establish himself in the good will of his fellows by paying his debts as soon as he possibly can. To be able to hold up one's head on the bridge is the test of solvency and honor.

There is a tradition in the Tyrol that once, a long time ago, after a year of scarcity and disaster, the inhabitants of the valley of Possey met at St. Leonard's bridge. Each one owed some one else. Consequently each depended upon being paid by his neighbor who owed him, in order to be able to pay his neighbor whom he owed.

But as no one appeared to have any money no one's debt could be paid. The people stood about in despair, until presently a well-to-do miller, who was known to have money, arrived.

"Good!" said Hans Melchior, the tailor, "Here is Wilhelm Gutpfennig. He will start the ball rolling. Whom do you owe, Wilhelm?"

"No one!"

"So? Well, will you lend me forty gold thalers until noon?"

The miller thought the matter over a moment.

"Yes," he said. "I believe you are honest, Hans Melchior. I will lend you the money."

He advanced forty thalers to Hans, who used it to pay his debt to Pletter the weaver, and Pletter the weaver, passed it on to discharge his obligation to another citizen, and so it went from hand to hand discharging the very moderate debts of the Possey inhabitants until it came to the last man, happened to owe Hans Melchior just forty thalers. He paid it of course, and with it Melchior at once settled his debt to Gutpfennig the miller.

Now since the miller had paid himself out of the grists as he went along, and was owed by nobody, his forty gold thalers had paid all the debts in Possey, and every one else had come to the bridge in the morning moneyless, every one went home in the afternoon solvent and happy!—N. E. Crocer.

Soap and water are cheap, but soil on goods is expensive.

Goods conveniently located save time, money and temper in showing.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

You can lose more than we do by not subscribing for this paper.

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Steam and Water-Power Pumps

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INDEPENDENT AIR-PUMP CONDENSERS

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High Pressure Steam Engines,
MARINE AND STATIONERY.

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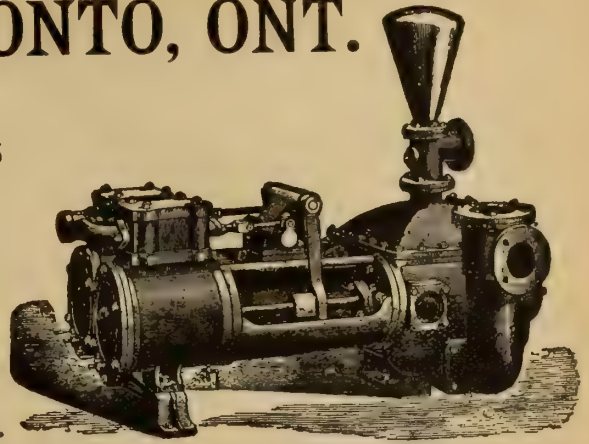
—IN—

FUEL AND POWER

GUARANTEED.

Prices and particulars on application.

OFFICE AND WORKS: Corner Front and Parliament Sts.



STOP THE LEAKS.

With the result of leaks about boilers and engines so well known, it is certainly strange that so many of them are to be found. About a boiler a leak begins immediately to waste away the material, the rapidity with which this wasting process goes on appearing to be controlled to some extent by the quality of the water used; it goes on, however, whatever the quality of the water. Sheets are thinned down, and rivets are nearly destroyed, till often the danger of an explosion becomes imminent.

It is not always at the place of the leak that the greatest damage is done. The water from the leak may find its way to some part of the boiler resting upon a support or to some part against which the brickwork rests, and although the leak may be small, the shell may be rapidly washed away.

Not long since, we saw a boiler that was solidly covered with asbestos. A small drip appeared at the bottom of the boiler, and, owing to the inconvenience of coming at it, and the desire to keep steam on all the time the leakage was permitted to go on. Finally the boiler was blown off and a search made for the leak, which was several inches from where the drip appeared. It was found that for a spot about twice as large as the hand, the shell—of iron—was eaten away to one-half its original thickness.

It is proper to say that the asbestos had nothing to do with the corrosion; it would have been the same with any other covering. The trouble was not with the covering at all, but in the fact that the insignificant leak had been permitted to get in its work for two months or more.

Flanges riveted to boilers sometimes get leaking slightly, and, especially if on the under side, a slight leak may go on for some time unnoticed, unless such places are systematically examined. The result is frequently a serious weakening of the shell under and around the flange. There is no time so good

for stopping a leak about a boiler as when it first appears. It is both cheaper and safer to stop it then.

Leaks through the stuffing boxes of steam engines score the rods, and in time make it impossible to keep them packed tight except they are put under enormous friction. It is only fair to say, in this connection, that some steam engine builders make so little allowance for stuffing boxes that it is well on towards impossible to keep them packed against leakage. But every effort should be made to find some way of so packing them.

Leaks around joints—cylinder heads and chest bonnets, and the like—soon eat away the metal, bringing about a condition difficult to contend with. The moral is: Stop all leaks around boilers and engines, not alone, or principally, perhaps, for the steam wasted, but for the damage such leaks will do.—American Machinist.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

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Send Ten Cents to the **HARDWARE PUBLISHING Co.** for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods."

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Electric Supplies for Electric Lighting, Electric Bells, Wire Annunciators. Contractors for Electric Work.

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IT SAVES LABOR, TIME AND CLOTHING.

As the hands do not come in contact with the water, chapped, scalded and sore hands are avoided. The mop being wrung at arms length there is no stooping or straining of the back or shoulders. The hands are not soiled or disfigured by the wringing of a filthy, greasy cloth. As the clothing is not drenched or disfigured as in ordinary mopping no special preparation is required.

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Best Foreign Brands.**

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CIRCULATION.

Three principal things are to be considered by the advertiser in investigating any class of trade journals. These are, 1, quantity of circulation; 2, quality of circulation; 3, character and grade of the editorial contents of the paper. Each of these influences affects the value of the medium for advertising purposes. In considering the class of papers now before us we cannot help the reader in the least under the first of these heads. With trade papers at present, as with many of the daily papers, circulation books are practically sealed to the public. Some daily papers are making exception to this rule, and perhaps the time will come when the trade papers will follow suit. But so long as the average advertiser is ready to be gulled by the latest and largest story which the advertising solicitor can tell, just so long will the condition of the trade press be such that reputable publishers cannot afford to make their circulation public. Whenever an honest publisher states the actual circulation of his periodical it is only a challenge to the dishonest publisher of a rival paper to go one or more better. While telling a lie, why not tell a big one? This seems to be the rule with some at the present time, and accordingly figures are big. We were not at all surprised to receive, in answer to our letters of inquiry, from all the more prominent and the most influential publishers in the entire list, a polite declination to name circulation figures for publication. Appealing to the newspaper directories and to the advertising agencies gave us no help. In fact, so ridiculous was the table after we had it made, based upon different directory ratings, that we decided not to publish it. Where we had statements, as we did have in a few cases from publishers, their assertions and the guesses of the directories were so much at variance as to be beyond reconciliation. Singular though it may seem, some of the directories were above what even the publishers claimed, generous as the latter appeared to be. For the most part, however, the reverse of this statement was true. The reader, therefore, so far as we are able to help him, is left to the other two heads—viz: The character of the circulation and the grade and the class of editorial contents. In a certain sense these two things are one and the same. A paper that has an excellent selection of articles of a high class, which are of interest to the best men in the trade, may be assumed to have a high-class circulation, whatever the quantity may be. On the other hand, a paper that is second class in all that it does cannot readily be supposed to number first-class people exclusively among its readers.—The Office.

HOW ARTIFICIAL ICE IS MADE.

In order to understand the operation of ice making by machinery it is necessary to comprehend some of the well-established phenomena of heat in relation to gases, fluids and solids, says the St. Louis Mechanic and Tradesman. Air, for instance, is the most common of gases, and, as it is known, becomes heated when compressed. In this

compressed state its heat can be more readily removed than when at its normal degree of expansion. Then, again, when allowed to re-expand it is in condition to absorb a large amount of heat from any solid or fluid with which it comes in contact. Hence a simple method of freezing is produced by compressed air. Thus, say three cubic feet of air at the normal pressure of 1500 pounds per square inch, with a temperature of 75° Fah., when compressed to one cubic foot will show a temperature of about 223° Fah.

After it has been allowed to cool sufficiently to regain its normal temperature of 75° Fah., it may be allowed to re-expand to the original three cubic feet, when its temperature will fall 25° Fah.—below freezing—and if permitted to lead into the receiver containing water the heat of the water will be drawn into the air, and if the volume of water is not too large it will soon be frozen in consequence. Of course a greater degree of compression will cause a correspondingly lower temperature in the re-expanding air and affect a larger body of water proportionately. There are other gases which are far greater refrigerating agents than air, hence the employment of ammonia and other chemicals by the various processes covered by patents. The basis of all operation, however, is the heating of gases by compression, as in this case of atmospheric air, and allowing it first to cool and then to re-expand. This calls for very powerful compression machinery, a tremendous pressure and proper conducts for the protection of the expanded air and very cool gas.—N. Y. Hardware.

THE IMPLEMENTS OF THE TABLE.

The implements of the table as used in modern times have each and all their own particular history. If their service is common their evolution is historic. The knife and fork, the spoon and the plate, the cruet, the tumbler and the toothpick have slowly matured into the furniture of gastronomy, since Adam dined without a napkin and mother Eve used her fingers for a fork. Decency in diet, and economy of time and gravy, and certain artistic qualities that assist digestion by pleasing the eye, have evolved the modern dietary implement. The table service of a duchess and the silverware of a millionaire are monumental of art, beauty, service, and the elegance by which even a common potato can find its way to the mouth of the stomachic sack.

The primitive man was innocent of these accessories. His cutlery was a sharpened stone, his fork his digits, and his spoon the palm of his hand. The little trident on which we impale our potatoes was not known even in ancient Greece, and there is no equivalent in its classical vocabulary to convey the idea of the modern article.

France to the end of the fifteenth century depended on its fingers when a knife or a spoon failed to lift the leg of a fowl or a section of pie to a line with its mouth, and when the fork was introduced as an article of table furniture it was for a long time at a safe dis-

tance from the mouth and the welcome of the suspicious Gaul. In 1611 a certain Tom Croyat brought the new addition to domestic cutlery from Italy to England and the British beef eaters dubbed the unfortunate importer a "fursiver," that is, a man of the fork.

The original spoon was a hollowed hand and next in order came the concave shell. Rome, Greece and Egypt had in their palmy days some knowledge of the full-blown spoon, but the primitive spell with a handle attached was generally used in Europe till the fifteenth century, and it was not till the reign of Louis XV, that the silver spoon found its way to the tables and tea cups of the rich.

The plate was originally of wood. It was a dead level and refused to hold fluids. On this pancake basis the wandering gravy was kept in decent limits by pieces of bread arranged round the edge to act as absorbents and reservoirs, which when of no more service for suction were given to the waiter or the cook as a delicacy. The China plate was introduced into Europe during the Middle Ages. It was imported from the East, and when decorated with hieroglyphics was supposed to possess certain magical qualities and to cloud over or change color when poisoned food was put on the sensitive crockery. The good people in those days were admirable eaters and good poisoners. They could get away with mutton and humanity in quick time, and escape colic and conscience, with equal grace, and so prevalent was the fear of being poisoned that to detect the deadly drug it was the practice to dip the tooth of a serpent or a splinter from the horn of a unicorn in the suspected mess of pottage and the flagon of old wine. The ladies and lords of that age had their meals served in padlocked boxes, in which everybody kept his own knife and spoon. Saint Simon, a contemporaneous writer of those "good old times," says: "The king of England sat down, with the queen on his right, and our king on his left, and they all had their padlocked boxes by their side." It is not to be wondered at that the China plate became popular when supposed to possess the virtues of a poison detector. The metal plate that developed an elevated ridge along its edge was in use long after the aristocratic dinner ware of the Chinese and Japs came across the sea, but it has gone out of date in the modern catalogue of table implements.—The Age of Steel.

James White has about completed his new foundry in Madoc. Business is good with him and promises to be better.

SECURITY

LOOK FOR IT,
WAIT FOR IT,
IT WILL PAY YOU.

The "Eclectic Security" Tubular Lantern.

Combining as it does all the latest improvements without any of the discovered defects of Lanterns hitherto on the market. The following are a few of its most important points, viz:—

Burner connected with oil Cup by a screw.

Inch wick. Hinged Cap to Burner.

Seamless bottom to oil cup, which contains an imperial pint.

Convenient and cool method for removing Globe to clean and light.

INSPECTION AND COMPARISON INVITED.

Manufactured solely by
THE ALLIANCE MANUFACTURING CO'Y
OF TORONTO, (Limited.)

Office and Works 14 Bay Street.

LANTERN

ECLECTIC

TUBULAR

It is said that carpenters and other tool users who keep up with the times are now using a mixture of glycerine instead of oil for sharpening their edge tools. Oil, as is well known, thickens and smears the stone. The glycerine may be mixed with spirits in greater or less proportion according as the tools to be sharpened are fine or coarse. For the average blade two parts of glycerine to one of spirits will suffice.—Ex.

The New York Hardware says :—An organization of the majority of the Shot Tower companies of the United States into one company was made in Chicago, September 4. Reports regarding the plan of organization are somewhat confused, but it is generally understood that all the companies are acquired by actual purchase, involving an actual capital of \$10,000,000. Some of the largest shot tower companies in the country, among which is a leading New York concern, are not parties to the transaction, chiefly because it is not considered advisable to separate other interests owned by them carried on in connection with the manufacture of shot. As there is a general idea among all shot tower companies that present prices for manufactured lead are not on a parity with the speculative advances in the raw material, it is believed that, in matters of common interest to all, the remaining outside companies will readily give acquiescence to any movements that may be made towards an advance in prices.

In reply to many inquiries we give below some of the series and names of types. The names refer entirely to the size and not the design of the letter.

Pearl—5 Point
 Agate—5½ Point
 Nonpareil—6 Point
 Minion—7 Point
 Brevier—8 Point
 Bourgeois—9 Point
 Long Primer—10 Point
 Small Pica—11 Point
 Pica—12 Point
 English—14 Point
 Great Primer—18 Point
 D. S. Pica—22 Pt

A point is the standard basis of type measurement. Seventy-two points make one inch. By referring to the tables of types above, it will be easy to estimate the number of lines of any given size of type to the inch. For instance, Pica type is twelve points high, and measures six lines per inch; Nonpareil type is six points high, and measures twelve lines per inch.

A feather duster disperses but does not remove the dust from the store.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

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Price List and Catalogue sent on application

The Metallic Roofing Co. of Canada
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Rear 84, 86, 88 and 90 Yonge Street,
 TORONTO.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

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METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

Write for Quotations on our Specialties as below :

GORDON CROWN GALVANIZED IRON, guaranteed equal to any in the market.

M. L. S. TIN PLATE, equal to Bradley's.

M. L. S. STOVE PASTE, best in use.

We also have on hand a complete stock of all kinds of Elbows, Stove Boards, Pipe Varnish, Dampers, Black Lead, etc.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



The above Brand of Lead

Requires no Association Guarantee.

It is the STANDARD of the Dominion for

Purity, Fineness and Whiteness.

WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

**Williamson
& Lambe**

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Wellington St. E.,
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DESKS

**OFFICE, LIBRARY,
CHURCH AND SCHOOL
FURNITURE.**

JOHN M. BLACKBURN & CO.,
41 COLBORNE ST., TORONTO,
—AND—
162 ST. JAMES ST., MONTREAL.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	24½ 25½
Straits 100 lb ingots	24½ 25½
Strip	26, 27

Tin Plates—Charcoal Plates, Bright.

Bradley M.L.S.	Per box.
I.C., usual sizes	\$6 00 \$6 25
I.X., "	7 50 7 75
I.X.X., "	8 75 9 00

Raven & P.D. Grades—	
I.C., usual sizes	5 00 5 25
I.X., "	6 00 6 25
I.X.X., "	7 00 7 25
L.X.X., "	8 00 8 25
D.C., 12½ x 17	4 75
D.X., usual sizes	5 75
D.X.X., "	6 10 6 65

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 25 4 50
I.C., special sizes	4 40 4 50
B.V. Grade, I.C., usual sizes	4 25 4 50

Note.—Round lots of 14x20 could be purchased of 10c. per box less.

Charcoal Plates—Tern.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 25 8 50

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Iron and Steel.

Common Iron, per 100 lb	\$2 35 2 40
Refined "	2 60 2 65
Horse Shoe "	2 60 2 65
Band "	2 87½ 3 00
Hoop "	2 87½ 3 00
Swedish "	4 00 4 50
Nova Scotia Bar iron	2 75
Sleigh Shoe Steel	2 50 2 75
Machinery, Tire Steel	3 00 3 25
Best Cast Steel, per lb.	0 13 0 14
Russian Sheet	0 11 0 12
Tank Plates	2 25 2 50
Boiler Rivets	4 75 5 00

Boiler Tubes.

2-inch	13c
3-inch	18½

Boiler Plate.

½ inch	\$2 75
5-16 "	2 60
¾ "	2 50

Sheet Iron.

1 to 20 gauge	3½, 3½
22 to 24 "	2½, 3
26 "	3, 3½
28 "	3½, 3½

Canada Plates.

Blaina	½ bright 3 00 3 10
Boars Head	3 15 3 25
Maple Leaf	3 10 3 25
All Bright	None

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5½, 6c
26 gauge, "	5½, 6
28 "	5½, 6½

Gordon Crown—	
16 to 24 gauge, per lb	5½, 6½
26 gauge, "	5½, 6½
28 "	5½, 6½

Note.—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, ½ inch, per lb	4½ 4½c
" 7-16 inch "	5½ 5½
" 1-4 " "	5½ 6
Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—Ingot.

Lake Superior, per lb	0 00 0 00
Baltimore "	0 17½ 0 18½
English B.S.	0 17½ 0 18½

Bolt or Bar.

Cut lengths, round, ½ to ¾ in. \$0 28 \$0 31	
" round & square	

1 to 2 in. 0 26 0 28
Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,	
16 oz, 14x48 and 14x60	\$0 21 0 22
Untinned, 14 oz, and light,	
16 oz, irregular sizes	0 22 0 23

Note.—Extra for tinning, 2½ cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x
48 and 14x60 0 30 0 32

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 22 0 26
" 35 to 45 "	0 21 0 22
" 50 lb and above per lb	0 20 0 21

Boiler & T. K. Pitts.

Plain Tinned, per lb	0 26
Spun "	0 30

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21 0 25
" " 27 to 30 "	0 23 0 29
" " 30 and up	0 26 0 29
Sheets, hand-rolled 2x4 ft.	0 23 0 25

Zinc Spelter.

Foreign, per lb	0 06½ 0 06½
Domestic "	0 05½ 0 05½

Zinc Sheet.

5 cwt casks	0 06½ 0 07
Part casks	0 07 0 07½

Lead.

Imported Pig, per lb	0 04 0 04½
Domestic "	0 04 0 04½
Bar, 1 pound	0 05 0 05½
Sheets, 2½ lbs, per square ft,	
by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft,	
by roll	4 75 5 00

Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 27½ p.c. discount.

Note.—Cut lengths, net price; ton lots 27½ and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb 0 20 0 22
Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	\$0 21 \$0 22
Other makes "	0 19 0 20
Pure White Lead, ground in oil,	
Associat'n guarantee, per lb	5½ ..
No. 1 Do.	0 5½
No. 2 Do.	0 4½
No. 3 Do.	0 4½

Prepared Paints.

(In ½, 1 and 1 gallon tins.)	
Pure, per gallon	\$1 05 \$1 10
2nd qualities "	0 85 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)	
Venetian Red, per lb	0 05
Chrome Yellow "	0 09
Golden Ochre "	0 06
French "	0 05
Marine Black "	0 09
" Green "	0 09
Chrome "	0 08
French Imperial Green "	0 14

Colors, Dry

Yellow Ochre (J.C.) in bbls, per lb	0 01½
" (J.F.L.S.) "	0 01½
Venetian Red (R.C.2) "	0 01½
" (1343) "	0 02
English Oxides "	0 03½
American "	0 02½
Paris Green, per lb	0 15½ 0 16½
Burnt Sienna "	0 06½
Burnt Umber "	0 06
Drop Black "	0 09
Chrome Yellows "	0 12
" Greens "	0 12
Golden Ochre "	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 70
Brown Japan "	0 70
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 20
Hard Oil Finish "	1 50

Linseed Oil (in bbls).

Raw, per gal	0 70
Boiled "	0 73

Turpentine (in bbls).

Selected Packages, per gal	0 62 0 64
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Castor Oil.

Best, per lb	0 10½ 0 12
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Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 12 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	" 0 05½
" No. 2	" 0 04½
" No. 3	" 0 04

Acme Paints.

Neal's Carriage, discount 40 p. c.	
English Oxide, by the barrel	0 02
American Oxide	0 01½
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p. c.	
Granite Floor, in tins, 90c, 47½c	0 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	
" Wagon and Imperial, dis 40 p. c.	
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz.	1 25
Acme Carriage Top Dressing, \$1 75	per doz 4 00 8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 to 45 p. c. Amer.	
Rim Fire Cartridges, Dom. 50 and 10.	
Rim Fire Military, net list. Amer.	
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.	
Central Fire Cartridges, Dom. 80 & 10	
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p. c. Amer.	

Wads.

Eley's, per 1,000	\$0 25 \$1 60
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Anvils.

Per lb	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz.	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each.	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	6 65 1 59
Pegging, " "	0 65 1 25
Brad, " "	0 85 1 60
" handled " "	3 60 7 30
Saddlers', " "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, " "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	6 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Brass, N.P., 60 to 66½, 50 and 10 to 60 p. c., dis.	
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Door.

Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50

Cow.

American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 p. c.	

Farm.

American, each	2 00 5 00
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House.

American, per lb	0 35 0 40
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Bel lows.

Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount 35, 40 per cent.	

Belting.

o. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 per cent.	

Bench Stops.

Per doz	5 00 6 00
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Bits—Auger.

Gilmour's dis 55 to 60 p. c.	
Excelsior—Jennings, discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jennings' Gen, net list to 5 p. cent dis.	

Car.

Gilmour's, 47½ to 50 per cent.	
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Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb	0 11 0 15
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Bolts.

Carriage, dis. 60 and 5 per cent. to 60 and 12½ per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis. 45 to 50 p. c.	
Elevator, dis. 35 to 40 p. c.	
Machine, dis. 60 to 60 and 5 p. c.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 35 to 40 per cent.	
Reversible, dis. 65 to 70 per cent.	
Vegetable, per doz	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	500 40 23
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Butts—Brass.

Wrought Brass dis. 60, 60 and 10 per cent.	
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Cast Iron.

Loose Pin, dis. 60 to 60 and 5 per cent.	
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Wrought Steel.

Fast Joint, dis. 60, 60 & 5 p. c.	
Loose Pins, " 60, 60 & 5 p. c.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz	3 75 4 50

Card.

Horse, per doz	0 70 0 95
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Carpet Stretchers.

American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz	22 50
World	21 75
Daisy	24 00
Star	18 00

Crown Jewel, per doz	29 00
Grand Rapids	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50 p. c.	
Plate	dis. 50 p. c.

Cattle Leaders.

No 31 and 32, per gross	8 50 11 25
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Cement.

Portland, car load lots	2 70
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.

Carpenters' Colored, per gross	0 50 0 85
White, lump, per lb	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis. 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz	0 85 4 00

Churns.

Amer, dis. 50 p. c. to 60 p. c.	
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Clamps.

Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clips.

Axle, dis. 65 p. c.	
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Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
No. 2	2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p. c.	
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Cradles, Grain.

Canadian, discount 25 p. c.	
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Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English	2 00 4 00

Draw Knives.

American, dis. 70.	
Canadian, dis 25 to 35 p. c.	

Drills and Drill Stock—Brest.

Millar Falls, per doz	16 00 51 50
P. S. & W., dis. 40 per cent.	

Twist.

Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.

Dis. 17½ to 22½ p. c.	
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Fawcets.

Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star	2 80 3 90
Penns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10	
Barton Smith, dis. 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis., Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25 p. c.	
Horse Rasps, Kearney & Foote's dis Am list, 50 p. c.	
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33½ p. c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc, dis. 40 p. c. to 42½ p. c.	
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Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis, 50, 50 & 10 p. c.	

Fruit Presses.

Henis' per doz	4 00
Enterprise, discount 10 p. c.	

Fry Pans.

Acme, discount 50, p. c.	
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Gauges—Marking, Mortise, etc.	
Stanley's, dis. 50, 55 p. c.	

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 40
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Glass.

4th quality Star, 1st break	1 55 1 60
" 2nd "	1 65 1 70
" 3rd "	3 90 4 00
" 4th "	4 20 4 25
" 5th "	4 50 4 55

Window Glass.

Pilkington's ordinary	
1st break	\$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	6 50

Picture Glass.

Pilkington's ordinary.	
1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Glue Pots.

Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list.	
Can. discount 25 to 27½ p. c.	

Tack.

Magnetic, per doz	1 10 1 50
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Sledge.

Canadian, per lb	0 12½ 0 15
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Ball Pean.

English and Can., per lb.	0 25 0 37½
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Handles.

Axe per doz	1 00 3 50
Store door "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 30 p. c.	
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Hoe.

C. & B, discount 30 p. c.	
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Saw.

American, per doz	1 00 1 25
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Plane.

American, per gross	3 15 3 75
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Hammer and Hatchet.

American, per doz	0 50 0 80
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Cross Cut Saw.

Canadian, per pair	0 18 0 25
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Hangers.

Door 4 and 5 inch, per pair	0 40 0 80
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Hatchets.

Can., dis. 37½, 40 p. c.	
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Hooks—Cast Iron		Pencils.		Scale Beams.		Cigar Box Nails, dis. 35 p.c.	
Bird Cage, per doz	0 50 1 10	Dixon's, per gross	1 00 4 25	Canadian, B. S. & M. dis. 40 per cent.		Shoe Finders' Tacks & Nails, dis. 25 p.c.	
Clothes Line, " "	0 27 0 63	" Carpenter, " "	2 25 3 60	Scrapers.		Tape Lines.	
Harness, " "	0 72 0 88	Picks.		Box, per doz	2 10 4 50	English, ass skin per doz.	\$2 75 \$5 50
Hat and Coat, per gross	1 00 3 00	Picture Nails.		Foot, " "	40 3 50	English Pat. Leather	5 50 9 75
Chandelier, per doz	0 50 1 13	Porcelain Head, p. gross	1 65 3 00	Screens.		Chesterman's, each	0 90 2 85
Wrought Iron.		Brass Head, " "	40 1 00	Window, patent, per doz	6 00 7 50	" steel, each.	0 80 8 00
Wrought Hooks and Staples, Can.	dis. 17½, 20 p.c.	Planes.		Screw Drivers.		Thermometers.	
Wrought Hooks and Staples, Amer	dis. 75 to 75 and 10 per cent.	Wood, bench, Canadian, or American	dis. 50.	Sargent's, per doz	65 4 00	Tin case & dairy, dis. 75 p.c.	
Wire.		Wood, fancy Canadian, or American	dis. 35, 37½ per cent.	Screws.		Ties.	
Hat and Coat, dis. 35, 40 p.c.		Bailey's (Stan R. & L. Co.) 33½ to 35	per cent.	Wood, flat head iron, dis. 47½ per cent.		Cow, per doz	1 25 2 50
Belt, per 1,000	0 60 2 70	Miscellaneous, dis. 10 to 12½ per cent.		Wood, round head iron, dis. 42½ per cent.		Tinner's Shears and Snips	
Screw, bright, Eng., dis. 40, 5, 45 per cent.		Bailey's Victor, dis. 10 to 12½ per cent.		Wood, flat and round head, brass, dis. 25 p.c.		P.S. & W., 10 p.c. advance on American list.	
Horse Nails.		Plane Irons.		Bench, wood, per doz	3 25 4 00	Tinware.	
Canadian, dis. 50 to 60 per cent.		English, per doz	2 00 5 00	Bench iron per doz	4 25 5 75	Stamped, dis. Assn list, 70, and 12½ per cent.	
Horse Shoes,		Pliers and Nippers.		Scythes.		Japanned, dis. Prices on application	
Per keg	3 50 3 60	Button's Genuine, per doz. prs. dis 37½, 40 p.c.		Discount 40 per cent. to 42½ per cent.		Pieced, dis. " " " "	
Ice Picks.		Button's Imitation, per doz.	7 40 10 25	Scythe Snaths.		Transom Lifters.	
Star, per doz	3 00 3 25	German, per doz	60 2 60	Canadian, dis. 33½ to 35 p.c.		Payson's, dis. 25 per cent.	
Kettles.		Plumbs and Levels		Shears.		Traps.	
Brass spun per lb	0 28 0 30	S. R. & L. Co., dis. 65 p.c.		B. & W., japanned, dis. 75 per cent		Game, Newhouse, dis. 17½, 20 per cent.	
Copper, " "	0 40 0 45	Poppers.		B. & W. N. P., dis. 65 p.c.		Game, H. & N., or P.S. & W., discount 57½ to 62½ p.c.	
Enamelled Can. 50 p.c.		Corn, square, per doz	1 35 2 00	Seymour's dis. 60 p.c.		Mouse, per doz	0 35 1 50
American, 50 and 10, 60 and 5 per cent		Pruning Shears.		Etna, dis. 75 @ to 75 and 10 per cent.		Rat " "	2 00 4 50
Keys.		Per doz	4 00 5 50	Sheaves.		Trowels.	
Lock, Can, dis. 50 p.c.		Pulleys.		Sliding Door, per set	77 1 40	Disston's, discount 10 p.c.	
Cabinet, Trunk, and Pad-lock, Am. per gross	1 60 4 75	Hothouse, per doz	55 1 00	Shot.		German, per doz	4 75 9 00
Knobs.		Axle, " "	22 33	Canadian, dis. 7½ per c.		Brade's " "	00 10 50
Door, japanned, and N.P., Can. list dis. 50 p.c.		Screw " "	27 1 00	Shovels and Spades.		S. & D., discount 35 p.c.	
Bronze, Berlin, per doz	2 75 3 25	Awning " "	35 2 50	Canadian, dis. 37½ to 40 per cent.		Triers.	
Bronze, Gem, " "	6 00 9 00	Pumps.		Sieves.		Butter, per doz	6 25 9 00
Lava, " "	8 75 10 00	Rumsey, Cistern & Pitcher Spout, 55, 60 per c.		Wood Rim, black, p. doz	1 15 1 35	Trucks	
Shutter, porcelain, F. & L screw, per gross	\$1 30 4 00	Punches.		" tinned, " "	1 35 1 60	Warehouse, each	2 25 6 50
Ladles.		Saddler's, per doz	1 00 1 85	Tin Rim, " "	2 30 2 45	Twines.	
Melting, per doz	1 70 4 50	Conductors' " "	9 00 15 00	" black, " "	1 80 2 25	Bag, per lb	0 12½ 0 20
Lemon Squeezers.		Tinner's solid, per set	72	Snaps.		Wrapp'g, mott'd, pr. pack	0 50 0 60
Porcelain lined, per doz	2 20 5 60	hollow, per inch	1 00	Harness, German, p. gro.	2 00 5 50	Wrapp'g, cotton, per lb	0 18 0 20
Galvanized, " "	1 87 3 85	Putty.		Acme, " "	3 60 5 00	Mattress, per lb	0 33 0 45
King, wood, " "	2 75 2 90	Bladder, per 100 lbs	2 00 2 25	Lock, Andrew's " "	4 50 11 50	Staging " "	0 27 0 35
" glass, " "	4 00 4 50	Tins, lbs	2 50 2 75	Soldering Irons.		Broom " "	0 30 0 55
All glass, " "	1 20 1 30	Rail.		Per lb	0 30 0 32	Binding, flax, per lb	.....
Lines.		Barn Door, per foot	3 34	Wrought Spikes.		" jute " "	.....
Fish, per gross	1 05 2 50	Sliding Door, " "	34 34	Discount, net list to 10 per cent.		Vises.	
Chalk, " "	1 90 7 40	Rakes.		Spoke Shaves.		Hand, per doz	4 00 6 00
Locks—Door.		Cast Steel and Malleable, Canadian list dis. 40 to 42½ per cent.		Wood, English	1 80 5 00	Bench, parallel, each	2 00 4 50
Canadian, dis. per cent.	50	Razors.		Iron, American	1 35 2 35	Coach, each	6 00 7 00
Russell & Erwin, per doz	2 90 7 50	Boker's, per doz	7 50 11 00	Spoons and Forks.		Peter Wright's, per lb	0 12 0 13½
Cabinet.		Wade & Butcher's " "	3 60 10 00	Sheffield Sterling.		Pipe, each	5 50 9 00
Eagle, dis. per cent	33½	Razor Strops.		Tea Spoons, per gross	7 50 12 00	Saw, per doz	6 50 13 00
Padlock.		Currier's, per doz	1 25 3 60	Dessert " "	21 00	Washer Cutters.	
English and Am. per doz	50 6 00	Rivets and Burrs.		Table " "	30 00 30 00	Per doz	4 00 8 56
Scandinavian, " "	1 00 2 40	Copper Rivets, dis. 40 to 42½ p.c.		Dessert Forks, " "	24 00	Well Wheels.	
Eagle, dis. per cent	15 1 17½	Iron " " 40 per cent.		Medium " "	27 00	Amer., per doz. 8, 10 & 12 in.	3 38 6 00
Mallets.		Burrs, Iron, 30, 33½ per c.		Table " "	36 00	Wire.	
Tinsmiths', per doz	1 25 1 50	Rivet Sets.		Squares.		Market, bright and annealed, Nos. 1 to 16, 5 per cent. advance on list from stock.	
Carp'trs', hickory " "	1 25 3 75	Sisal, per lb	12 12½	Iron, per doz	1 65 2 90	Market, oiled, coppered, 5 p.c. advance.	
Lignum Vita, " "	3 85 5 00	Manilla, " No. 1	14½ 15	Steel, dis. 75 p.c.		Market, tinned per lb	0 04½ 0 08
Caulking, each	1 60 2 00	" No. 2	15½ 25	Try and bevel, dis. 50 to 52½ per cent.		Galvanized Fence, 5 per cent. advance on list.	
Mattocks.		Cotton, " "	22 25	Staples.		Tinned Broom, from 19 to 22 gauge, per lb	0 07 0 07½
Canadian, per doz	8 50 10 00	Deep Sea, " "	15 16	Fence, galvanized, per lb	5 5½	Malin's Wire on spools, dis. 30 to 35 per cent	
Meat Gutter.		Rules.		Wrought Iron, dis. 75, 75 and 10 per cent.		Clothes Line, galv., p. 100ft	0 25 0 55
Enterprise, dis. per cent	20 25	Boxwood, dis. 75 & 10 & 5 80 per cent.		Stocks and Dies, Amer. dis. 25 per cent.		Barbed Wire.	
Dixon's, each	1 60 2 00	Ivory, dis. 40, 40 & 5 per cent.		Stone.		Galv. steel barb fencing	
Woodruff's " "	1 10 1 70	Sad Irons.		Washita, per lb	0 15 50	" "Lock Barb," 4 point	0 51 0 05½
Hale's, " "	1 05 1 50	Mrs. Potts, per set	0 95	Hindostan, per lb	0 06	Ditto Glidden 2 point	0 05½ 0 06
Hume, " "	13 00 16 00	N. P. " "	1 25	" Slips, per lb	9	Galv. Steel plain tinned	0 05
Mincing Knives.		Sand and Emery Paper.		Labrador, per lb	0 13	Galvanized Barb, "Ly-	
American, per doz	42 2 35	B. & A., sand, dis. 25, 30 p.c.		" Axe, " "	0 15	man," 2 to 4 points.	0 05 0 05½
Molasses Gates.		Emery, per quire	55 90	Turkey " "	0 50	Terms, 60 days or 2 per cent off for cash—10 days.	
Stebbin's Patent, dis. per cent, 65 to 70 per cent.		Sash Cord.		Arkansas " "	1 50	Wire Cloth.	
Nails.		Per lb	22 50	Water-of-Ayr " "	0 10	Ordinary, discount 25 p.c.	
Cut, 3 in. and upwards per keg	2 60	Sash Locks.		Scythe, per gross	3 50 5 00	Painted Screen, p. 100 sq ft	2 25 2 5
Car lots " "	2 55	Triumph and Morris, dis 37½, 40 per cent.		Grind, per ton	15 00 18 00	Wrenches.	
Brads & Moulding Nails, discount 55 to 60 per cent.		Kempshell's dis. 40, 62½ per cent.		Stove Polish.		Agricultural, dis. 70.	
Wire Nails, 60 to 65 per cent.		Canadian, dis. 45, 50 p.c.		Per gross	1 80 7 50	Standard, dis. 60, 60 & 10 p.c.	
Nail Pullers.		Sash Weights.		M.L.S., per gross	2 50	Coe's Gen'ne, dis. 40, 45 p.c.	
German & American	1 85 3 50	Sectional, per lb	24 3 00	Jacoby " "	5 00	Diamond, dis. 33½, 35 p.c.	
Nail Sets.		Sausage Stuffers.		Mirror Black Lead, per gr.	2 00	Tower's Engineer, each	2 00 3 00
Square, round and octa-		Each	1 00 3 00	Jos. Dixon's, bulk, per lb.	0 07	" S., per doz	5 80 7 50
gon " "	3 38 4 00	Saws.		Dixon's Plumb, " "	0 15	G. & K.'s Pipe " "	.....
Diamond " "	12 00 15 00	Hand, Disston's, dis. 10 p.c.		Nicholson's, per doz	9 00	Burrell's " each	.....
Oil.		S. & D., dis. 35 to 40 per cent.		Tacks, Brads, etc.		Pocket, per doz	1 25 2 00
Canada Refined Oil (Toronto)	0 14½	Cross-Cut, Disston's, per ft.	35 to 55.	Cut, Carpet, gimble, dis. 35 p.c.		Wringers	
Carbon Safety " "	0 17½	S. & D. dis. 25 to 35 per cent.		" tinned, dis. 45 p.c.		Each	3 25 5 50
Canada W.W. " "	0 20	Hack, complete, each	1 75 2 75	Swedes' iron, blue or tinned, dis. 42½ p.c.			
American W.W. " "	0 25	" frames only	75	Upholsterers' dis. 42½ p.c.			
Castor " per lb	0 11½ 0 12	Saw Sets.		Copper Tacks and Nails, dis. 35 p.c.			
S. R. Seal " per gal	0 63 0 65	Per doz	1 65 9 00	Trunk and Clout Nails, " 40 p.c.			
Oilers.		Scales.		Patent Brads, dis. 40 p.c.			
McClary's Galvan. Iron		Canadian List, dis. 40 p.c.		Finishing Nails, dis. 35 p.c.			
Oil Can, with Pump,							
per doz	19 50						
Zinc and Tin, dis. 50, 50 and 10.							
Copper, per doz	1 25 3 50						
Brass, " "	1 50 3 50						
Malleable, dis. 25 per ct.							
Pails.							
Galvanized, per doz	2 00 3 50						

HARDWARE.

BOECKH'S STANDARD BRUSHES
FOR SALE
BY ALL LEADING HOUSES.



Galt Rag and Metal Co., Dealers in Rags, Bones, Scrap Iron, Copper, Brass, Lead, Zinc, Scrap Rubbers, Paper Stock, &c. Highest Cash Prices Paid. Orders by mail will receive prompt attention. Galt, Ont.

P. DOTY & SON,



Successors to
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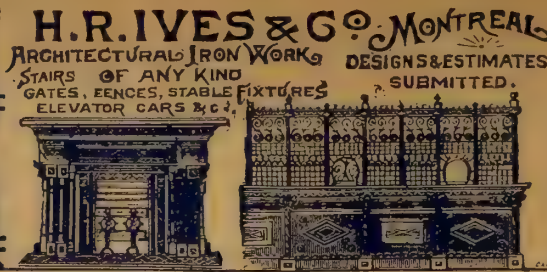
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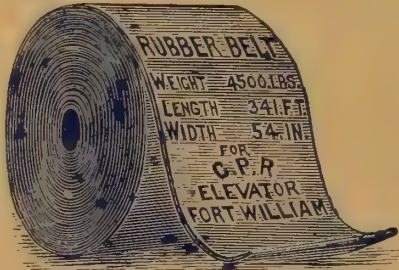
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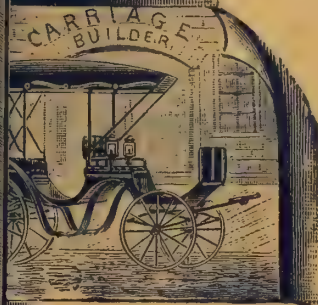
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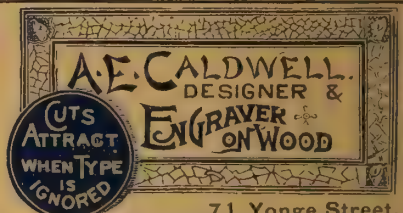
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Vol. 2.

TORONTO AND MONTREAL, SEPTEMBER 20, 1890

No. 38

CUMBERING THE GROUND-FLOOR.

We had something to say a few weeks ago on the subject of window-dressing. Equally important and of near kin to the above-named subject, is that of orderly method in the disposition of the stock that must rest on the floor of the salesroom. A very large proportion of the stock must be so stored, and moreover must occupy a part of the space in which customers are supposed to be free-commoners, that, namely, lying about the doorway and about the interior in front of the counter. This important part of the country salesroom is one over which the stock-keeper's writ usually runs only about one day in the year. It is the "wild" of the store, reclaimed only on "fixing-up day," which comes too seldom. We venture to say, however, that this neglected tract is worth cultivating. Why should the stock litter the floor? There are some people whose natural taste suffices almost of itself without the instrumentary assistance of raw material, to set up a background of beauty before which the drudgery of their daily toil loses much of the severity or repulsiveness of its aspect. No class of traders should possess this faculty in a higher degree than should hardware dealers. With them every article of merchandise should be an object of furniture for the further beautifying of their store. A spacious area within which the movements of customers are confined, behind a transparent foreground embellished with well-shown window scenes, should be planned and appointed with as much care as a museum. The customers, free to look through the articles thus displayed, will find pleasure and interest in doing so. The front of the shop, the central space in the customers' range, the margin at the foot of the counter, should at all events be neat and tidy. A central platform is a good

thing. It reminds the shopkeeper of what its absence might fail to remind him, that that portion of the shop needs dressing as well as do the shelves or the windows. Rope reels, nail kegs, garden implements, etc., etc., are very good stock to arrange tastefully. The arrangement needs frequent overhauling to refresh the ground under it and to avoid the formation of a stereotyped impression in the minds of customers.

The ground floor is often cumbered with all sorts of stock, with little eye to arrangement in the outset and with no oversight of arrangement in the course of the season's trade. This repels buyers, inconveniences their movements, damages stock, and engenders untidy habits in the trader himself. The machine shop aspect is not necessary any more than it is agreeable or profitable. The true shopkeeping instinct is as jealous of the trimness of the front floor, as is the mindshipman aboard a British man-of-war jealous of the spotless tidiness of his craft and the unobstructed scene of action on his deck.

THE INDUSTRIAL EXHIBITION

The Exhibition passed the meridian of its success on Thursday. It is now on the wane, not through the decline of interest in it, but through the flux of its appointed time. On the whole, it has been a triumph, though over its first week's course bad weather shed almost disastrous eclipse. That, however, did not prevent the progress of the great show's development. The work of occupation and display went on, until at the end of the week, the outlines sketched by the management were fairly distended by the concrete assemblage of heterogeneous products. The exhibitors ably backed the management, in its enlightened endeavors to make the show a success, by the abundance, quality and variety of their contributions to it. Nor was the patronage behind-hand. The grounds were filled, from the time the exhibits were all placed, until the hour of going to press. The first week was a time of preparation.

That fact always makes attendance numerically lower for that week. This year there was added to the effect of that circumstance, the untoward behavior of the weather, which threatened to extinguish the fair on the first Thursday. The average, however, has been pretty well preserved in the sum of the two weeks' attendance. We give below brief reference to some of the departments which have an interest for our readers.

DAIRY UTENSILS.

One of the most scientific mechanisms for the dairy is exhibited by the representative of a Glasgow firm. It is a cream separator. In it, centrifugal action is employed to separate the lighter particles of cream from the heavier volume of liquid in which they are suspended. The very high rate of velocity with which this machine causes the milk to revolve, is a rapid and sure means of separation, the light element—the cream—being whirled together in the centre, the heavy—the skim-milk—being whirled to the outside of the vortex. A channel for the reception of the cream, which ends like the issue of the spiral groove in a screw, carries it off into a vessel placed to receive it. The cream is thus taken from purely new milk, and is ready to churn in its freshness, before it has been tainted, as it must be, in the long course of stagnation considered necessary by the old way to raise cream. There were also various kinds of churns, all embodying some principle that is of merit in the economy of butter-making; numberless pack-

SPICE MACHINES.

Coffee cleaners, crushers and spice crackers are there for the investigation of the dealer. Details, illustrations and prices can be learnt on the spot.

THE TRINIDAD EXHIBIT.

The Trinidad exhibit is made up chiefly of articles that would be sold in this country by the grocery trade. A line of steamships, subsidized by the Canadian government, now makes a link between the trade of that British island and this country, so that it is not improbable a considerable demand for Trinidad products may take root in this country. Among the articles exhibited are: dried bananas, guava jelly, banana cake, dried pineapples, pineapple jam, mammu apple jam, various grades of honey, varieties

of pickles of Trinidad vegetables, Brazil mountain cabbage, hot sauces, Trinidad relish, (for roasts, etc.) cocoanuts, molasses, sugars, rice, white rum, sauce, nutmeg, coffee beans, crude cocoa, refined cocoa, cocoanut meal, etc. The exhibit is a very interesting one, and gives a hint of the lines that will be apt to be the next new ones introduced to the public through the grocery trade of this country.

THE SPANISH AND CUBAN EXHIBIT.

Other products for which overtures have lately been made to open a market in this country were illustrated by the exhibit of the Spanish Vice-Consulate. The lines shown were wines, cigars, pickles, cork and chocolate.

GENERAL HARDWARE LINES.

The hardware articles now made in this country comprise a very considerable proportion of this class of merchandise that is sold here. In many lines our manufacturers are supplemented or duplicated with wares from British and American factories, but these latter by slow degrees are getting into the position of survivals from a time when this country had not invested its abundant skill, enterprise, capital and raw material in large industrial works. That has changed, and very gratifying are the signs which were conspicuously expressive at the Exhibition of the change. The fine displays of saw samples, embracing all the lines used—bucksaws, handsaws, mitre saws, bone saws, cross-cut saws, small circular saws, upright saws—were very effective features in the mechanical exhibit. The department comprehending locks and keys was well filled with specimens illustrative of massiveness, beauty and ingenuity. Bells, eloquent, by virtue of their beauty even in their silence, melodious in their individual tones, and according pleasingly when striking together, made a very prominent part of the show. Scales and steelyards, when they call forth all the resources of their variety and special adaptations can make an imposing picture, helped out by good display, and they did make a handsome picture at the Exhibition. Rifles, shot guns, revolvers, fowling-pieces, in grades and classes, arranged according to size, purpose and the mechanical principle involved, were very attractively disposed in glass cases. Art mantels, grates, tiles, fire-screens and other appliances of the stationary hearth made a very fascinating domestic looking scene wherever they were exhibited. Bicycles and other locomotive articles of kindred structure made very light and fanciful aggregations in the different space-compartments in which they were to be seen. Electrical wares, embracing battery systems, engineers' supplies—as wires, cables, mountings, attachments, etc. were abundantly exemplified. Numberless hardware novelties, in addition to several staples for which we have not room for detailed enumeration, were very becomingly set in order that all might see and admire. The trader might pick up

many suggestions as to modes of display, and as to lines on which profit might be made.

Some very well chosen and very symmetrically arranged collections of cutlery and light ware from retail stocks were shown in the main building. Notable among these was the display of E. Westman, 175 King St. E. Toronto.

A line of goods that hardware men were given adequate opportunity to examine, and that is deserving of some attention, is belting, of which leather and rubber makes were both represented.

THE CANADIAN RUBBER CO.

This company had an exhibit whose strong individual characteristics thrust themselves irresistibly upon the attention of the passer-by. Rubber goods suitable for the most delicate applications, and rubber goods made for the strain of multifold horse-power, with all the intermediate stages, were brought together in the Canadian Company's collection. A section of the largest belt in the world, one made for the C. P. R., was shown. Belts of all sizes, flat and cylindrical, woven and moulded, were there. Also there was a full exhibit of small goods, mats, and articles of clothing.

WOODEN WARE.

This class was very full. The leading articles were turned goods, such as ball clubs, Indian clubs, handles, etc.; wash boards, wash tubs, washing machines, wringers, carpet sweepers, brooms, croquet sets, children's carriages, wagons, wheelbarrows, brooms, mops, refrigerators.

TARBOX BROS.

Tarbox Bros., 483 King st. W., Toronto, showed their well known specialties, and were surrounded from the beginning to the end of the Fair with an attentive crowd, interested in the explanation, freely given, of the mechanical principle involved in the self wringing mop, the pinless clothes line, and the towel holder, respectively.

H. R. IVES & CO.

In a space fenced off in front of the Annex this firm of Montreal manufacturers found a situation affording a becoming background and protection to their excellent exhibit. Their architectural stock was well represented in the following lines: artistic wrought iron works, iron railings in cast and wrought iron, contractor for heavy architectural iron work, patent "security" folding gates, made in steel, iron, brass and bronze, ornamental window guards, bank and office railings, gates and grilles, brass and iron office railings, stable fixtures and stable guards, safety dumb waiters patent steel wire mats, for churches, hotels, offices, stores, residences, elevators, street cars, etc.

FENCING MATERIAL.

There was a goodly array exhibited. That of the Toronto Drop Forge Co. was well filled with attractive patterns and designs.

SIMPSON, HALL, MILLER & CO.

A very beautiful cabinet of their richly

chased, highly polished silver-plated ware was shown by this company in the main building, where they were happy in holding one of the best exhibiting spaces in the whole Fair. They deserved all the advantage they had, for they certainly had some noble attractions within their handsome case.

STOVES, FURNACES, ETC.

The Stove Building as usual was overflowing with the productions of Canadian makers. Cook stoves, adapted to coal, wood or both; kitchen ranges of all sizes, of many varieties, embodying diverse principles; furnaces for heating by means of hot air, hot water, steam or combination of steam and hot-air; base-burners, shop stoves, hall stoves, gas-stoves, radiators, etc., were as fully shown as in former years. The number of exhibitors was also as large as usual. There were not any notable additions that invention has made to the lines presented last year. The stove-trade for two years past has been too unsatisfactory for manufacturers to launch very boldly into new ideas.

THE MCCLARY MFG. CO.

The McClary Manufacturing Company, London, was one of the large contributors to the furniture of the stove and furnace room. Their display filled almost an entire side of the big chamber. They had stoves for all special purposes for which stoves are made, they had radiators, ranges, furnaces, and gas stoves. The history, structure, management, and care of all their stoves were ungrudgingly related and explained to the myriads of interested inquirers who came by the exhibit.

BOWES, JAMIESON & CO.

This firm was also a large shareholder of the space given up to the various heating devices. The Garland encircled a big area, over 55 feet, and filled it well. The Art Garland was the favorite specialty.

CLARE BROS. & CO.

These Preston manufacturers had on hand their hot-air combination furnaces, known as the "Marvel" line. Their exhibit was one that absorbed a great deal of the wandering interest that was so plentiful in the stove-building.

BOXALL'S PALACE STOVE STORE.

This King Street store sent a handsome contingent of the stoves made by James Stewart & Co. The Palace Store made an impression that will be worth a good deal of money to it in the coming season's trade.

RICE LEWIS & SON,—Ltd.

Their tasty display of tiles, grates, etc., in their own building adjoining the Press Bureau is worthy of commendation. Mr. Martin the genial representative was on hand to see their many customers who called to see them. Their exhibit of the "The Detroit sure grip steel tackle block" with wedge shaped break, double grip is absolutely automatic and reliable. This new patent will avoid accidents being made to stop at any height when lifting

CAVERHILL, LEARMONT & CO'Y,

AMERICAN MEAT CUTTERS.

"ENTERPRISE" AND "PERFECTION"
ALL NUMBERS IN STOCK.

✉ Write for Prices, as we
are Headquarters.

MONTREAL.

articles. They claim it to be the best and cheapest, as the same amount of money invested in ordinary tackle blocks will not begin to give the same amount of service.

THE SELECTION OF A HIGH-PRICED GUN.

The gun fever is upon us, and it is certainly very contagious. No one can get more thorough enjoyment from a day's outing with dog and gun than the writer, and I take it there are many of Hardware's readers who are lovers of the gun, and who will "take a day off" this fall to knock over a partridge or two, and return bettered in every way by the trip. In a former article I endeavored to point out some of the essential features of an ordinary gun, to aid those whose practical knowledge of the subject was limited; but here I would call attention to the better grades of guns and their advantages over the medium priced arms.

An English writer in the London Field says that among his acquaintances there are many who do not grudge an extra sum when buying a good horse, or any article they really want, except a gun, but they draw the line sharply on a gun trade, and will not pay over a certain amount. The consequence is that they do not get the best. I would lay

it down as a general rule that in guns, as in everything else, the quality governs the price, and it is useless to expect that a \$40 gun will "stand the racket" as well as a \$100 gun. This would seem to be self-evident, but it is not the easiest thing in the world for the uninitiated to tell just where the difference lies, as many machine-made guns, which sell to-day for \$40, are handsome articles.

The difference is, first, in the selected material, then in the time and labor spent on each part. These things cannot be detected by the casual observer, especially when the guns are new, but let both grades be used hard for a few seasons—it will be an easy matter then to see the great superiority of the \$100 gun. The same difference in actual worth exists between the \$100 gun and the high grade guns that exists between the \$40 gun and the \$100 gun, and if one has the money to spare I certainly would advise him to get the best, as it is always cheaper in the end. If we intended to purchase a fine watch, and were willing to pay \$150 for it, provided we could get for this sum a much superior article to that which cost \$100, we should not question the jeweler's statement that the higher cost watch contained a much finer movement, that it would last longer and would give greater satisfaction, being worth

the difference. It is the same with guns; a thoroughly first-class gun requires the finest adjustment of its working parts and every gun is made "on honor," so that the gun may reflect credit on the manufacturer and sustain his reputation for first-class work. I do not wish to be understood as saying that one cannot get a good gun without paying a high price for it, as there are many American hammer guns selling to the consumer at, say, \$30 to \$50, and hammerless guns at \$40 to \$100, which are good guns for the money, but the best grades are not to be got at these figures, it being an impossibility to turn out a high grade gun for the price of a medium quality.

Nearly all the high-class American guns are now made hammerless, and there are some excellent guns among them, viz.: the Lefever, L. C. Smith, Ithaca, Parker, and Colt, but none of the American makers have as yet got out a hammerless with automatic ejectors, while the improvement has been in use on Purdey, Daly, Scott, Greener and other foreign high grade guns for some time. The ejector gun is far ahead of those having an ordinary extractor, and, in my opinion, the American maker who first produces a hammerless gun with ejectors will be over-

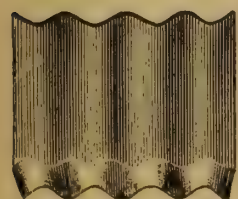
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CORRUGATED STEEL FASTENERS.

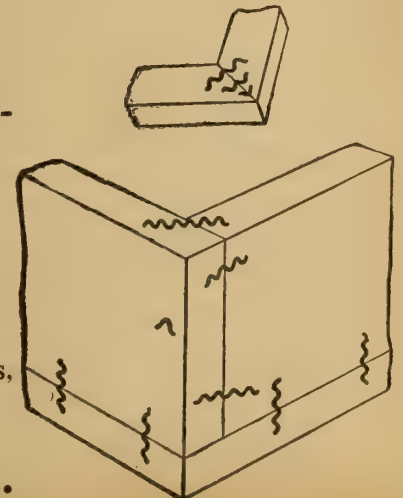
A Perfect, Secure Joint!

NO GLUE, NO SCREWS, INEXPENSIVE.

All Manufacturers of Wood-work are interested in this Invention.



Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.



THE ONTARIO TACK CO., Hamilton, Ont.

FERGUSON, ALEXANDER & CO.,

MANUFACTURERS OF

THE ELEPHANT BRAND

**LEADS, COLORS, VARNISHES, JAPANS
AND READY MIXED PAINTS.**

PAINT WORKS AND OFFICES : 22 College St.,
VARNISH WORKS : St. Gabriel Locks.

MONTREAL, and Glasgow, Scotland.

FULL STOCK !

QUICK SHIPMENT !

THE UNITED STATES CUSTOMS TARIFF.

To each item of the following list of Canadian products are appended the customs rates that were levied under the old and that are to be levied under the new United States tariff respectively. The new tariff will be in force after the first of October, unless the time of grace to United States importers is further extended by some arrangement not at present likely to be effected. There is also a shadow of contingency in the possible refusal of the House of Representatives to acquiesce in the changes introduced by the Senate after the Bill left the former chamber, but the possibility is one that may be practically ignored. So far as the action of the lower house is concerned, the Bill may be considered passed.

ANIMALS.		
	New tariff	Old tariff.
Horses (per head).....	\$30 00	20 per cent
Cattle	10 00	20 "
Cattle (under 1 year) ..	2 00	20 "
Hogs	1 50	20 "
Sheep	1 50	20 "
Lambs	75	20 "
Other live animals	20 per cent	20 per cent
Poultry (live, per lb) ...	3 cents	10 "
Poultry (dressed)	5 "	10 "
BREADSTUFFS.		
Barley (per bushel)	30 cents	10 cents
Barley malt	45 "	20 "
Oats	15 "	10 "
Rye	10 "	10 "
Wheat	25 "	20 "
Wheat flour (bbls)	25 per cent	20 "
Oatmeal (per lb).....	1 cent	½ cent
DAIRY PRODUCTS.		
Butter	6 cents	4 cents
Cheese.....	6 "	4 "
Milk (per gallon)	5 "	free
Eggs (per dozen)	5 "	free
VEGETABLES, ETC.		
Beans (per bush)	40 cents	10 per cent
Potatoes	25 "	15 cents
Other vegetables	25 per cent	10 per cent
Hay (per ton)	\$4 00	\$2 00
Straw	30 per cent	free
LUMBER.		
Hewn Timber	10 per cent	50 per cent
Pine timber (1,000 ft.)...	\$1 00	\$2 00
Spruce clapboards	1 50	1 50
Other lumber	1 00	1 00
(Additional duties on planed lumber are unchanged.)		
Cedar posts, etc.	25 per cent	free
Laths (per 1,000)	15 cents	15 cents
Pickets	10 per cent	20 per cent
Pine shingles (per 1,000)	20 cents	35 cents
Other shingles.....	30 "	35 "
Staves	10 per cent	10 per cent
Furniture	35 "	35 "
FISH.		
Fresh (per lb)	½ cent	½ cent
In barrels	1 "	1 "
Herring (fresh)	½ "	½ "
Other	½ "	½ "

IRON DISPLACING WOOD.

We are reminded by the presence in St. Louis, in convention, of our esteemed friends and trade cousins the manufacturers of and dealers in lumber, that an interesting economic change is now in progress involving the substitution of iron for many purposes in which lumber has been employed hitherto.

Our friends in the lumber trade have the sagacity to perceive this tendency and one of their excellent trade journals, represented in the present assembly, has already given space to certain observations of a leading Western lumber merchant to the effect that a large falling off in the trade in white pine of late years, is in part due to the extensive introduction of iron in many capacities where wood was formerly employed. This observant dealer cites, in particular, the use of iron window frames; wire netting in place of laths, and tiles instead of wood for flooring. But the illustration of the change going on might be enlarged almost indefinitely. Our advertising columns from time to time, present the claims of sheet iron for siding and roofing, cornice work, metallic ceilings and kindred purposes connected with building; and the use of heavier iron in the form of girders, in the place of wooden joists, has become almost universal in the more costly buildings; while the substitution of frames made of iron instead of wood has become a question of expense rather than of adaptability. Experiments in the substitution of steel for wood are also in progress.

It is true that the present convention is for the most part composed of yellow pine manufacturers and dealers, which interest is not at present affected so much by the economic change as the white pine trade, but the question is a general one in its relation to the lumber interest inasmuch as it involves the substitution of metal for wood.

The chief factor governing such an extensive change as seems not only possible but

probable, is, of course, the relative cost of two classes of material in proportion to their durability; and upon this basis iron has manifestly the advantage, since it has become very cheap of late years, while lumber has steadily appreciated in value during the same period. To illustrate: There is at the moment under discussion the possibility, or perhaps we should say the practicability, of substituting iron or steel railway ties for wood; and if such a change can be economically made in respect to what is, or was the cheapest timber, it would certainly appear that the same substitution can be profitably made in those departments of industry where the more expensive varieties of lumber are employed. If such a result should be reached, it will furnish new illustration of the potency of the economic principle as a governing factor, such as was involved in the large substitution of coal for wood, as fuel. Cheapness has opened new uses to iron and increased its consumption, while the converse is true of lumber—that its use has diminished in proportion to its advancing cost.

It is not contended that the substitution of iron for wood will be so complete as to effect a displacement of the latter. Wood will always have its uses, although these may be more and more limited as the supply diminishes and the cost increases. Already it has become a luxury in some of its older forms, and from time to time apprehensions of a timber famine are voiced. If that should come, relief can only be found in the substitution of other materials for wood. Such a displacement will become necessary to restore the equilibrium between supply and demand. In the meantime, the use of metal as a substitute for wood, in the direction pointed out, grows apace.—Stove and Hardware Reporter.

A reputation for truthfulness is indispensable to permanent and satisfying success.

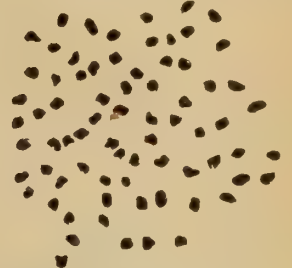
H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.



DEAD SHOT F. G.



DEAD SHOT F. F. G.

GUNPOWDER. "American Dead Shot." TRY IT.



Mr. J. McArthur Griffith, accountant, Toronto, was one of our visitors at the Exhibition.

James Polie, manager at Peterboro, for Muckleston & Co., hardware merchants, died in Kingston on Monday aged 32 years.

A boy dropped a match into a pot of japan in the cellar at James Stewart & Co.'s foundry and a small fire was the result, but no damage was done.

Some time during Tuesday night the large plate glass window in front of Gibson & Jones' hardware store, Pembroke, was broken into and a repeating rifle, a revolver, a hunting knife and some cartridges were stolen therefrom.

The offices of Hardware have been favored, within the past few days, with a pleasant visit from Mr. Hugh C. McLean, secretary and treasurer of the company which publishes the live and attractive looking **HARDWARE** of Toronto, Canada.—N.Y. Hardware.

Alonzo W. Spooner is jumping around among hardware men at the Exhibition this year. His non-fibrous anti-friction metal, piled to a great height in machinery hall, was crowded round by visitors trying to cool themselves. Machinery men all acknowledged "This is the metal there is no doubt about it."

Messrs. Macdonald & De Carle, Brockville, are introducing the palace range in that section and have one of the largest size set up in their front window. It proves a very attractive window dressing. These stoves are manufactured by Jas. Stewart & Co., Hamilton, and have proved a grand success with the trade. A splendid cut of

this handsome stove is seen on another page of this paper and the manufacturers guarantee perfect satisfaction in all its workings. The present demand indicates orders beyond the capacity of the firm for this year.

Secretary Wills, of the Board of Trade, has received a letter from Messrs. Dubois & Bouilla, commission agents of Guatemala, offering to effect sales of articles manufactured in Canada in that country, and offering to place before Canadian consumers the agricultural products of Guatemala.

One of the most respectable and solvent business men of Brantford has received a circular inviting him to correspond with a certain man with a view of purchasing \$25,000 worth of United States bogus notes for \$1,000. The address to which he was to telegraph was Morris J. Gandy, New Oxford, Adams Co., Pennsylvania.

At a meeting of Quebec manufacturers held in the Board of Trade rooms on Monday it was decided to forward several exhibits of Quebec manufactured products to the Jamaica Exhibition. President Turner, of the Quebec Board of Trade, stated that Premier Mercier had promised to send a representative to the Exhibition to watch the interests of the Quebec province products.

Mr. J. F. Stairs, ex-M. P. for Halifax, and Mr. Graham Fraser, of New Glasgow, N. S., are in Ottawa acting for the Glasgow Iron Works Company, recently established with a capital of about \$500,000. This company operates the iron mines on the east branch of East river, in Pictou county, and purposes establishing an iron foundry this winter in New Glasgow. They had a private interview with Sir John Thompson.

John A. Craig, aged 37 years, one of the best known commercial travellers and a highly regarded citizen of London, died Saturday morning of typhoid fever, after a few days' illness. He was a Presbyterian and a prominent Sunday school worker. He was

a Mason and Oddfellow, and also belonged to the Royal Arcanum. He was born in London, and leaves two girls, aged 8 and 5, his wife having died five years ago.

Messrs. W. R. and T. S. Hobbs have had a capias issued at the sheriff's office against Franklin C. Wheeler, lately a hardware merchant in London, on behalf of the Hobbs Hardware Co., claiming \$7,500, the amount alleged to be due the company by Wheeler for moneys paid by them for the defendant at his request from the first day of December, 1889. The particulars of the trouble are contained in three folios. A settlement is said to have been effected between the parties.

SITUATION WANTED.

IN HARDWARE STORE OR AS TRAVELLER—eight years' experience; testimonials. Address **HARDWARE**, Box 461, Galt, Ont. 36

WANTED—By a young man, position as hardware clerk, two years' experience, best of reference. Apply 172 Spadina Avenue, Toronto.

GRIFFITH & CO., (J. MCARTHUR GRIFFITH)

Auditor to the Institute of Chartered Accountants of Ontario, 1886 to 1890.

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J. W. PATERSON & BRO.,

TORONTO AND MONTREAL.

MANUFACTURERS AND IMPORTERS.

Roofing Material, Building Paper, Plaster, Cement, etc.

IMPORTANT NOTICE.---We have almost completed the enlargement of our Roofing Pitch Works, and we hope now to be able to promptly fill all orders entrusted to us.



ONTARIO.

Dawn Mills—Ward, W. A., general store, etc., succeeded by A. & J. D. Moir.

Hanover—Falk, Adam, general store, removed to Tavistock.

London—Wheeler & McLean, hardware and house furnishings, dissolved, succeeded by G. McLean.

Magnetawan—McKnight, Geo., general store, assigned to Stapleton, Caldecott, Toronto.

Markham—Grove, Jno. M., blacksmith, etc., sold out to Colin McDonald.

Mount Elgin—Sanderson & Hobbs (estate of) general store, stock, etc., advertised to be sold by auction on 19th inst.

Oil City—O'Brien, M. D., blacksmith and wagon maker, assigned to Jas. Flintoft, Sarnia

Sudbury—Roy, O., general store, assigned to J. H. Gordon, Ottawa.

Tavistock—Staebler, Jno. G., general store, removed to Hanover.

MANITOBA AND NORTH-WEST TERRITORIES.

Banff—Fulmer, L. C., general store, assigned in trust.

Carberry—Kerr, David, carriage builder, sold out to Wm. Duff.

Fort Qu'Appelle—Finnerty, W. H., general store, sold out to A. E. Iredale.

Melgund—Shillington, J. F., general store, opening out at Hartney.

Minnedosa—Steele, Hugh, blacksmith, sold out.

QUEBEC.

Aylmer—O'Reilly, Edward, general store, offering to compromise.

St. Henri (Hochelaga Co.) Lacasse, E., tins, assigned in trust.

St. Isidore (Laprairie Co.) Bourdeau, Raphael, general store, assigned.

NOVA SCOTIA.

Kemptville—Hurburt, C. H. general store, assigned.

Oxford—Eureka Mfg. Co. (Ltd.) furniture, etc., offering to compromise.

NEW BRUNSWICK.

Campbellton—Sharp, Jos. R., general store, burnt out, insured.

Grand Manan—McLaughlin, W. D., general store, assigned.

St. Stephen—Todd Bros., hardware, burnt out, insured.

Tidnish Cross Roads—Pye, J. L. & Son, general store, offering to compromise.

Spudkins, who thinks he's a wit, dropped into Steelyard's hardware and stove store the other morning. Spud's face was ornamented with a diagram which spoke eloquently for the protective qualities of the bard-wire fence which encloses the vacant lot near his bachelor quarters; but this did not detract from his gaiety. He "ran" the hardware man in this fashion: "Say, stoves, old boy, I'm going to settle down. What'll you charge me for the best you've got in parlor stoves—a two-decker with a bay window in the second story, and a carbuncle on the front stoop?" The hardware man grasped an always-cold Alaska stove-lifter and his face assumed the pained expression of a man who had stocked up on stoves from a Western branch foundry, "which pays no freight," but suddenly changing his programme as an idea came into his head, he replied: "Let you have it at bed rock figures on account of old friendship; but come over to the tinware department, I'll show you something you ought to buy—you'll save money on photographs." Spudkins was curious and bit. He walked across the store and the hardware man handed out a pretty sample of an embossed mug.

Advertisements should be attractive. First, captivate the eye. The eye is the sentinel of the will. Captivate the sentinel, and you captivate the will. The feet follow the eyes. It is the untiring, unremitted, everlasting, never take-no-for-an-answer appeal to the eyes of the people that brings trade.—Exchange.

Sir Ambrose Shea, Governor of the Bahama Islands, and formerly Premier of Newfoundland, arrived in Ottawa on Friday afternoon to urge that the Federal Government's subsidized steamships should call at Nassau on their trips to and from Jamaica. Sir Ambrose was one of the representatives of Newfoundland at the Confederation Conference held in Quebec in 1864. Since his appointment to the Bahamas he has done much to promote the sisal growing industry.

You can lose more than we do by not subscribing for this paper.

Important to the Paint Trade.

TORONTO, May 16, '90,

To W. H. COTTINGHAM,

Montreal.

Kindly send us one box MANDER'S CARMINETTE, per express at once for Toronto Street Railway Co. **WE LIKE YOUR COLOR AND WILL USE NONE OTHER.**

(Sgd.) J. J. FRANKLIN,
Supt. T. S. Ra'y Co.

E. R. C. CLARKSON TRUSTEE AND RECEIVER

In affiliation with **TORONTO,**

JNO. B. CLARKSON
Temple Buildings, - - - **MONTREAL.**

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention

FENSON'S ELEVATORS

**Are the best manufactured for
Factories, Warehouses and Stores,**

FENSOM ELEVATOR WORKS,

52 TO 56 DUKE ST.,

TORONTO.

(Concluded from Page Three.)

run with orders. There is no earthly reason why our American manufacturers cannot turn out as fine a gun as any of the foreign makers, but they must keep up with the times, adding every improvement, for Americans like all improvements which save time and labor, and will be very apt to buy the guns which embody them.

This particular improvement ejecting the shell from the discharge barrel, on opening the gun, is the latest thing in shotguns, and that it is greatly appreciated by both American and foreign sportsmen has been fully proven. American makers should certainly adopt this necessary feature in their high grade guns if they wish them to come to the front. In the ordinary gun an expanded shell, sticking tightly in the chamber, has caused no end of trouble and "cuss-words," and the most likely time for a shell to stick is when a bird is marked down. The ejector guns are free from that defect.

In this connection I would speak of the Winchester Repeating Shot-gun, as Hardware's readers ought to know of every good thing going. This is one of the latest products of the Winchester Repeating Arms Co., of New Haven, Conn., and has the magazine under the barrel, shooting six times. It is one of the exceptions to the rule; as the list price of the highest grade is but \$60. This is not a hammerless gun, but it possesses the advantages of a hammerless, being self-cocking, with the hammer wholly out of the way of the sight line. The gun can also be cocked by hand if desired. Besides the fact of having six shots at one's command, this gun ejects the shell automatically, the feature before mentioned as pertaining only to the foreign makes of high class hammerless double guns.

The Winchester shot gun is having an enormous sale, as even the lowest grade (listed at \$25) has the same action. The cause of its popularity is simply that it gives the sportsman all the advantages he would receive from a hammerless ejector gun costing \$250 to \$300. The finish of the \$60 Winchester gun is superb, and the barrel is very fine quality Damascus. This only goes to prove that sportsmen will buy the guns possessing the most improvements, and as many prefer a hammerless double gun to a repeater, it must be only a short time before some enterprising manufacturer produces an American ejector gun, as the time is ripe for it, without question.

One more point in relation to strictly first-class guns. Do not consider that the extra cost is in the engraving and finish alone; these form but a small part. The real difference in the price is on account of the material and high class of work in the better guns, making them about as near perfection as can be had. Their lasting qualities over moderate priced guns should be apparent to every one who will give the subject the attention it merits.—Toots in Hardware N. Y.

WEDDING.

The church of the Ascension, Hamilton, was filled with a fashionable gathering on Tuesday afternoon, to witness the marriage of Miss Jessie Corinne Parker, daughter of Mr. John Parker, manager of the Meriden Britannia works, to Robert Simpson Morris of the Bank of Montreal. The bride was attired in satin and wore diamond ornaments. The bridesmaids were Miss M. Moore, Miss A. Hendrie, and Miss M. McGiverin. They wore white silk gauze, and carried pink roses. Instead of hats, long white veils were worn, fastened with bands of silver and a silver butterfly. Murney Morris, brother of the groom, was the best man, and the ushers were R. B. Ferrie, H. Gillespie, S. Saunders, R. Bruce and E. Morris. The ceremony was performed by the rector, Rev. E. P. Crawford. The wedding presents were laid out in the conservatory and included many handsome gifts. The happy couple went on a trip to the eastern and southern states.

For the fourth time in three months the fire brigade was called to attend a fire at the Imperial Oil works, London, a few nights ago. The blaze was in a paraffine still about half full, and is supposed to have originated through a leak in the tank from which paraffine escaped and caught fire beneath. A loud explosion resulted, and the night watchman had a very narrow escape, being but a few feet away at the time. The damage will not amount to more than \$500.

In reply to many inquiries we give below some of the series and names of types. The names refer entirely to the size and not the design of the letter.

Pearl—5 Point
 Agate—5½ Point
 Nonpareil—6 Point
 Minion—7 Point
 Brevier—8 Point
 Bourgeois—9 Point
 Long Primer—10 Point
 Small Pica—11 Point
 Pica—12 Point
 English—14 Point
 Great Primer—18 Point
 D. S. Pica—22 Pt

A point is the standard basis of type measurement. Seventy-two points make one inch. By referring to the tables of types above, it will be easy to estimate the number of lines of any given size of type to the inch. For instance, Pica type is twelve points high, and measures six lines per inch; Nonpareil type is six points high, and measures twelve lines per inch.

Goods conveniently located save time, money and temper in showing.

POINTS ABOUT ADVERTISING

John Wanamaker says: "I never in my life used such a thing as a poster, or dodger, or handbill. My plan for fifteen years has been to buy so much space in a newspaper and fill it up with what I wanted. I would not give an advertisement in a newspaper of 500 circulation for 5,000 dodgers or posters. If I wanted to sell cheap jewelry or run a gambling scheme I might use posters, but I would not insult a decent-reading public with handbills. The class of people who read such things are poor material to look to for support in mercantile affairs. I deal directly with the publisher. I say to him, 'How long will you let me run a column of matter through your paper for \$100 or 500?' as the case may be. I let him do the figuring, and if I think he is not trying to take more than his share, I give him the copy. I lay aside the profits on a particular line of goods for advertising purposes. The first year I laid aside \$3,000; last year I laid aside and spent \$40,000. I have done better this year, and shall increase that sum as the profits warrant it. I owe my success to the newspapers, and to them I shall freely give a certain profit of my yearly business."

Six cars per day is the output at the Perth car shops. Many men are working over time.

An extensive find of nickel is reported from Straight Lake, 35 miles west of Sudbury, and has created quite a sensation in that locality. Some Toronto capitalists own 1,280 acres in the district and the vein runs through the whole of their property, being in some places 30 feet wide.

The Arthur foundry, with shingle factory attached, owned by John H. Quest, was burned early Monday morning. It will be almost a total loss of between \$4,000 and \$5,000. No insurance. The fire is supposed to have originated in the engine room. Mr. Quest was away from home on a visit to Denver.

CHARTERED BANKS.

The following is a list of the banks in Canada acting under a Dominion Government Charter:

ONTARIO.

Bank of Toronto.	Imp'l Bank of Canada.
Can. Bank of Commerce.	Traders' do
Dominion Bank.	Bank of Hamilton.
Ontario Bank.	Bank of Ottawa.
Standard Bank.	Western Bank of Can.

QUEBEC.

Bank of Montreal.	Merchants Bank of Can
Bank of B. N. America.	Banque Nationale.
Banque du Peuple.	Quebec Bank.
Banque Jacques Cartier	Union Bank of Canada.
Banque Ville Marie.	Banque de St. Jean.
Banque d'Hochelega.	Banq de St. Hyacinthe.
Molson's Bank.	East. Townships Bank

NOVA SCOTIA.

Bank of Nova Scotia.	Halifax Banking Co.
Mer. Bank of Halifax.	Bank of Yarmouth.
People's Bank do	Exch. B'k of Yarmouth
Union Bank do	Com'l B'k of Windsor

NEW BRUNSWICK.

Bank of N. Brunswick.	People's Bank.
St. Stephen's Bank.	

MANITOBA.

Commercial Bank of Manitoba.

BRITISH COLUMBIA.

Bank of British Columbia.

STEEL FOR WATER AND OTHER PIPES.

The article in your issue of August 2nd seems to have been prepared in some misconception of the nature of the question which is now under discussion in engineering articles. So far as I am aware, there is no discussion as to whether cast iron, steel or wrought iron is the best material for pipe manufacture. In the American Water Works Association the debate took a practical turn, and hinged on the question—understood by the speakers if not clearly formulated in words—whether the superior advantages of steel as a material was not offset by the passive resistance to destructive oxidation in the ground of the heavy and clumsy cast iron pipes hitherto used. In the New England Water Works Association, as I learn from a study of their transactions for several years, the discussion has assumed much the same character—cement pipe being contrasted with cast iron, not because it was open to debate whether iron or cement is the better pipe material, but simply which rendered the better service during a long term of years.

I venture the prediction that the days of the cast iron pipe are nearing an end. They represent too much dead weight for too little strength. Wise engineers long ago reached the conclusion that the most costly and least satisfactory way of protecting iron against oxidation is with mere bulk of its own substance; and those most concerned in the future of cast iron pipe, for business reasons realize most keenly the fact that it is destined soon to take its place among the materials forced into disuse by the progress of the arts. Mr. Hamilton Smith, Jr., who stands very high in the profession of hydraulic engineering, in a paper contributed to the British Iron and Steel Institute, and published in Vol. I of their transactions for 1886, furnished data as to the life and strength of wrought iron and steel pipes for water conveyance, which left little room for further discussion.

The query presents itself: Why should not wrought iron, or still better, steel, be used for conduit pipes in preference to cast iron? If it answers the desired purpose in California, why should it not do so in other parts of the world. To one like myself, who has for years been accustomed to the California practice, it seems as irregular to build a pipe, carrying water under considerable pressure, of cast iron as it would be to build a suspension bridge with the supporting chains made of cast iron.

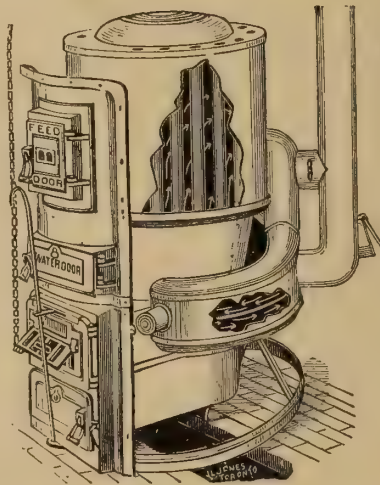
Experience in the United States has shown that the practicable limit of size for cast iron mains is a diameter of about 4 feet, even when the pressure is less than 100 feet. It is evident that a pipe of wrought iron or mild steel can be made of almost any desired size, and this may be of much advantage if it be desired to conduct a large supply of water through pipes for city or other use. For instance, with an inclination of 3

feet per mile a single pipe 8½ feet in diameter will carry 280 cubic feet per second, while seven pipes, each 4 feet in diameter, would be required to transport the same quantity of water with the same inclination. The cost of the large pipe, made of steel or wrought iron, would be considerably less than one-half of the cost of the seven small pipes made of cast iron.

The ideal conduit for high pressures is a welded steel tube: such tubes could probably be subjected to a tensile strain of 25,000 pounds with perfect safety, and would be much preferable to riveted pipe, not only on account of superior strength, but also by reason of almost perfect interior smoothness. The adaptation of a superior and cheap metal, such as mild steel, for conduits, will permit the construction of hydrolic works in many parts of the world which now appear to be impracticable, owing to the cost of

many of the methods still in use for the transportation of water.—[Jas. C. Boyles, in Engineering Record.

The problem of the protection of steel tubes in the ground is no longer one which causes the engineer any anxiety. A steel tube 1-16 inch thick, properly coated with asphalt applied in the right way, will, under normal conditions, have a longer, useful life in the ground than a cast iron pipe ¼ inch thick. Meanwhile it will be, what cast iron is not, impervious. The experience in the streets of New York with cast iron gas and water pipes shows how long they will outlive their usefulness as conduits. The pipe of the present and future is the welded steel tube; and the fact that the demand for these has always been greater than the available supply would seem to dispose satisfactorily of the idea that they are regarded with a prejudice which must be overcome before they can be generally introduced.—American Manufacturer.



CLARE BROS. & CO.,

Preston, - Ontario,

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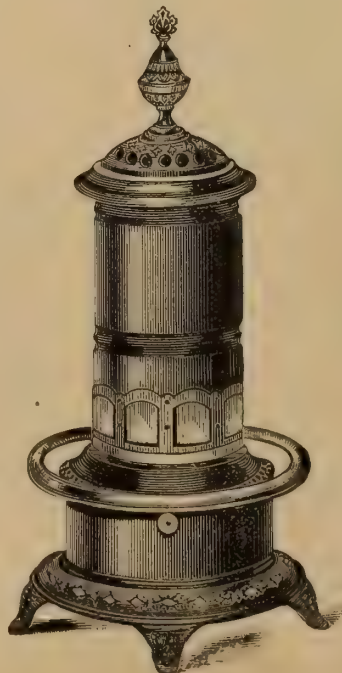
COAL AND WOOD

Hot Air Furnaces and Registers.

12 STYLES, 40 SIZES,

BEST VALUE IN THE MARKET.

Estimates and Illustrated Catalogue sent upon Application.



This cut represents our

Grand Oil Heater

of which 20,000 were marketed in the United States last season. This stove will burn Water White Canadian Oil without smoke or odor, and will heat a large room at a cost of one cent per hour. It is artistic and beautiful in design, and the best selling article ever placed upon the market. It must be seen in operation to be appreciated.

Write for illustrated circular, prices and terms.

MORTON & CHRISTIE,

Windsor, Ont

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,
HAVE IN STOCK
Linseed Oil, Castor Oil, Glue,
and General Painters' Supplies.

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BUILDING PAPER

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We Guarantee our Tarred Paper NOT TO STICK.

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— WITH —

OVAL FIRE POT and BASE BURNER GRATE

— OR —

Duplex Grate and Square Fire Chamber.

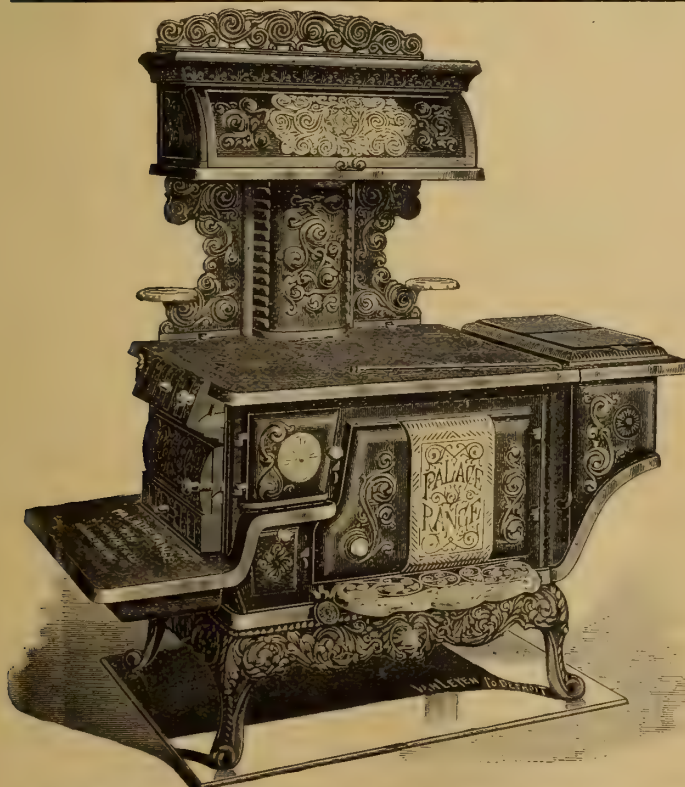
THE ONLY RANGE

With Interchangeable Fire Place and
Grate using same water Front
in both.

LARGE VARIETY OF SIZES AND STYLES.

EXTRA LARGE OVEN. PERFECT BAKER.

Sold by Leading Dealers. Send for Circular.



JAMES STEWART & Co., - HAMILTON, ONT.

TORONTO SHOW ROOM: J. BOXALL'S, 183 KING ST., EAST.



TORONTO, Sept. 19, 1890.

The improvement which we noted in general trade last week is even more apparent this, and a good business has been reported all round. The exhibition has, of course, helped business to some extent. There have been a large number of country merchants in the city, and many have left orders behind them, while some have simply called on the wholesale trade and inspected the stocks. Talks with retail merchants show that they are exceedingly hopeful as regards a good fall and winter trade. The good crops throughout the country have infused fresh life into business, and the retail trade expect to reap the benefit this fall. They also say that stocks generally in nearly all lines have been allowed to run down pretty low, and will now soon have to be replenished.

There has been a better demand this week for certain lines of shelf goods, which have been very dull lately, and also a more active sale is noted for cutlery. Builders material are however, still moving out slowly, while in lumbermen's supplies practically nothing is doing.

The course of prices is still tending upward. All lines of metals are very firm. The firmness is not confined to Canada alone, for this market is simply following the lead of the English and United States market. Consumption of metals lately has increased, till the demand has overtaken the supply, so that the late advances in the English markets may be regarded as perfectly legitimate. The outlook does not point to any declines, in fact further advances are confidently looked for.

The principal difficulty in the trade at the present time is the scarcity of money. Remittances from the country are very slow in coming in, and maturing liabilities are not being taken up as the trade would wish. The slowness in which the grain is moving to market is probably the reason for the present unsatisfactory payments. The next month, however, should see considerable of the crop marketed, and this will cause a large amount of money to go into distribution throughout the province, the effect of which will be almost immediately felt.

Messrs. Henderson & Glass, Liverpool, quote freights as follows:—"The rate from Liverpool to Montreal is 12s. 6d., and 10 p.c. per ton; and to Toronto, Hamilton, and London 7s. 6d. to 10s. per ton more, and 10 p.c. prime, according to classification. Tin and Canada plates from South Wales 2s. 6d. and 10 p.c. more. To Halifax, on ordinary weight 15s. and 10 p.c. Tinplates 17s. 6d. and 10 p.c. per ton. From South Wales 2s. 6d. and 10 p.c. more.

IRON.

The local market continues firm, and all heavy goods are in better request. Pig iron is stiff, Summerlee being quoted at \$25 to \$26, and Carnbroe at \$23 to \$24. Common bars are moving out slowly at \$2.30 and in some instances \$2.40. The Hamilton mills have been busy lately, and are said to have made considerable sales in the Montreal market. English mail advices say: At Glasgow the statistical position shows no signs of weakness; and business generally, both as regards consumption and exports, appears to be expand-

ing rather than contracting. 5,500 tons of iron were last week taken out of Connal's store, reducing the quantity held there to 666,000 tons, comparing with 1,017,000 tons at the same date in 1889. Shipments are well maintained, and are 42,000 tons in excess of the corresponding period last year. The manufactured iron makers have, in several instances, raised their quotations this week, and inquiries both on home and export account are more numerous. A decided impetus has been given to the steel trade of the district, by the orders for new vessels recently placed with the Clyde shipbuilders, and prices for steel plates and angles are fully 5s. higher than a fortnight ago. At Middlesbrough stocks in public stores remain practically unchanged at 90,000 tons, against rather more than twice that quantity held at a same date last year. Shipments mark a falling off of 112,000 tons compared with 1889, but 106,000 tons of this is accounted for in the smaller deliveries to Scotland, consequent on the relative cheapness of Scotch iron, which has caused the latter to be used by Glasgow manufacturers in the place of importations from the Cleveland district. The manufactured iron and steel trades continue in a healthy condition, and the tendency in prices is still upwards. Quotations for iron plates are very firm at £6 to £6 2s. 6d., and £6 10s. is being asked for steel plates. Business is decidedly brisker than for a long time past, and the demand is still increasing. In Staffordshire the improvement of the last few weeks is well maintained. Marked bars are in better request, and the sheet makers, both black and galvanized, are booking more orders than for some time past. Everything seems to point to a steady and satisfactory business during the remainder of the year.

TIN AND TIN PLATES.

The local market for tin plates is strong, but the demand is not particularly active, and it is probable this reason that prevents holders from asking the full advances that have lately taken place in the outside markets. Merchants appear to anticipate a further appreciation in values before long, and are therefore not forcing their goods upon consumers. There has been a temporary lull in the English market. There is a fair trade demand and more or less enquiry on large blocks, but buyers and sellers' views are wide apart, and makers are very firm. The stocks at British shipping ports aggregate 323,000 boxes, against 366,000 boxes at the corresponding period last year.

There is no feature in the ingot-tin market. Prices are steady, while the movement is only moderate. In England, however, prices in block tin have steadily advanced. Recent arrivals have fallen behind the consumptive requirements.

CANADA PLATES.

Merchaats are holding Canada plates very stiffly, and there is rather an improvement in the demand. Consumers are reported to be behind-hand in ordering their supplies, and holders state that when they do come upon the market they will have to pay higher prices than are now ruling.

COPPER.

The late advances are firmly maintained, and the market appears to be in a strong position. In England copper has been in fairly active demand, and merchants bars have sold higher.

LEAD.

The advances in the old country are having their effect upon this market, but a light demand prevents any immediate advance

being asked. Soft spanish is cabled at £13 7s. 6d. to £13 10s.

ZINC AND SELLTER.

Purchasers here will probably have to pay the late advances that have taken place in the old country, and no immediate decline is looked for there. Ordinary Silesian spelter is cabled at £24 10s.

STEEL RAILS.

The cable says: A fairly good business has been done at unchanged prices. Heavy sections quoted at £5 and light sections £5 15s. @ £6, f. o. b. at N. W. England shipping point.

SCRAP METALS.

Wrought scrap is moving out very quietly, the mills still paying \$15 per ton, which is about \$2 per ton below present prices in Montreal. There is a fair enquiry for cast scrap, but it is coming forward slowly, and any choice lots would sell readily at a slight advance upon our quotations. Dealers prices are as follows: No. 1 heavy scrap, 60 per 100 lbs.; stovecast scrap, 50c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 25c.; new scrap copper, 10c.; heavy scrap copper 10½c.; old copper bottoms, 8½c.; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 9c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2½ to 2¾c.; country mixed rags, \$1 to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PAINTS AND COLORS.

A little more activity is apparent in this line the past week. Prices, however, are without change, nor is there any new feature to characterize the market. Linseed oil is steadily held here. The highest prices cabled here from England do not affect this market, as no import orders are being placed at present. A couple of small lots of linseed oil have reached this market in the past week, but stocks on the whole are not large, and there is a steady demand for the oil. In other lines the market is very quiet.

CEMENT.

The local dealers in cement report a quiet and unchanged market, the prices being quite firm. Portland is \$2.20, and Native \$1.10. Fire brick \$20 to \$25 per 1,000.

HIDES, ETC.

HIDES—No. 1 green are 7c., and No. 2 are 6c. A carload of cured sold on Monday at 8c.

TALLOW—Rough is 2c. and rendered is 5½c.

WOOL—Is 21 to 23c. with little changing hands.



MONTREAL



MONTREAL MARKETS.

SEPT. 18, 1890.

IRON AND HARDWARE.

There is no alteration to the firmness that has characterized the iron market of late, and our previous remarks about this apply fully to-day. A stiffening tendency is natural at this season, and circumstances at the moment strengthen this tendency, as the tone of prices at primary centres do not allow of any material shading, while freights are scarce and correspondingly firm. These causes have their effect on pig and other leading lines, and no reductions are spoken of except in the cases of a few outside lots of pig now on the market, which might be moved for somewhat lower figures than a

MONTREAL Markets continued.

transaction in a regular way would call for. During the week car lots of Summerlee have been placed at \$22.50, and it is doubtful if any shading would be made on this figure which affords a fair indication of the position of the market at the moment. Buyers however continue to kick against the firmness and this restricts the movement, but on the whole trade has been fair during the week in the various staple brands on the basis above given. For forward delivery outside prices are stipulated for in every instance, owing to the stringency as regards freights. In bar iron no change is spoken of and prices are steady at \$2.40 for imported bar and \$2.30 for Canadian round lots moving at a reduction on this figure. In tin plate there are no new facts, but the firm feeling noted continues and quotations are \$4 to \$4.25 for charcoal and \$4.30 to \$4.50 for coke with buyers reluctant at these figures however, and are only taking what they actually want. Still their wants are expanding and in spite of the reluctance a fair distribution has taken place. In other lines we know of nothing particular except that copper is very scarce on spot, and in few hands with long figures spoken of, 16½c. being quoted. The houses report a gradually increasing business in shelf goods.

NAILS.

The market for nails is a steady one, and a good active business has transpired during the week, in fact makers report orders for the season as quite equal to those of last. The basis is \$2.45, and jobbers are doing a good distributive trade at this price, and although some cutting is reported we could not trace it. In horse shoes orders are ahead of supplies, and prices are firm at \$3.65 to \$3.75. Other lines are firm.

GLASS.

The glass market is unchanged, with prices very firm at \$1.50 to \$1.60 for first, and \$1 to \$1.20 for second break.

CHEMICALS AND DYE-STUFFS.

The chemical market is still rather unsettled, due to the fact that a hitch has arisen in regard to the union which was looked upon as settled a week ago. However advances are being touched on at primary centers, and to replace any stock will certainly call for additional figures. Caustic soda is firm in Liverpool at an advance at £10 10s. for 60 per cent. and £11 10s. for 70 per cent. and £13 for 77 per cent. which means a sensible advance here. In fact spot quotations are now 25c. higher, the range being \$2.50 to \$3.00. Bicarb soda has advanced 5s. per ton for present month shipment, and lump alum is also 2s. 6d. per ton higher, the present price in Liverpool being £5 5s. to £5 7s. Scilly sumac is firmer at \$5 per ton at point of shipment, and Gambier is somewhat lower. On the whole the general tendency of the market is firm and although there has been some holding back some nice orders in the way of new business for forward shipment are spoken of.

PAINTS AND OILS.

The color market has been rather quiet of late, but this is natural at this season. The position is firm, however, and we have no change in prices to report. In oils the market has been an active one as regards some of the leading lines, notably cod oil, and additional business in a large way is reported. During the week 500 barrels left first hands at 38c., which is an extreme inside figure, and another lot of 200 barrels changed hands at 39c., and was immediately turned over again at an advance it is understood. We quote Newfoundland and Gaspe at 39 to

40c. as a range with Halifax at 32 to 33c. Seal oil has changed hands for round lots at 52½c.

NAVAL STORES.

A quiet business characterizes this branch of trade at the moment. Turpentine is unchanged at 62 to 64c and other lines are firm and unchanged. We quote: Turpentine, 62 to 64c.; rosins, \$2 to \$4.25, as to brand; coal tar, \$3.65 to \$3.80; cotton waste, 5½c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c. and cotton oakum 10 to 12c.

PETROLEUM.

There has been no change in petroleum during the week but the active business noted in our last continues, and figures are generally steady. We quote: American refined, 23c in car lots, 23½c. to 24½c. for smaller quantities. Canadian, 13c at Petrolia in car lots, 13½c. October delivery, and 15½c. in Montreal; smaller quantities, 16½c. American benzine is quoted at 23 1-2c. to 25c. and Canadian at 14 1-2c. to 15c.

NOTES.

The steamer "Grecian," from London, now in port, has on board five hundred packs of Russia sheet iron, direct from St. Petersburg via London, consigned to M. & L. Samuel, Benjamin & Co., of Toronto. We understand that only about one-half of this quantity is intended for the Canadian market, the balance going through in bond to San Francisco per Canadian Railway via Victoria.

NEW YORK MARKETS.

NEW YORK, Sept. 18 1890.

IRON AND STEEL.

No striking change is visible in any branch of the iron or steel trade. Railroad patronage is rather light at present, but orders for finished products for other uses appear to be very fair, although rarely of any considerable size, and the movement of crude products into the channels of consumption is still of very good proportions. Prices are slightly irregular in some departments yet apparently no lower than at any previous time this month. Northern foundry pig iron is selling at about \$17.50 to \$18 for No. 1 and \$16 to \$17 for No. 2, according to brand. Southern No. 1 goes chiefly at \$17 to \$17.50 and No. 2 at \$16.50. Mill grades go at \$15 to \$15.50, according to brand. Standard Pennsylvania Bessimer pig remains at about \$18 to \$18.50. Scotch pig sells in small quantities only, and quotations remain at about \$24 for Coltness, \$23.50 to \$24 for Summerlee, \$21.50 to \$22 for Dal-mellington and \$19.50 to \$20 for Eglington. Foreign 20 per cent. spiegeleisen is nominally \$30.50 to \$31.50, according to brand, and \$70 to \$72 is quoted for 80 per cent. ferro-manganese, future shipment.

For old iron rails the demand here is moderate, and the best offers are about \$25 50 for tees, and \$20 for double heads, but business is said to have been done in Pittsburg at prices on the basis of about \$26 here for tees. Wrought scrap is quoted at \$21 50, with sales of 100 tons.

The official report shows that the Associated Manufacturers had up to Sept. 1st. sold 1,353,904 tons of steel rails out of an allotted output of 1,666,000 tons. There have been delivered during the eight months, 942,984 tons. Compared with those of the preceding month these figures indicate that about 80,000 tons were sold and 117,000 tons delivered during August. As regards new business in rails nothing of interest developed, and the general situation is practically the same as it was at the beginning of the month. Eastern

mill prices are unsettled, ranging between \$30 to \$31 for standard sections. Steel in the form of billets, slabs, rods, etc., is selling to a fair extent, and at practically the same prices that have ruled for some time past.

TIN.

Prices for pig tin have undergone a further sharp rise in both this and the London market during the past three days, and evidences increase that the market is practically in the position of having cornered itself. The arrivals have been light and it is stated that only a small quantity is due to arrive this month in time to be available for September contract deliveries, in which there is more or less short interest. The speculative position, however, cuts but a minor figure at the present time. The strong point in the situation is that the consumption in both this country and Europe has run ahead of the fresh supplies received during the past six weeks, and is still doing so, the result of which is that prompt and current month deliveries are commanding a considerable premium over future deliveries in both markets. On the Metal Exchange there have been sales of 10 tons at 22.50c. buyer's option one week, 10 tons October at 22.15c. and 10 tons September at 22.80c. The latter transaction took place Monday, on which day 15 tons for prompt delivery were sold at 22.50c. whilst small parcels were sold on out-of-town orders at between 22.60 to 22.75c. Market value could not be determined with any accuracy on Tuesday. Prompt and September delivery were "nominally" quoted at between 22.70 to 22.90c. while October and November deliveries were offered at 22.40c. London cables quoted an advance to £99 5s. spot, and £98 15s. future, the former being a rise of £1 5s. since Friday last.

COPPER.

Prices for copper have gone still higher in the London market, merchant bars selling up to £61 10s. spot, and £62 future. There has, however, been no change in the American market. Speculative interest here is exceedingly tame, and consumers are closely looked after by the leading producers. Prices are kept quite firm, however, at 17c. for Lake Superior products, 15½c. for Arizona and 14½ to 14¾c. for common casting brands.

LEAD.

On small transactions the price of pig lead has reached as high as 5c., and fair sized lots have brought 4.95 to 4.97½c., which is the highest point since the collapse of the Corn with deal in the metal. Speculation plays some part in shaping the course of values, but the advance seems to have good foundation in the general situation under the change brought about by the restrictive duty on Mexican silver-lead ores.

SPELTER.

Spelter is also a shade firmer. Moderate quantities might be had at \$5.50 for shipment next month, but \$5.55 to \$5.60 is generally asked and offerings are reservedly made. The supply on the spot is very moderate, and \$5.70 to \$5.75 ex store is asked for prime Western.

TIN PLATE.

Business in tin plate has been rather slow the past few days. Advices from abroad report a very firm market there, however, and there is a stronger feeling on prices here.

A feather duster disperses but does not remove the dust from the store.

Every line of goods embodies a history and a science worth years of study to understand.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

NEW WAY OF MAKING PAILS.

The Coopers' Journal contrasts the new with the older methods of making pails and like wares, much to the advantage of the modern product. By the old process logs were taken from the river dripping with water, and sawed into sections of the length required. The blocks were then taken to the machine used for cutting the staves, which contains a circular saw, thus causing the staves to possess the curves which can be observed in any common pail or tub. The old system also consisted simply of wheeling the staves in their green condition to the brick dry-house, where they were dried by a huge furnace, from which pipes run here and there beneath the rooms in which the staves were piled. These apartments had an open floor, that is, the different pieces of flooring were laid one or two inches apart to admit the heat from below. With this system from eight to ten days were consumed in getting the staves properly seasoned for use.

All this is now changed and improved and new processes work to a charm. To begin with, an elevated platform is built about fifty feet in the air, of considerable width, to allow wheelbarrows to pass each other. To this, connected to run by the main power, are built several elevators. At the foot of the elevators are located the machines for sawing out the staves. The staves are sawed and thrown one by one upon this elevator, and by it carried to the platform and dumped into the wheelbarrows. The new dry-houses or tower kilns, built to a great height, are other new features. There are but two in the United States. The towers contain twenty apartments, each with a trap door at the top through which to dump the unseasoned staves. These apartments are filled to the brim by the wheelbarrows, which have in turn been filled by the elevators to the adjoining platform. The process of drying does not necessitate the use of fire in immediate connection with the dry-house. A huge circular fan of about ten feet in diameter is cooped up in an iron casement and so built that in its revolutions it draws in air. Before the aperture to admit this air is running up and down 4,000 feet of heated inch pipe that is heated by steam from an engine in connection. The heated air thus drawn in by the fan is forced by the same power in, under and up into the dry-house, the floors of which are iron, with numerous holes through them to admit the heat. The time occupied to properly season the staves for use by this new method is from three to six days, or about one half that occupied by the old. No fire is thus brought into the immediate vicinity of the dry-house, and the ease with which the whole operation is performed is remarkable.

The settlement of the estate of an enormously rich English pill manufacturer reveals the fact that while he was rolling up pills and wealth he spent about \$200,000 a year regularly in advertising.—New York Graphic.

LOOKING FORWARD A MONTH OR TWO.

A large number of the fall circular price-lists, from wholesale houses, under dates of August or September of this year, make similar announcements in regard to the prospects for fall trade; i. e., that season goods of all classes are likely to be higher in the near future, and that the outlook is for a larger fall business than usual. While it may be hoped that all these flattering prospects will be realized in the largest degree, a word of caution may not be amiss to those who are apt to be over sanguine and inclined to buy very much more largely than in other years. It is natural to suppose that business, from legitimate causes, will increase each year; and by comparing the amount of stock bought in any line last year, with the quantity bought the year before, and knowing how much has been carried over from last season, a basis for this year's purchases can be formed. It is better to lose a few sales late in the season, or to supply such wants by express, than to carry over a quantity of goods. If indications late in the season are that a considerable stock of season goods are likely to be left on hand, judicious advertising of reduced price or personal solicitation will catch that class of customers who would wait till next year if some inducements were not offered.

It is the practice in cities, among dry good clothier and gents' furnishing goods establishments, as well as some other lines, to dress their show windows in the most attractive way with goods to be closed out, and mark the articles, reduced from so much to so much, often showing a cut from one-third to one-half the former selling price. Some system of this kind, under like circumstances, might be of advantage to the Hardware and Stove men. Now that Sheet Iron, Elbows, Stove Boards, Coal Hods and like goods are being bought, or are coming in, there is no better time to arrange for the convenient and speedy handling of them in the busy season. The first cold snap brings hurried inquiries for Stoves, Pipe, Elbows, Dampers, T-Joints and the rest of the Stove paraphernalia. Every one wants Stoves set up at once, whether they be new ones or those stored or the ones that have stood in the corner of the room all summer. They want polishing done, stoves cleaned and new mica put in. Many want to borrow stove trucks or stove carriers, much to the Hardwareman's inconvenience. Now is the time to prepare for this rush, for it is sure to come.

It is not uncommon on a frosty October morning to see in a hardware store two or three boxes of stove boards standing against cook stoves, the covers knocked off and lying on the floor with the points of the nails up; a bundle of elbows scattered over another cook stove with the wire that held them in just the shape to cause the most trouble; a bundle of coal hods toppled over near the

front door, the wire that bound them together broken on one side and three or four dents in the half dozen hods, and a corresponding amount of japan knocked off; no stove pipe made up in the rack; in fact, confusion reigning supreme. To such confusion add an incompetent blacking corps; a lack of polish; pliers, screw drivers and stove pipe wire left somewhere, and you have a condition of things not conducive to good temper. There is no reason why arrangements cannot be made to avoid this confusion. Stove boards can be opened and put in a rack, elbows undone and put in convenient form for handling, coal hods unwired and dents taken out, stove pipe made up, including some half joints and taper joints; also dampers on hand, including a few 5 and 7 inch for emergencies. It is often the case that some sample stoves have not been polished and put on the floor. The man who has samples ready early is going to catch the largest trade. Customers do not want to purchase a stove from a sample in a knocked down condition. They cannot imagine how it will look when set up as a stove man, perhaps, can. The rule to have heating stoves on the floor by September 1 is a good one. Many begin to inquire for stoves soon after that time, and the dealers who are prepared secure orders for later delivery.—Iron Age.

THE PROFITS IN ADVERTISING.

There are prosperous young business firms in Cincinnati which admit that they have made all their money by the liberal use of printers' ink. There is one firm—the largest of its kind in the city, and not ten years old—that laid out more than one-half of its entire capital in advertising the first year of its existence. The returns were surprising.—Cincinnati Post.

About 1 o'clock on Monday fire was discovered in the carriage cloth building at the Toronto rubber works in St. Alban's ward. Before the reels arrived there was a big blaze going, accompanied by immense volumes of smoke, and it looked as though immense damage would be done. But the quickness and efficiency of the brigade soon quenched the flames. The damage amounts to between \$5,000 and \$7,000, which is fully covered by insurance.

A recent order of the treasury department at Washington is likely to have a harassing effect upon those who import or ship goods through the United States in bond. The order is that all goods bonded for Canada must be corded and sealed. When a package reaches the United States frontier the customs officials place a cord around each package and affix a customs seal thereon, making a charge of ten cents per package. The order is of a vexatious character, but if persisted in will stop importations via New York and the shipment of goods from Ontario to British Columbia by the Northern Pacific route.



No Duty on Church Bells. Please mention this paper.

IMPROVED PATENT ASBESTOS FLOOR & PARTITION CROCKS.

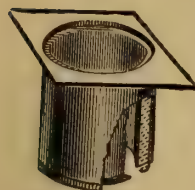


These CROCKS are light, Easy to fit and Thoroughly Fireproof, and wherever known have taken the First Place in the Market

PATENTEE AND SOLE MANUFACTURER,

A. Fairgrieve

Office and Factory,
128 Richmond St., W.
TORONTO.



THE CANADIAN WHITE ENAMEL SIGN CO., 4 ADELAIDE ST. W., COR. YONGE, TORONTO.

SOLE AGENTS IN CANADA FOR
Cæsar Bros. Patent Dome Enamelled
Letters and Figures.

Agents wanted in every City and Town
in the Dominion -41

JAMES MORRISON,

MANUFACTURER AND WHOLESALE DEALER IN

ENGINEERS AND PLUMBERS' BRASS WORK.

Iron and Brass Valves, Inspirators, Injectors, Ejectors, Revolution Counters, Engineers' Clocks, Steam and Hydraulic Gauges, Wrought Iron Pipe and Fittings, Soil Pipe and Fittings, Lead Pipe, Sheet Lead, etc.

Also keep always in stock full lines of

Sanitary Earthenware, Water Closets, Wash Basins, Etc.

MORRISON BRASS WORKS, ADELAIDE ST. WEST, TORONTO.



If you have a heating contract in view, get our prices before closing--it will pay you.

Cast Iron or Steel Furnaces.
Coal or Wood.

Identify yourselves with one line of First-class Stoves and you will control the trade of your Town. Our stoves are known from the Atlantic to the Pacific.

Coal Hods, Stove Boards, Registers, Elbows, Lanterns.

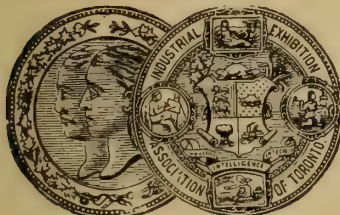
If you have not received copy of our new catalogues, Stoves, Furnaces, Tinware, please write our nearest house.

The McClary Manufacturing Co.

LONDON. TORONTO. MONTREAL. WINNIPEG.

Toronto Plate Glass Importing Co.

Highest Award, Toronto, '87



For Mirrors and other Glasses

TELEPHONE 1599.
CABLE ADDRESS, "PLATE." }

GLASS IMPORTERS,

Bevellers and Mirror Manufacturers.

Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

55 Victoria Street, - - - Toronto, Ont.

VISITORS TO THE TORONTO EXHIBITION

Are invited to make use of our store, 11 Front Street West, for writing and mailing their letters and leaving their parcels or valises.

We will not exhibit this year having been fully occupied since taking over our present store putting in stock and getting samples ready.

Our Travellers will be in attendance at the store and will be glad to see their customers, to whom we extend a hearty welcome to call.

THOS. DAVIDSON & CO.,

Head Office and Works: MONTREAL.

11 Front St. W., TORONTO.

THE MISTAKES OF ADVERTISERS.

I sat in my pew the other night and heard the dominie give out the words of the great King Solomon: "The mistakes of my life have been many, and in the bitterness of my heart I cried out: 'Fool, fool, fool?'" It occurred to me at the time that if his audience had been made up of certain advertisers we all know, they could very appropriately rise in their places and greet that sentiment with cheers.

It is really a matter of amazement to me that men, who are hard-headed, common-sense beings on every other subject, should dismiss their wits when they approach the advertising field. It is painful to quote individual cases, and when I do so it is done with the utmost charity and for the good of the cause at large. It is peculiarly distressing to observe a man so handling a factor in his business that, instead of being a help, it becomes a hinderance, and it is with the hope of being a little assistance in just such a case that I take the liberty of criticising the work of others, though not unmindful that I have still much to learn myself, and expect to die with my education incomplete.

Not long ago the Scotch Oats Essence Co., of New York, sought to place a remedy in the market for the cure of nervous disorders, indigestion, etc., etc. One of their advertisements asked the question:

Why is the circumflex of the circumlocution equal to the apex?

And the answer was:

Because an elephant can't climb a tree.

I forgot to say that this was prefixed by the cut of a forty-one ton elephant climbing a rose bush. The question and answer were followed with a little ordinary reading matter leading up to the efficacy of Scotch Oats Essence as a tonic and cure for stomach troubles; and the whole thing was about the most absurd affair that had appeared in New York papers for some time, which is saying a good deal. The climax to this sort of work was reached a few weeks later, when a vulgar burlesque appeared on that popular song, "Empty is the Cradle—Baby's Gone," wherein was shown an empty cradle, a weeping mother and an angel bearing a bottle of Scotch Oats Essence. I am not discussing the merits or demerits of this song. It was tremendously popular at the time, and many a heart was touched by its simplicity and pathos. Nothing could have been more brutal than such a perversion, and the prejudice this created made it impossible to do further business. Various sums are stated as the total loss involved. Sufficient is known, however, to prove that not a cent was saved from the wreck. So we may all breathe freer.

I cite this case in refutation of the theory that all a man need do in advertising is to attract attention. This work, undoubtedly, attracted attention, but in a wrong spirit.

The "good will" was lacking, and without the good will it was impossible to do business. You can't sell goods to people who dislike you. It was poor advertising, yet there are several cases almost parallel now running in the leading mediums. I do not like to specify them, but let each man think for himself. If you recall an advertisement that went in against your judgement, that doesn't read just right, take it out. It is making or breaking you.

The nature of one's business must be the sole factor in determining the style of advertising. A strictly first-class business cannot be handled in the same manner that a commoner grade of goods calls for. You can't call on the big men in New York, for instance, and slap them on the back, and ask them out to take a drink. Yet a drummer can do that with the small dealers, and it "goes down" all right. It is the difference in the trade for which you are catering, and must be recognized in advertising the same as in canvassing.

Another remark and I have done. The dry-goods men throughout the country are entitled to all the glory and honor that accrues to men who have buried their souls in the dead and danky past. They are, as a rule, liberal users of printers' ink, and if they would only forsake some of their ancient fetiches all would yet be well. But the most sanguine optimist can hardly expect them ever to refrain from such original expression as

Bargains! Friday bargain day.
Great bargains! Selling below cost.
Remarkable bargains! Clearing out sale.
Unexampled bargains! Stock taking.

A perusal of such literature is like a douche, so refreshing it is to the seeker after novelties. Yet there is a silver lining to the otherwise gloomy outlook; I refer to what is known as the Powers-Wanamaker school of advertising. I know several highly accomplished men in this direction, one of whom was recently heard in Printers' Ink. But great care must be exercised even here, or the result is a disagreeable, meaningless chatter that is a mere echo of the previous day's Philadelphia papers. A large Brooklyn store is the chief offender in this respect, and I should think their young man would take the trouble to do a little thinking of his own.

If you have gained from what I have not said that advertising copy is of prime importance, the object of these short notes is accomplished. Take time over it! Ponder it—study it—use common words and small ones. Avoid hackneyed terms. Try and be interesting in what you have to say, and don't think that everybody is as much interested in your business as you are yourself. Divest yourself of your own personality, and be as much of a customer while you're writing as you can.

H. C. BROWN,

Work can always be found in a store without double-million microscope

DRUM TAPS.

Leaves from the Diary of a Commercial Traveller.

BY WM. H. MAHER.

CHAPTER I.

Although I was not twenty years old when I made my first trip on the road as a salesman, I had been at work for eight years, and was, in many things, as mature as most young men of twenty-five. Part of those eight years was spent as a boy in a Connecticut factory, but during five or six of them I worked in the factory office. At nineteen I followed Greeley's advice and "went west," securing a position as book-keeper in a wholesale hardware store. Everything about the stock and the way of doing business was new to me, except such tools as we had formerly bought as supplies in the eastern factory; tools used by machinists and carpenters, and everything that came under the head of mill supplies. In these items I had a better understanding of the goods than had clerks of much longer experience, but in farm tools, builders' hardware, tinners' and blacksmiths' tools and stock, I was very green. But I posted myself as well as I could, when I was able to be away from the books, and I began to be ambitious to be a salesman, and to go "on the road."

I was determined to better my condition, and to get into such grooves as would one day take me out of the ranks of clerks, and give me a place in the firm. In the East advancement had seemed surest by way of the office, in the West everything seemed to depend on a man's ability to sell goods and hold his trade. I was not long in the house when I observed that the traveling men seemed to be the real managers. They were consulted upon every purchase; they were advised with as to credits, and they seemed to go in and out as their own sweet will suggested. As I became acquainted with other houses on the street, I also noticed that when a clerk was taken into partnership, it was not the book-keeper, nor the stock clerk, nor the house salesman, but it almost invariably was the traveling salesman. Seeing and noting these things I concluded that I would be a "drummer."

But, after settling this to my satisfaction, there remained a harder task before me, and that was to persuade the firm to send me out on a trip. The senior was not a very enthusiastic man. You might sit beside him and work yourself into a white heat of excitement as you went over your plans or your purposes, but he would come out of the campaign just as cool as he went in. With him business was dollars and cents as well. I fidgeted over my books quite a while before I was able to open the subject, but finally I broke the ice:

"Mr. H., I believe I could sell goods on the road; I wish you would let me make a trip this spring."

He did not look up, but said in a dry way:

"What makes you think so?"

"I feel it in me."

"Are you sure it isn't colic?"

I had no answer to make to such a question as that, and I kept still.

We scratched away at our books in sil-

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ence for several minutes, and then he turned to me :

"You have never sold any goods, have you?"

"No, sir."

"You haven't been around the stock much since you came here?"

"Yes, sir ; whenever I could be out of the office."

"And yet you think you could go out on the road and make a profitable trip, do you?"

"I think I could."

"Well, I don't see why you should think so."

"I am pretty confident," said I, "that I can sell goods, and am willing to go out and try it. The expense of being out a couple of weeks will not be much, and if I find I am not doing well I can come home."

He seemed struck with this view of the matter and with my earnestness, but did not decide the question then.

The junior partner was an entirely different kind of a man. He was ready to take chances in anything, and if you went about it right you could talk him into agreeing with you upon any project promising profit in about fifteen minutes. I went to him and won him over to my side, and then waited for some sign from the senior. In a few days it came.

"Supposing we let you make a trip, when do you want to go?"

"Next Monday morning," I answered.

"Are the books in shape?" he asked.

"They will be then."

"I have been talking the matter over with Mr. G., and we have decided to let you go out on the C. & T. Road. You can try it for a week, and if you do at all fairly you may finish the trip. If you find it is not paying expenses, come home on Saturday night."

"Give me some idea of the amount I ought to sell to pay expenses."

"If you sell \$100 a day you may keep on ; if you fall very much short of that, you had better come home."

"How much do the other boys average?" I asked.

"Peter's sales run about \$900 a week ; Chris sells from \$1,000 to \$1,200. We are well satisfied with \$150 a day."

I immediately made up my mind that I

would sell \$1,000 a week or else I would stick to book-keeping.

Our business was shelf hardware, nails and glass. We made a specialty of cutlery, because it was profitable. The firm had not been in business many years, and had some heavy houses to compete with. The road I was to take was the hardest one to sell goods on leading from the city. Whether it is the case to-day or not I do not know, but at that time it was always very hard to sell goods eastward from any given western city. The roads leading from city to north, south or west brought trade to you, but the road going east always carried trade to the eastern city.

One hundred miles east of us was a city three times as large as ours, and on the road I was going the merchants naturally turned to this city for their goods. I was to be tested on the hardest route, but I did not mind it so much as I would have done had I known more about it. Then it was reasoned that, as I was a new man, I might as well take in a number of towns where we had never sold any goods up to this time.

I bought a blank book, had it indexed, and then began to post up for my journey. I commenced at one corner of the store and kept right on down that side, then around until I came to the place I started from. I opened a package of every article I came to ; had the boys explain to me what it was for, if I did not know ; entered the name in my book under the proper letter, put down the

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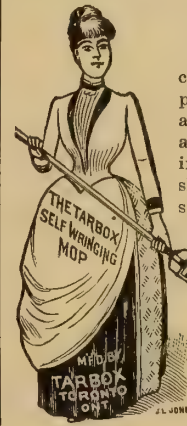
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different sizes or numbers if there were any, over each size writing the cost, and under it the selling price, being assisted by the head salesman.

In this way my book gave me a complete inventory of our stock and what it cost. As to the selling mark, there was not much reliance to be placed upon it. I told the senior I would like some instructions on this point.

"There is little to be said," he replied; "the only instruction we give is to get all you can. When you must sell low, why, sell low; and when you can get a big profit, get it. You must feel around and see about what your man has been paying and govern yourself accordingly."

That was a satisfactory way so far as I was concerned, and I was turning away satisfied, when he called me back again.

"Have the boys been telling you the points to watch closely?"

"No, sir."

"They ought to have done it. In our business there are a great many different qualities of the same goods. Now if you quote a price for a leading brand and your customer has been buying a poorer and cheaper article, you will have trouble, unless you are able to explain and convince him of the difference in the goods. For instance, a man here to-day wanted some German-silver spoons; I quoted them at \$30 a gross for tables; he said he bought of our neighbors for \$27. Now, we keep none but Hall & Elton's, and they are 10 per cent. higher and better than any other brand. I explained the difference to him, gave him my experience with other spoons, and sold him. Points like this will constantly come up, and you must be ready for them. As you haven't any experience to fall back upon, you must draw upon your imagination."

I supposed this was the end of the lesson, but he began again.

"When you go into a store and have told your story, the chances are the man will want to test your prices, and will ask your figures on certain articles. In these circumstances you want to quote low prices, because he will ask you about things on which he is posted. On the route you are going some goods are sold very cheap, and you had better quote leading articles very low to every hardware man, but when you come to cutlery and notions stick it on; he will never know the difference."

This time I was allowed to go, but my ideas were a little mixed. I was to draw on my imagination for experience, to quote leading articles low, and "stick it on" cutlery and notions. When I sat down to think it over, I was like the boy who "wanted to go home." I was not at all sure but that I would have done much better to have stood by my desk. But I had gone too far to turn back, so I sat down and wrote to the men on the route whose names were on our books, saying that I would be at their place in a few days, and hoped they would find it convenient to give me an order for goods.

When this was done I went out to see the sample trunks, and when Saturday night came I was ready to be off on my travels bright and early Monday morning. As I left the store the stock clerk called out: "Here's a story of a traveling man, that I want you to read; you will find it profitable for correction, reproof and instruction." It had been written by a well known wholesale dealer of our city, and under the circumstances had peculiar interest for me. Here it is, worn and torn, but it has slept in my price-book for years.

OUR NEW TRAVELING MAN.

His name was Smith: John Smith. I

am aware that when I say this I throw some doubts upon the truth of my sketch, but I beg the candid business reader to remember that the only John Smith who ever figured in fiction was the one who held his place in the business world because an Indian maiden endorsed his papers, and probably furnished collaterals to help him along. Since then John Smith has been dropped by novel writers, and is only allowed to appear in print when the most matter-of-fact incidents are related.

Mr. John Smith was a real, flesh and blood individual, and he appeared in the counting room one morning asking for a situation. I looked him over from head to foot, and he looked at me. I have no doubt his opinion of me would be more entertaining reading than would be mine of him. I said to myself, if his tongue is smooth enough to tell a good story, his face will be a sufficient introduction. His cheeks were rosy, as if he was just off the farm; the whole impression one gained of him was that he was an innocent, honest, good-natured big boy. And yet, if with that appearance in his favor he was shrewd and cute enough to get big profits, what a jewel of a traveling man he would be!

"Yes," said I, "we want a traveling man. Have you ever sold goods on the road?"

"No, sir; I have been in a retail store down in the centre of the State, but am anxious to get into a wholesale establishment."

"You would like to travel, eh?"

"Yes, sir."

"What makes you think you could sell goods on the road?"

"Well, we want a man to go over the new roads just opening in the North," said I, "and, if you want to take hold, we will give you a chance."

"What salary do you give?"

"We will give you what you are worth, and the more that is, the better we will be pleased. You will have to stay a few months in the house to become familiar with the goods, and during that time we will let you draw enough to pay your actual expenses; after you have made a trip, we will then agree upon your salary."

John was satisfied, and in a few days came to work for us. Perhaps the first of his excellences that I noticed was that he was a very artistic whistler. At certain intervals the whole house would echo his music, and if I took the trouble to look out into the packing room, I would be certain to see Smith stretched on the ledge and whistling to the rest of the clerks and the porter, they standing in a semicircle around him. I concluded to give him free rein, for I saw that this whistling might be turned to good account in the country. As well whistle an order out of a man as tease it out of him, always providing the profits were good.

Then it struck me John was extremely careful of his person; that is, his habits of personal cleanliness were extraordinarily well developed. Our business was selling hardware (and I admit at once that it is not the branch of trade for a delicate, sensitive nature), and Smith undoubtedly had his nerves painfully irritated a great many times in the day; that is, in plain English, he was obliged to soil his hands.

Think of a person of refinement being compelled to lift, and weigh, a bladder of putty! Or to handle an oily, sooty chain! It must be torture, and torture of no mean degree. When you look at this in the proper light, you will see why so many young men

are forced behind the counter of the dry goods stores.

At any rate, Smith was compelled to wash his hands every ten minutes of the day, and when he wasn't washing his hands and whistling he was blacking his boots. I had no fault to find with this. I sympathized with him. If I had been a little less busy I would occasionally have blacked my own boots; not because I wanted to copy after John, but every man, and especially every business man, ought to black his boots once in a while. It is a duty he owes to society. Then, again, John's elegant boots would attract attention in the country, and you must get a man's attention before you can sell him. See?

When he had been three months in the store, he told me he was fully posted about the stock and wanted to know when he should go on the road. I said he might go whenever he had his price-book ready, and towards the end of the week it was arranged that he should start next Monday morning.

Saturday morning I called him into the office, and gave him such advice as the manager of the house can properly lay before one of his clerks. Of course I was careful to treat him with that distinguished consideration that his position entitled him to; he had consented to represent our house over the Long Valley R. R., but I was not to presume on that.

I told him he had been in the store long enough to see about what profits we expected, and that it was the profit that we were working for, not glory. At the same time I suggested that as he was carrying our name into a new field, a great deal would depend on first impressions, and it might be advisable to quote some goods pretty low, in order to gain a foot-hold.

His manner of receiving the advice convinced me that no natural timidity would stand between him and success. During all the time I was talking he picked his teeth with a quill tooth-pick, only removing it at such times as was necessary to suck air through his teeth. "He's cool," said I to my partner; "he'll do."

The next Monday morning John came in to get some money to pay traveling expenses, and then he shook hands with everybody and started off. I may have had some misgivings as I saw him pass out at the door, but my fears were for his clothes, not for him. His coat was a new broadcloth, made specially for the occasion. His trousers were of some light cloth, very delicate in color. His vest was a fine white Marseilles, and his kid gloves were verging on lavender. Add to this a heavy gold watch chain—I won't vouch for its being solid—and you might well suppose that he was putting himself in danger. But when I remembered how careful he was of his hands and his boots, I took courage again.

A day passed away and the mail carrier failed to bring us a letter from John. That was all right, though it would probably crowd the boys when we did hear from him.

Another day, another, and another flew by, and still there was nothing from John. I got out of patience with him for holding his orders so long, but didn't know where to write or telegraph him.

At last we heard from him. If he did not send the big bunch of orders we expected, he gave a good reason for it. Here is the letter; I keep it in a certain pigeon-hole of my desk to show my traveling men occasionally.

GENTLEMEN:—Send Root & Co., York Centre, 3 kegs 8d. nails, \$3.15; 2 kegs 10d.

nails, \$2.90. Terms, 90 days. I could have sold more goods if prices had been right, but as it was I left quotations and the parties promised to send in orders. I think I can eventually build up a big trade on this road. Please send my washing to Blue Lick, where I will be next Wednesday.

Respectfully yours, JOHN SMITH.

I sent John a letter at Blue Lick, a short one: "Come home at once;" and then I bought a ticket to a good town on the road where he had been. There was a retailer at that point who had bought goods of us, and I wanted to ask him a question or two. He was a jolly old German, and just the man to give me the information I wanted.

After we had chatted a minute or two on other topics, I came to my errand.

"Mr. Villhauer, my agent was here a week ago, wasn't he?"

"No; no azhent from you."

"Why, yes; a tall, nice-looking young man, name of Smith."

"Schmidt! Creat shiminy, was dat your azhent? Schmidt! Ha, ha, I laughs till mine goat tears my pack. Schmidt! Yaw Schmidt was here. Pig fellow; tall as a liperty bole; pooty face; shiny poots; glothes yust in de topmost style; und tigles his teeth midt a fedder. Yaw; Schmidt was here."

"Why didn't you give him an order?" I asked, though feeling a little queer.

"Gif him ordher! Creat Peter, he tid not wish it. He says, 'Meester Villhauer, you want no goods to-day?' and I say, gare-

less, 'No, I guessh not.' Den he say, "All righ-et," und begin to fistle."

"To what?"

"To fistle; screech mit a hole in his mout, you understan?"

"Oh! Whistle."

"Yaw, fistle; und I tink he take de roof off mine house. Den he onquire have I any shoe-plack, und when I say 'No,' he say dis is tam pooty town; don't got no shoe-plack in the tavern, nor in the shtores; und he dake out his hand'chief and wipe his boots. Foo! I could not shtan' it longer any times, und I shout like plazes. Maype, he dells you I not deat him polite? Eh? No? Ha, ha; if I tied to-morrow I should laugh at dat cuss."

I went home a wiser man. When John came in I informed him we had concluded to let that road go, and consequently would have no further need of him. He reminded me that I was to pay his expenses while he was learning the business, and said he owed some bills around town for board, washing, etc., amounting to eighty dollars. I gave him that amount, and five dollars more to take him home, and I have not seen him since.

When the books were posted, I found he had drawn something like three hundred dollars for his three months' "necessary expenses," and that fact restored my self-respect. I am satisfied that the fault was in his clothes, not him, for would any one but a very smart man expend three hundred dollars in three months in necessary expenses?

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CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb .. 24½, 25½
Straits 100 lb ingots..... " .. 24½, 25½
Strip .. 26, 27

Tin Plates—Charcoal Plates, Bright.

Bradley M.L.S. Per box.
I.C., usual sizes .. \$6 00 \$6 25
I.X., " .. 7 50 7 75
I.X.X., " .. 8 75 9 00

Raven & P.D. Grades—
I.C., usual sizes .. 5 00 5 25
I.X., " .. 6 00 6 25
I.X.X., " .. 7 00 7 25
L.X.X., " .. 8 00 8 25
D.C., 12½ x 17 .. 4 75 ..
D.X., usual sizes .. 5 75 ..
D.X.X., " .. 5 10 6 65

Note.—Other brands might be shaded
by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—
I.C., usual sizes .. 4 25 4 50
I.C., special sizes .. 4 40 4 50
B.V. Grade, I.C., usual
sizes .. 4 25 4 50

Note.—Round lots of 14x20 could be
purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—
I.C. 20 x 28, 112 sheets .. 8 25 8 50

Charcoal Tin Boiler Plates.

Cookley Grade—
I.X.X., 14x56, 50 sheet bxs } Per lb.
" 14x60, " } 6½c, 7c
" 14x65, " }

Iron and Steel.

Common Iron, per 100 lb .. \$2 35 2 40
Refined " .. 2 60 2 65
Horse Shoe " .. 2 60 2 65
Band " .. 2 87½ 3 00
Hoop " .. 2 87½ 3 00
Swedish " .. 4 00 4 50
Nova Scotia Bar iron..... 2 50
Sleigh Shoe Steel .. 2 50 2 75
Machinery, Tire Steel .. 3 00 3 25
Best Cast Steel, per lb. 0 13 0 14
Russian Sheet .. 0 11 0 12
Tank Plates .. 2 25 2 50
Boiler Rivets .. 4 75 5 00

Boiler Tubes.

2-inch .. 13c
3-inch .. 18½

Boiler Plate.

½ inch..... \$2 75
5-16 " .. 2 60
¾ " .. 2 50

Sheet Iron.

1 to 20 gauge .. 3½, 3½
22 to 24 " .. 2½, 3
26 " .. 3, 3½
28 " .. 3½, 3½

Canada Plates.

Blaina..... ½ bright 3 00 3 10
Boars Head..... " 3 15 3 25
Maple Leaf .. 3 10 3 25
All Bright..... None

Galvanized Iron.

Queen's Head—
16 to 24 gauge, per lb .. 5½, 6c
26 gauge, " .. 5½, 6
28 " .. 5½, 6½

Gordon Crown—
16 to 24 gauge, per lb .. 5½, 6½
26 gauge, " .. 5½, 6½
28 " .. 5½, 6½

Note.—Cheaper grades about ½ cent
per lb less.

Chain.

Proof Coil, ½ inch, per lb..... 4½, 4½c
" 7-16 inch " .. 5½, 5½
" 1-4 " .. 5½, 5½

Trace, per doz. pairs .. \$3 60 5 90
German coil, per 100 ft .. 1 65 2 70

Jack chain, iron, single, per
doz yards .. 0 13 0 50
Jack chain, double, per doz
yards .. 0 15 ..
Jack chain, brass, single, per
doz yards .. 0 20 1 10

Copper—Ingot.

Lake Superior, per lb .. 0 00 0 00
Baltimore " .. 0 17½ 0 18½
English B.S. " .. 0 17½ 0 18½

Bolt or Bar.

Cut lengths, round, ½ to 1 in. \$0 28 \$0 31
" round & square ..
1 to 2 in .. 0 26 0 28

Note.—Complete, lengths about fifteen
feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,
16 oz, 14x48 and 14x60 .. \$0 21 0 22
Untinned, 14 oz, and light,
16 oz, irregular sizes .. 0 22 0 23

Note.—Extra for tinning, 2½ cents per
pound, and tinning and half planishing
5 cents per pound.

Planished and tinned, 14x
48 and 14x60 .. 0 30 0 32

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb.. 0 22 0 26
" 35 to 45 " .. 0 21 0 22
" 50 lb and above per lb 0 20 0 21

Boiler & T. K. Pitts.

Plain Tinned, per lb..... 0 26
Spun " .. 0 30

Wire.

Pure, in coils—
From 1 to 20 gauge..... 0 25 0 27
From 20 gauge, up .. 0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge. 0 21 0 25
" 27 to 30 " .. 0 23 0 29
" 30 and up..... 0 26 0 29
Sheets, hand-rolled 2x4 ft.. 0 23 0 25

Zinc Spelter.

Foreign, per lb..... 0 06½ 0 06½
Domestic " .. 0 05½ 0 05½

Zinc Sheet.

5 cwt casks..... 0 06½ 0 07
Part casks .. 0 07 0 07½

Lead.

Imported Pig, per lb..... 0 04 0 04½
Domestic " .. 0 04 0 04½
Bar, 1 pound .. 0 05 0 05½

Sheets, 2½ lbs, per square ft,
by roll .. 5 00 5 25
Sheets, 3 to 6 lbs, per sq ft,
by roll .. 4 75 5 00

Note.—Cut sheets half cent per lb extra.
Pipe, by the roll, usual weights
per yard, lists at 7c per lb and 27½ p.c.
discount.

Note.—Cut lengths, net price; ton lots
27½ and 5 p.c. dis.; waste pipe, in 7 ft
lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb 0 20 0 22
Note.—Prices of this graded according
to quantity. The prices of other qual-
ities of solder in the market indicated
by private brands vary according to
composition.

Antimony.

Cookson's, per lb..... \$0 21 \$0 22
Other makes " .. 0 19 0 20
Pure White Lead, ground in oil,
Associat'n guarantee, per lb. 5½ ..
No. 1 Do..... 0 5½
No. 2 Do..... 0 4½
No. 3 Do..... 0 4½

Prepared Paints.

(In ½, 1 and 1 gallon tins.)
Pure, per gallon .. \$1 05 \$1 10
2nd qualities " .. 0 85 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)
Venetian Red, per lb .. 0 05
Chrome Yellow .. 0 09
Golden Ochre .. 0 06
French .. 0 05
Marine Black .. 0 09
" Green .. 0 09
Chrome .. 0 08
French Imperial Green .. 0 14

Colors, Dry

Yellow Ochre (J.C.) in bbls, per lb 0 01½
" (J.F.L.S.) " .. 0 01½
Venetian Red (R.C.2) " .. 0 01½
" (1343) " .. 0 02
English Oxides " .. 0 03½
American " .. 0 02½
Paris Green, per lb .. 0 15½ 0 16½
Burnt Sienna " .. 0 08½
Burnt Umber " .. 0 06
Drop Black .. 0 09
Chrome Yellows " .. 0 12
" Greens " .. 0 12
Golden Ochre .. 0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal .. 0 70
Brown Japan .. 0 70
No. 1 Carriage " .. 1 50
Gold Size Japan .. 1 40
Pure Orange Shellac " .. 2 20
Hard Oil Finish .. 1 50

Linseed Oil (in bbls).

Raw, per gal .. 0 70
Boiled .. 0 73

Turpentine (in bbls).

Selected Packages, per gal... 0 62 0 64

Castor Oil.

Best, per lb..... 0 10½ 0 12

Glue (in bbls)

Common, broken .. 0 10 0 11
French medal .. 0 12 0 13
Cabinet makers .. 0 17 0 18
White .. 0 16 0 17

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	0 05½
" No. 2	0 04½
" No. 3	0 04½

Acme Paints.

Neal's Carriage, discount 40 p. c.	
English Oxide, by the barrel	0 02
American Oxide	0 01½
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p. c.	
Granite Floor, in tins, 90c, 47½c	0 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	
" Wagon and Imperial, dis 40 p. c.	
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz	1 25
Acme Carriage Top Dressing, \$1 75	per doz 4 00 8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 to 45 p. c. Amer.	
Rim Fire Cartridges, Dom. 50 and 10.	
Rim Fire Military, net list. Amer.	
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.	
Central Fire Cartridges, Dom. 30 & 10	
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p. c. Amer.	

Wads.

Eley's, per 1,000	\$0 25 \$1 60
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Anvils.

Per lb.	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	5 65 1 59
Pegging, "	0 65 1 25
Brad, "	0 85 1 60
" handled	3 60 7 30
Saddlers', "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	6 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Brass, N.P., 60 to 66½, 50 and 10 to 60 p. c., dis.	
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Door.

Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50

Cow.

American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 p. c.	

Farm.	
American, each	2 00 5 00
House.	
American, per lb.	0 35 0 40
Bellows.	
Hand, per doz	3 35 4 75
Moulders "	7 50 10 00
Blacksmiths' discount 35, 40 per cent.	

Belting.

o. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 percent.	

Bench Stops.

Per doz	5 00 6 00
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Bits—Auger.

Gilmour's dis 55 to 60 p. c.	
Excelsior—Jennings', discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jennings' Gen, net list to 5 p. cent. dis.	

Car.

Gilmour's, 47½ to 50 per cent.	
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Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb.	0 11 0 15
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Bolts.

Carriage, dis, 60 and 5 per cent. to 60 and 12½ per cent.	
Tire, dis, 50 to 50 and 10 per cent.	
Stove, dis, 45 to 50 p. c.	
Elevator, dis, 35 to 40 p. c.	
Machine, dis, 60 to 60 and 5 p. c.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 35 to 40 per cent.	
Reversible, dis., 65 to 70 per cent.	
Vegetable, per doz	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	500 40 23
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Butts—Brass.

Wrought Brass dis. 60, 60 and 10 per cent.	
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Cast Iron.

Loose Pin, dis. 60 to 60 and 5 per cent.	
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Wrought Steel.

Fast Joint, dis. 60, 60 & 5pc.	
Loose Pins, " 60, 60 & 5pc.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz	3 75 4 50

Card.

Horse, per doz	0 70 0 95
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Carpet Stretchers.

American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz	22 50
World	21 75
Daisy,	24 00
Star,	18 00

Crown Jewel, per doz	29 00
Grand Rapids,	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50pc.	
Plate " dis. 50pc.	

Cattle Leaders.

No 31 and 32, per gross	8 50 11 25
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Cement.

Portland, car load lots	2 70
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.

Carpenters' Colored, per gross	0 50 0 85
White, lump, per lb.	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz	0 85 4 00

Churns.

Amer, dis. 50 p. c. to 60 p. c.	
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Clamps.

Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clips.

Axle, dis. 65 p. c.	
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Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
" No. 2	2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p. c.	
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Cradles, Grain.

Canadian, discount 25 p. c.	
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Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English, "	2 00 4 00

Draw Knives.

American, dis. 70.	
Canadian, dis 25 to 35 p. c.	

Drills and Drill Stock—Breast.

Millar Falls, per doz	16 00 51 50
P. S. & W., dis. 40 per cent.	

Twist.

Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.

Dis. 17½ to 22½ p. c.	
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Fawcets.

Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star,	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10	
Barton Smith, dis. 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis., Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25pc.	
Horse Rasps, Kearney & Foote's dis Am list, 50 pc.	
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33½ p. c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc, dis. 40 p. c. to 42½ p. c.	
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Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis, 50, 50 & 10 p. c.	

Fruit Presses.

Henis' per doz	4 00
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Enterprise, discount 10p. c.	
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Fry Pans.

Acme, discount 50, p. c.	
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Gauges—Marking, Mortise, etc.

Stanley's. dis. 50, 55 p. c.	
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Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 40
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Glass.

4th quality Star, 1st break	1 55 1 60
" 2nd "	1 65 1 70
" 3rd "	3 90 4 00
" 4th "	4 20 4 25
" 5th "	4 50 4 55

Window Glass.

Pilkington's ordinary 1st break	\$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	6 50

Pilkington's ordinary.

1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Glue Pots.

Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list.	
Can. discount 25 to 27½ p. c.	

Tack.

Magnetic, per doz	1 10 1 50
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Sledge.

Canadian, per lb.	0 12½ 0 15
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Ball Pean.

English and Can., per lb.	0 25 0 37½
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Handles.

Axe per doz	1 00 3 50
Store door	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 30 p. c.	
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Hoe.

C. & B., discount 30 p. c.	
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Saw.

American, per doz	1 00 1 25
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Plane.

American, per gross	3 15 3 75
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Hammer and Hatchet.

American, per doz	0 50 0 80
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Cross Cut Saw.

Canadian, per pair	0 18 0 25
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Hangers.

Door 4 and 5 inch, per pair	0 40 0 80
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Hatchets.

Can., dis. 37½, 40 p. c.	
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Hinges.

Heavy, per lb.....	0 5	0 0
Screw and Strap, per lb..	0 03 $\frac{1}{2}$	0 0
	Per doz. set	

Hooks—Cast Iron

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1 13

Wrought Iron.

Wrought Hooks and Staples, Can, dis. 17½, 20 p.c.		
Wrought Hooks and Staples, Amer dis. 75 to 75 and 10 per cent.		

Wire.

Hat and Coat, dis. 35, 40 p.c.		
Belt, per 1,000	0 60	2 70
Screw, bright, Eng., dis. 40, 5, 45 per cent.		

Horse Nails.

Canadian, dis. 50 to 60 per cent.

Horse Shoes.

Per keg	3 50	3 60
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Ice Picks.

Star, per doz	3 00	3 25
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Kettles.

Brass spun, per lb	0 28	0 30
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Copper, " "	0 40	0 45
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Enamelled Can. 50 p.c.		
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American, 50 and 10, 60 and 5 per cent		
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Keys.

Lock, Can, dis 50 p.c.		
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Cabinet, Trunk, and Pad-lock, Am. per gross	1 60	4 75
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Knobs.

Door, japanned, and N.P., Can. list dis. 50 p.c.		
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Bronze, Berlin, per doz	2 75	3 25
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Bronze, Gem, " "	6 00	9 00
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Lava, " "	8 75	10 00
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Shutter, porcelain, F. & L screw, per gross	\$1 30	4 00
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Ladles.

Melting, per doz	1 70	4 50
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Lemon Squeezers.

Porcelain lined, per doz	2 20	5 60
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Galvanized, " "	1 87	3 85
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King, wood, " "	2 75	2 90
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" glass, " "	4 00	4 50
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All glass, " "	1 20	1 30
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Lines.

Fish, per gross	1 05	2 50
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Chalk, " "	1 90	7 40
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Locks—Door.

Canadian, dis. per cent		
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Russell & Erwin, per doz	2 90	7 50
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Cabinet.

Eagle, dis. per cent	33½	
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Padlock.

English and Am. per doz	50	6 00
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Scandinavian, " "	1 00	2 40
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Eagle, dis. percent	15	1 17½
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Mallets.

Tinsmiths', per doz	1 25	1 50
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Carp'trs', hickory " "	1 25	3 75
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Lignum Vita, " "	3 85	5 00
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Caulking, each	1 60	2 00
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Mattocks.

Canadian, per doz	8 50	10 00
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Meat Gutter.

Enterprise, dis. per cent	20	25
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Dixon's, each	1 60	2 00
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Woodruff's " "	1 10	1 70
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Hale's, " "	1 05	1 50
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Hume, " "	13 00	16 00
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Mincing Knives.

American, per doz	42	2 35
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Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent.		
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Nails.

Cut, 3 in. and upwards per keg	2 60	
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Car lots	2 55	
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Brads & Moulding Nails, discount 55 to 60 per cent.		
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Wire Nails, 60 to 65 per cent.		
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Nail Pullers.

German & American	1 85	3 50
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Nail Sets.

per gross		
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Square, round and octa-	3 38	4 00
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gon Diamond	12 00	15 00
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Oil.

Canada Refined Oil (Toronto)	0 14½	
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Carbon Safety " "	0 17½	
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Canada W.W. " "	0 20	
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American W.W. " "	0 25	
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Castor " " per lb	0 11½	0 12
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S. R. Seal " " per gal	0 63	0 65
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Oilers.

McClary's Galvan. Iron		
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Oil Can, with Pump, per doz	19 50	
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Zinc and Tin, dis. 50, 50 and 10.		
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Copper, per doz	1 25	3 50
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Brass, " "	1 50	3 50
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Malleable, dis. 25 per ct.		
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Pails.

Galvanized, per doz	2 00	3 50
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Pencils.

Dixon's, per gross	1 00	4 25
" Carpenter	2 25	3 60

Picks.

per doz	6 00	9 00
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Picture Nails.

Porcelain Head, p. gross	1 65	3 00
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Brass Head, " "	40	1 00
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Planes.

Wood, bench, Canadian, or American dis. 50.		
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Wood, fancy Canadian, or American dis. 35, 37½ per cent.		
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Bailey's (Stan R. & L. Co.) 33½ to 35 per cent.		
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Miscellaneous, dis. 10 to 12½ per cent.		
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Bailey's Victor, dis. 10 to 12½ per cent.		
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Plane Irons.

English, per doz	2 00	5 00
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Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p.c.		
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Button's Imitation, per doz.	7 40	10 25
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German, per doz	60	2 60
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Plumbs and Levels

S. R. & L. Co., dis. 65 p.c.		
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Poppers.

Corn, square, per doz	1 35	2 00
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Pruning Shears.

Per doz	4 00	5 50
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Pulleys.

Hothouse, per doz	55	1 00
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Axle, " "	22	33
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Screw " "	27	1 00
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Awning " "	35	2 50
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Pumps.

Rumsey, Cistern & Pitcher Spout, 55, 60 per c.		
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Punches.

Saddler's, per doz	1 00	1 85
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Conductors' " "	9 00	15 00
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Tinner's solid, per set	72	
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" hollow, per inch	1 00	
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Putty.

Bladder, per 100 lbs	2 00	2 25
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Tins, lbs	2 50	2 75
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Rail.

Barn Door, per foot	3	3½
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Sliding Door, " "	3½	3½
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Rakes.

Cast Steel and Malleable, Canadian list dis. 40 to 42½ per cent.		
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Razors.

Boker's, per doz	7 50	11 00
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Wade & Butcher's " "	3 60	10 00
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Razor Stropps.

Currier's, per doz	1 25	3 60
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Rivets and Burrs.

Copper Rivets, dis. 40 to 42½ p.c.		
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Iron " 40 per cent.		
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Burrs, Iron, 30, 33½ p.c.		
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Rivet Sets.

Canadian, dis. 30, 35 per c		
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Rope.

Sisal, per lb	12	12½
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Manilla, " No. 1	14½	15
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" No. 2	13½	
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Cotton, " "	22	25
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Deep Sea, " "	15	16
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Rules.

Boxwood, dis. 75 & 10 & 5 80 percent.		
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Ivory, dis. 40, 40 & 5 per cent.		
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Sad Irons.

Mrs. Potts, per set	0 95	
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" N. P. " "	1 25	
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Sand and Emery Paper.

B. & A. sand, dis. 25, 30 p.c.		
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Emery, per quire	55	90
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Sash Cord.

Per lb	22	50
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Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.		
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Kempshell's dis. 40, 62½ per cent.		
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Canadian, dis. 45, 50 p.c.		
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Sash Weights.

Sectional, per lb	2½	3 00
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Sausage Stuffers.

Each	1 00	3 00
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Saws.

Hand, Disston's, dis. 10 p.c.		
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S. & D., dis. 35 to 40 per cent.		
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Cross-Cut, Disston's, per ft. 35 to 55.		
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S. & D. dis. 25 to 35 per cent.		
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Hack, complete, each	1 75	2 75
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" frames only	75	
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Saw Sets.

Per doz	1 65	9 00
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Scales.

Canadian List, dis. 40 p.c.		
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Scale Beams.

Canadian, B. S. & M. dis. 40 per cent.		
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Scrapers.

Box, per doz	2 10	4 50
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Foot, " "	40	3 50
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Screens.

Window, patent, per doz	6 00	7 50
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Screw Drivers.

Sargent's, per doz	65	4 00
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Screws.

Wood, flat head iron, dis. 47½ percent.		
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Wood, round head iron, dis. 42½ per cent.		
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Wood, flat and round head, brass, dis. 25 p.c.		
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Bench, wood, per doz	3 25	4 00
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Bench iron per doz	4 25	5 75
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Scythes.

Discount 40 per cent. to 42½ per cent.		
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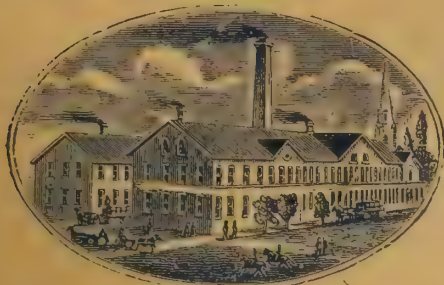
Scythe Snaths.

Canadian, dis. 33½ to 35 p.c.		
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Shears.

HARDWARE.

BOECKH'S STANDARD BRUSHES
FOR SALE
BY ALL LEADING HOUSES.



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The "Eclectic Security" Tubular Lantern.

Combining as it does all the latest improvements without any of the discovered defects of lanterns hitherto on the market. The following are a few of its most important points, viz.:

Burner connected with oil cup by a screw.
Luch wick. Hinged Cap to Burner.
Seamless bottom to oil cup, which contains an imperial pint.
Convenient and cool method for removing Globe to clean and light.

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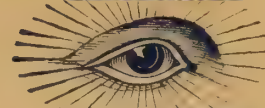
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A. J. WHIMBEY, Manager.

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DRAIN PIPES,

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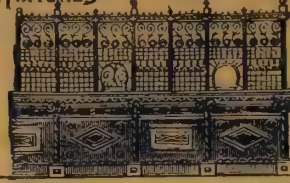
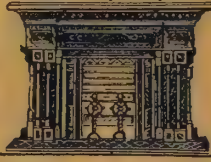
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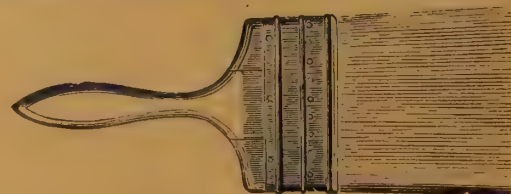
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Vol. 2.

TORONTO AND MONTREAL, SEPTEMBER 27, 1890

No. 39

BRASS CORNICES, POLES, Etc.

A transfer which has been shifting along in easy stages during the past several years, is now near completion, if indeed it may not be said to be already completed. It is that by which a certain line of goods, once sold by hardware men exclusively, is coming to be sold by carpet dealers and dry goods men almost exclusively. That line of goods is made up of brass and other plated ornaments which are the accompaniments of hangings, such as curtains for windows, recesses, folding door spaces, etc. The poles, fittings, cornices, etc., now used in the appointments of rooms are nearly all sold by carpet and dry goods dealers. What is the reason? Plainly it is not because the demand for such stock has fallen away, for there are now more articles of this kind used than there ever were before. So far as the demand feature of that trade goes, the trade has very greatly improved. There must be some other reason. Does the hardware dealer consider the departure of such trade a gain or loss? It may be that he considers it a gain, holding that the instability of fashion makes these brass hanging wares precarious stock, as styles are too fleeting for a dealer to have any prospect of selling one season's surplus in the following season. This ground of objection to the trade in these goods would be as tenable for the dry-goods man as for the hardware man, and if it should support the one in the disparagement of that line of goods, it should give equal support to the other to think little of it. But the dry goods man does not think little of it. On the contrary, his aggressive persistence in the attempt to capture that line, could be admissibly put forward as the reason why the hardware man has it no longer. The dry goods man evidently thought the trade worth getting a hold of, and the hardware man it would seem should think as much of it. Unless

he wanted to part with it, his surrender of his vested interest in it, must be put down to deficient self-assertiveness. To say that this line of goods is in closer relation to the tapestry and curtain trade than it is to the hardware trade does not explain the matter. It depends upon what relation we have in contemplation at the moment, whether this is true or not. If we consider the use, perhaps we have a right to refer such stock to dry goods and carpet dealers. If we consider the material, we must say the hardware dealer is the more entitled to sell it. It is an item of house-furnishing hardware. It is as fitting a line for hardware stock as ornamental nails for picture-hanging, etc.

Perhaps the one explanation that takes the stress of the responsibility off the hardware dealer's remissness, is the dry goods man's use of these wares for price cutting purposes. Perhaps such articles are kept in dry goods stocks chiefly for the purpose of selling curtains, drapery, etc. The brass goods not having been kept before by dry goods men never yielded them a profit, and are not kept now to yield a profit but to be sold at cost, and thus to make the hanging goods cheaper. Such an explanation takes the onus off the hardware man.

INVENTORS AND PATENTEEES

A special meeting of the Association of Inventors and Patentees was held the other night in Temperance hall, Toronto. The chair, in the absence of Mr. John Galt, the president, who is suffering with a temporary illness, was occupied by Mr. James Grover. Among those present were noticed: Messrs. James F. J. Jennings, Dr. A. M. Rosebrough, Charles William Allen, John Lund, William Morrison, A. G. Saywell, F. J. Hazard, E. Meek, Thomas Seeras, W. H. Law, A. J. Weston, W. Dicks, W. M. Ruttan, R. J. K. Gore, J. H. Gowans, J. Proom, James W. Pravan, George Lloyd, S. G. Emerson, W. F. Campbell, John Larsen, Fred J. Rice, John Rourts, R. Davis, John Duncan, A. G.

Hunter, J. R. Meyers, F. W. Cleveland, James Espy, Charles F. Hubbard.

The report of the committee appointed to consider the existing patent laws and the current practice of the Patent Department in relation to the present requirements of the Dominion, was submitted, and conveyed the intelligence that, although the present patent laws and departmental rules may have answered their purpose in the past, they are now considered unsuitable. It was therefore recommended that the patent laws be amended as follows:

1. That the total duration of a patent be seventeen years, and that such patents expire at the earliest date at which any previously obtained foreign patent for which same device expires.
2. That the Government fee be the same as formerly, viz., \$60.
3. That the whole term be divided into three periods, and that the sum of \$20 be paid for each period. That the first period be seven years, and the other two periods be five each.
4. That when an application is refused and no amendment thereof allowed, one-half of the fee sent with the application shall be returned to the applicant.
5. That the furnishing of models of inventions, at present required, be abolished, except in rare cases.
6. That the compulsory manufacturing requirements of the present Act be abolished.
7. That the issue of all patents shall be in complete printed form.
8. That the official record of the Patent Office be improved in its form and typography.
9. That duplicate copies of the drawings, specifications and claims be not required with the application.
10. That the practice of allowing of withdrawal of applications after being sent into the Patent Office be discontinued.
11. That the patent office have at least three competent examiners, who shall form a board of decision in all cases as to the granting of patents.

Various other suggestions were made of a technical nature, which do not require to be fully produced. The meeting then proceeded to take up the report clause by clause, and after an exhaustive discussion decided to hold a meeting at an early date to finally decide upon the adoption of the document in question.

ADULTERATED WHITE LEAD.

It is the evident intention of the White Lead Association of Canada to make things as lively as possible for those merchants who sell adulterated white lead and label their goods "pure" or "genuine." Last March the Association drew up a memorial which was handed to the Minister of Inland Revenue, praying that white lead be placed under the Adulteration of Foods Act. The memorial set forth that the Association was not a monopoly or a combine, but simply an Association formed to "protect the public from the many spurious white leads which are offered on the market, and although marked "pure" or "genuine," are heavily adulterated with Barytes and other foreign matter."

With the memorial were sent a number of samples of white lead purchased in the open market, and analysed by a public analyst. All these samples were marked either "pure" or "genuine," and all were found to be more or less adulterated, some of them heavily so. The White Lead Association has now issued a small pamphlet, containing a copy of the memorial to the Minister of Inland Revenue, and also the results in detail of the analysis of the different samples.

The pamphlet makes interesting reading for those who deal in or are consumers of white leads. Twelve samples in all have been analysed, and not one was found to be pure white lead, although all were labelled so. Sulphate of barytes was found in every sample, in quantities ranging from 5.76 per cent. to 53.27 per cent. One sample had 31 per cent. of barytes, another 32.88 per cent., a third 21 per cent., a fourth 49.50 per cent., a fifth 47.7 per cent., still another 33.93 per cent., and so on. One had 9.05 per cent. of barytes, another 8.61 per cent., and a third but 10.62 per cent. The oil in the different samples ranged from 6 to 11.05 per cent.

These pamphlets are to be distributed throughout the country by the Association, and will reach the hands of hardware merchants, carriage makers, in fact every merchant who handles paints at all.

POSITION OF LINSEED OIL.

Tulloch & Co., London, write as follows, under date September, regarding the position of linseed oil in the English market.—"With regard to the position of the linseed oil market we have to report not only a continuance of the firmness advised in our last, but the prevalence of a much stronger tone all round, an advance of fully 10 to 15s per ton having been established during the current week for prompt deliveries. Stocks of ready oil on the spot are now very reduced, and held firmly, there being no second-hand sellers under the recent advance asked and obtained by the crushers. To thoroughly appreciate the position here, it is necessary that the circumstances surrounding the price of oil should be thoroughly

taken into account, and this must be our apology for placing before you the following facts for your due consideration :

The supplies of linseed on the spot are now at a minimum, and values continue to advance, fancy prices being now asked by spot sellers or for delivery during present month. That the position of holders of linseed, either on the spot or near at hand, is a strong one must be readily appreciated, when it is known that the increased cost of importation, on account of the rise in eastern exchange being disinclined to venture shipments on the strong rates of homeward exchanges. Consequently, short supplies must be expected during the next two or three months, and, unfortunately for business so far as Canada is concerned, even allowing that the recent rise in the cost of linseed this side will encourage shippers to send forward supplies of seed, and supplies will not arrive in time to avail of taking advantage of any possible lower prices in oil, contingent on stocks of seed then increasing, and consequent lower prices prevailing on this market. As, however, the latest advices from Calcutta point to local rates being fairly maintained, and eastern exchanges continue to jump up in sympathy with the further advance in price of silver, shipments of seed are bound to remain restricted until the market prices here have advanced to such a level as to cover the equivalent increase in cost of importation on account of the dearer exchanges. It would be well to bear in mind that the advance in price of seed on spot does not represent approximately more than two-thirds of the advance in exchange, and, until the latter item of cost is reduced, or local prices in the Indian market come down, we do not see how it would be possible to expect such supplies of seed as would tend to bring about lower prices on oil in this market. In summing up the position here and the prospects of the market, we are bound to take in account the undoubted fact that many of the local and continental consumers have not bought to the full extent of their needs, owing to the comparatively high values prevailing during July, August, they anticipating being able to stock themselves for their winter requirements on a cheaper market during September, October and November. It is therefore probable that on any slightly lower tendency of oil appearing, business would offer itself to such an extent as to practically keep up the market near the present level, and although, in connection with this article it is as a rule the unexpected which happens, we cannot ourselves now see, so far as Canada is concerned, anything to be gained by keeping out of this market in the hope of coming in at a cheaper level later on, as, even supposing a slight drop in oil did occur, the cost of freightage would be then very much dearer than on the present level, if indeed freights by such time were at all obtainable for Montreal. To-day's quotations are as follows :—

Linseed oil in bbls., prompt shipment, 25s. 3d. to 25s. 4½d. per cwt., about 26s. 3d. c.i.f. to Toronto; October shipment, 25s. 3d. to 25s. 4½d. per cwt., or about 28s. 1½d. c.i.f. to Toronto.

The consumption in Canada of linseed oil is about 30,000 barrels per annum. The product of the Canadian crushers does not amount to more than 8,000 barrels, so that the balance has got to be imported, and it will therefore be seen how important it is that we should have full details of the foreign market. Prices here now are firmly maintained at 68 to 71c. for raw and 69 to 72c. for boiled. Deliveries of Canadian makes are scarcely able to keep up with consumption, and there is very little coming forward from England, so that the market is comparatively bare at times.

HOW TO SECURE AND HOLD TRADE.

Says an exchange :—A good plan for getting and keeping trade has been by careful buying, small profits and cash trade, to offer the public genuine articles at a moderate rate of profit, thus competing with those stores where long credit is given, and consequent bad debts have to be borne, and high prices are charged for what are frequently inferior goods. The system is one which certainly commends itself to the prudent and thoughtful man. It is supported by the success which has attended its adoption, and very many of our readers will recall the names of men who stand high in the retail grocery trade who attained their position by acting upon the lines we have indicated. In our experience the men who have done business on these lines have shown the greater staying power, because their businesses have been built up on principles that in all departments of commerce are admittedly the best suited to the requirements of modern times. We know there are differences of opinion about these systems by some who claim to have been very successful holding by each of the first three mentioned. We are not so dogmatic as to say the last system, which we commend, is the only true one, but we do say that it seems to be the soundest now in vogue. Bonuses to customers, whether in "presents" or in cash, may be an attractive bait to a certain section of the public—that section which loves to be gulled, and which, one philosopher tells us, constitutes one-half of the world. But the other half are, we believe, the best to do business with, and there can be no doubt that they want, and will have, the best article for the least money consistent with a moderate profit, and they will go where they can get it. Our verdict, therefore, is against bonuses, and in favor of cash, small profits, quick turnover and first-class value.—Ex.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

CAVERHILL, LEARMONT & CO'Y,

AMERICAN MEAT CUTTERS.

"ENTERPRISE" AND "PERFECTION"
ALL NUMBERS IN STOCK.

✉ Write for Prices, as we
are Headquarters.

MONTREAL.

SAYINGS AND DOINGS.

"There is one feature of this business of selling cheap antimonial tinware over bargain counters that is not often commented upon, and that is the danger to health," observed A. L. Geserich, a practical tinner and St. Louis dealer, to Stoves and Hardware Reporter. "We have laws regulating plumbing in the interest of public health, but not a word protecting the people against the danger to health involved in the use of imitation tin goods coated with an adulterated mixture of cheap and poisonous metal. Reputable dealers have long been silent lest they might be accused of interested motives in condemning the craze for these cheap and dangerous wares; though, as a matter of fact, there is and can be no competition between these goods and the kind sold in the regular market. Anybody in want of a tea kettle, bake tin or pan will generally find it cheaper in the long run to get the best, and any dealer who knows his business will candidly admit that the best is none too good. He also knows that even average tinware cannot be made for the price that antimonial tins are sold over bargain counters. However, that's neither here nor there. A woman in pursuit of bargains will notice the marvelously low prices ticketed on the tin goods in

the bargain stores and will buy a tea kettle at a price that wouldn't pay for the copper bottom and the bare sheet tin of the top, at the factory; that is, for copper of proper thickness and duly tinned, and regulation plate and pure tin coating. The cost of making is also to be considered. Well, she gets her tea kettle home and it lasts only a short time, while the dime coffee-pot begins to taste coppery after awhile, and, sometimes, there is a color after sugar is added. Such utensils are dangerous to health on account of speedy corrosion. Only wares made of standard metal and with sufficient pure tin to protect the sheets of copper and iron from corroding should be used. But these cost more at the factory than the bargain counters retail their wares for; often double as much. Sometimes public sentiment will be aroused, not against the cheapness of these goods, but because of their poisonous character. They affect what is cooked in them and the corrosion is so speedy that the under metal, whether copper or iron, is quickly left exposed. The poor and ignorant people should be protected against them; and, as for the rich, who are intelligent enough and can afford better, they suffer by their own folly and craze for bargains, which, in fact, are only so in name, for they do not last like

genuine goods and are really more expensive in the long run."—Stoves and Hardware Reporter.

PLATE GLASS.

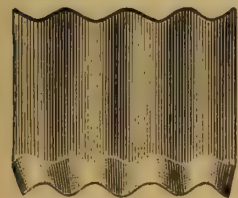
The most important form of cast glass, and the one most largely produced, is plate glass, or, as it might more properly be called, cast plate glass. This is the well-known cast, ground and polished plate used for windows, mirrors, etc., and should not be confounded with the blown plate and patent plate, which are blown glass. "In the manufacture of cast plate," says the American Glassworker, "furnaces and pots of the ordinary construction are used; the melting pots, however, sometimes holding two or two and a half tons of batch. In French works and in some others two forms of pots are used, which are placed side by side in the furnace, the ordinary melting pot, and an auxiliary pot called a 'curvette,' large enough to hold sufficient glass to cast a sheet of a given size. The molten glass is ladled from the pot into the curvette, allowed to clear if necessary, and is then cast. In most works, however, the practice now is to pour or cast directly from the pot in which the glass is melted, and in other cases it is ladled from the pots to the casting table.

CORRUGATED STEEL FASTENERS.

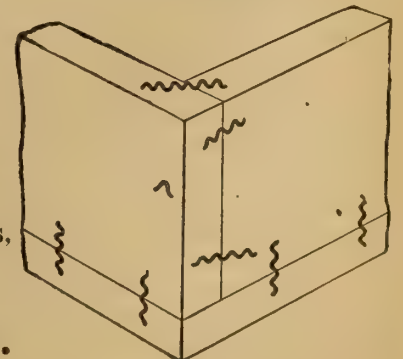
A Perfect, Secure Joint!

NO GLUE, NO SCREWS, INEXPENSIVE.

All Manufacturers of Wood-work are interested in this Invention.



Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.



THE ONTARIO TACK CO., Hamilton, Ont.

FERGUSSON, ALEXANDER & CO.,

MANUFACTURERS OF

THE ELEPHANT BRAND

**LEADS, COLORS, VARNISHES, JAPANS
AND READY MIXED PAINTS.**

PAINT WORKS AND OFFICES : 22 College St.,
VARNISH WORKS : St. Gabriel Locks.

MONTREAL, and Glasgow, Scotland.

FULL STOCK !

QUICK SHIPMENT !

The casting table, formerly made of bronze, is now made of one piece of cast iron, heavy and thick, and in width and length exceeding the dimensions of the largest sheet of glass. It is commonly mounted on wheels, running on a track laid down the center of the casting-room, on each side of which are the annealing ovens.

A heavy cast iron roller the full breadth of the table is arranged to roll its whole length by means of a spur wheel on the roller working on the side of the table. The height from the table at which it rolls, and consequently the thickness of the glass, is regulated by narrow strips of metal placed along the edge of the table, while the width is determined by what is known as the "gun," two plates of cast metal bolted together, adjustable to the breadth desired, and moving with the roller and before it. All being ready for casting, a pot filled with the molten glass is removed from the melting furnace, placed on a truck and run to the casting-table.

The pot is lifted from the truck by means of a crane, is suspended over one end of the table and tilted, and the semi-fluid mass being poured out, the roller is moved forward, flattening the glass and rolling it into a uniform thickness, while the "gun" prevents it from spreading to a greater width than is desired. As soon as the plate has solidified sufficiently to bear moving, it is laid in the annealing oven on the "flat" to slowly cool. All the operations are performed with the greatest rapidity, that the plate may be as hot as possible when laid in the oven. The number of plates that can be put in an oven varies with the size of the plates. But one layer of those designed for polishing can be placed in it, consequently a large number of ovens is needed where large plates are made. These ovens are large, shallow brick furnaces, with floors as smooth and level as possible, as the semi-plastic

mass moulds itself into the unevenness, and any bending of the plates would make them valueless. As soon as the plate is placed in the oven, all the openings are carefully closed; and the oven is allowed to cool gradually to a point where the glass may be safely removed, generally requiring about three days. The cast plate as it comes from the oven is rough and irregular on its surface, constituting the rough glass of commerce, and in this form it is used for roofs and floors, and even windows, where light without transparency is desired.

STEAMER CONTRACT.

The contract for the new steamer for the Government service in British Columbia has been awarded to Messrs. Fleming & Hunter, Glasgow, Scotland. Tenders were requested for the construction of either a steel or wooden vessel, the latter being asked for on the representations of the British Columbia board of trade and the members for that province in order to give local shipbuilders an opportunity of tendering. As showing, however, the perfection to which the ship-building trade has attained on the Clyde it may be stated that the tender of Messrs. Fleming & Hunter for a steel vessel is only a little more than half the price quoted by British Columbians for a steamer of wood. The contract price for the vessel is \$75,000, or only \$5,000 in excess of the parliamentary appropriation. The Polson Iron Works Co., of Toronto and Owen Sound, tendered for the steel vessel, but their figures were higher than the Clyde firm.

THE MANUFACTURE OF AUGERS.

Everybody, says an exchange, is familiar with this commonplace but indispensable tool, though not perhaps with the story of its invention and the process of its manufacture.

It is said that its principle was first discovered by accident. An Englishman, with the elegant name of Ben Pugh, in the year 1680 was idling away some spare time in watching a boy who was boring a hole in the ground with a piece of iron barred hoop. As the pliable metal became heated it twisted its edges and assumed the contour of a corkscrew, and as it was brought to the surface it brought the dirt with it, and combined the boring and emptying business so effectually that Mr. Pugh at once recognized its merit and applied the same principle in boring wood. It has been in use ever since. In the process of manufacture it requires some delicate manipulation and the service of a highly skilled artisan. The iron which forms the spiral part is welded with the steel of which the point is made before forging. It is then put under hammers and forged into shape and is passed into what is technically designated as a "wringing machine," where it is twisted into a spiral form, and then introduced to the care of a series of "crimpers," which give uniformity to the twists. This done, the rough and unfinished tool is passed through "straighteners" and made perfectly straight and ready for putting on the head, which is the most delicate and important operation in the manufacture of the auger. The tool is then put through two rubber wheels to rough polish the twist, when the fitter-up takes it in hand and fits the head and passes it on to the polisher, out of whose hands it passes into the market; and one of the most useful of modern tools preserves the reputation of Benjamin Pugh.

**You can lose more than we do
by not subscribing for this paper.**

Goods conveniently located save time, money and temper in shopping.

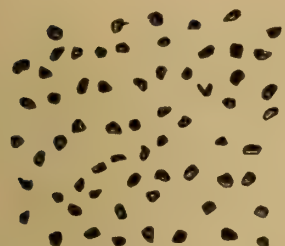
Work can always be found in a store without double-million microscope

A feather duster disperses but does not remove the dust from the store.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.



DEAD SHOT F. G.



DEAD SHOT F. F. G.

GUNPOWDER. "American Dead Shot." TRY IT.



On Sunday evening an outbreak of fire in the McClary manufactory was discovered and checked before much damage was done.

Fire occurred about two o'clock on Sunday morning in W. J. Walker's hardware store, Aylmer, causing considerable damage to stock and building. The property is fully covered by insurance. Mr. Walker was away at the time.

The trade are notified in Messrs. Caverhill, Learmont & Co's advertisement, on another page, that all numbers of the "Enterprise" and "Perfection" meat cutters are in stock. These goods have that paramount interest for the trade which exceptional merit can awaken, and are deserved by wide request.

Arrangements are about complete for the sale of the Wanzer sewing machine factory and plant Hamilton, to the Brosins Manufacturing Company, of Atlanta, Ga. The Brosins company manufacture a motor sewing machine. A company is being formed in Canada with a capital of \$300,000, and it is contemplated that in this city a thousand men will be employed at the manufactory.

At a recent meeting held by the creditors of Pettypiece Bros., dealers in hardware, at Amherstburg, it was found that the estate might realize eighty cents on the dollar, and a few days were given the firm to submit an offer. Failing to do this, an assignment was made to A. H. Hope, of Hamilton. The liabilities were about \$4,300 and the assets about \$1,000. A meeting of creditors was held at Hamilton, when an offer of D. L. Wigle for the stock, at seventy-five cents on the dollar, was accepted, and he has taken possession and will remove it to his new store.

A fire occurred in W. J. F. Gordon's patent roofing shop, Hamilton, about 11 o'clock on Monday morning. A tar kettle in the yard had boiled over and flared up, and the strong west wind blew the blaze toward the frame building, which was rapidly engulfed in flames. The building was nearly cleaned out before the fire was under control. The loss is estimated at between \$1,000 and \$1,500, and Mr. Gordon was not insured.

James Stewart & Co., Hamilton, Ont., says the Metal Worker, are offering the trade a very attractive range known under the name Palace. It can be furnished with oval fire pot, or with square fire box and duplex grate. The manufacturers claim that it is the only range with interchangeable fireplace and grate using the same water front in both. The ornamentation is of a striking character, a feature of the treatment of the oven door being a pretty nickel panel running from the top to the bottom and bearing the name of the stove. The Toronto showrooms of the firm are at 183 King street, east, and are in charge of J. Boxall.

HEATING STREET CARS.

There is quite an important field in car heating which has not yet been developed to any great extent, and this is to be found in the warming of street railway cars by methods which are more scientific than by those now in use. There is hardly a street car running which, if heated at all does not employ for that purpose a common stove or something worse. A good storage system would seem to be the very thing for this kind of service. It is seldom that cars take more than two hours to make a round trip, and there are no great difficulties in the way of storing sufficient heat in the cars to keep them comfortably warmed in the most severe weather for that period of time. Whatever may be the material or apparatus which is used for storing the heat, the latter can be quick-

ly and easily furnished by means of a comparatively small steam plant, and where this plant can be located at a terminal of the line it will cause no delay whatever to the cars. The immense advantages which such system would possess over the means now employed are almost evident. The cost per day for fuel would probably be not more than 20 per cent. of that expended at present, especially where the cost of the anthracite coal, generally used in car stoves, is very high, and while the street railways enjoy the economical benefits, the improvement in the distribution of heat would be appreciated by the passengers. Instead of having all the heat emanating from one point, which makes some locations intolerably hot while other points ten feet away are not sufficiently warm, the heat would be equally distributed throughout the car. All dust and dirt and coal gas would be absent, the danger of fire to the cars and car sheds would be almost wholly overcome, and the coal consumption would be reduced to a minimum.—Railway Review.

A NEW GRINDING MATERIAL.

Crushed steel is said to be coming into use for cutting stone. It appears to be made by quenching very high carbon steel in cold water from an excessively high temperature, such as would overheat steel for most purposes. This renders it not only hard but rather brittle, so that it is possible to pulverize it; it is crushed in a stampmill, and sifted closely to size. It is said to be not only cheaper but much more effective than emery, giving a better polish and quicker, and lasting much longer.—Iron Trade Review.

SITUATION WANTED.

IN HARDWARE STORE OR AS TRAVELLER
—eight years' experience; testimonials. Address HARDWARE, Box 461, Galt, Ont. 36

WANTED—By a young man, position as hardware clerk; two years' experience; best of reference. Apply 172 Spadina Avenue, Toronto.

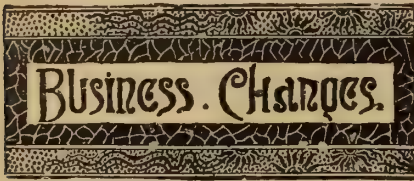
J. W. PATERSON & BRO.,

TORONTO AND MONTREAL.

MANUFACTURERS AND IMPORTERS.

Roofing Material, Building Paper, Plaster, Cement, etc.

IMPORTANT NOTICE.---We have almost completed the enlargement of our Roofing Pitch Works, and we hope now to be able to promptly fill all orders entrusted to us.



ONTARIO.

Arthur—Quirt, John H., foundry, burnt out.

Bracebridge—Perry, J. O., general store, advertised business for sale.

Chatham—Nagle, Henry, hardware, stoves and tinware, offering to compromise.

Highgate—Esttick, S., general store, assigned to C. B. Armstrong, London.

Kingston—Bailey, B. & Co., broom mfrs. Benjamin Bailey deceased.

Mount Elgin—Sanderson & Hobbs (estate of) general store, stock sold

Port Dover—Collver, R. N., tinware, assigned to W. F. Tibbetts, Port Dover.

Portland—Dowsett, N., general store, assigned in trust.

Toronto—Baird Bros., galvanized iron works, assigned to Townsend & Stephens, Toronto; Ewing & Co, mfrs. mouldings and mantles, dissolved partnership; Jordon & Co., (Robert Jordan only) plumbers, assigned to Robert Jenkins, Toronto.

MANITOBA AND NORTH-WEST TERRITORIES.

Austin—Clifford & Wheeler, general store, dissolved, Wm. Clifford continues.

Brandon—Fitzbucke, E., general agent, deceased; Garside & Parkin, painters, dissolved partnership, each continuing alone.

Winnipeg—Cahoon, W. R. & Co., machinists, removed to High Bluff.

Wolsely—Magee, Cooke & Co., general store, E. H. Cooke retired.

QUEBEC.

Drummondville—Dubois, J. H., general store, assigned, Kent & Turcotte appointed Curators.

Halifax South—Benette, Frs., blacksmith, assigned in trust.

L'Assomption—Lemire, Charles, general store, assigned, Bildeaux & Renaud appointed Curators; Lemire, Charles, general store, stock, etc., advertised to be sold by

auction on 25th inst.

Montreal—Parkes, T. J., com. hardware, admitted R. J. Reckie. Style, Parkes, Reckie & Co.

Pierreville—Genest, G., general store, stock, etc., advertised to be sold by auction 23rd inst.

NEW BRUNSWICK.

St. John—Campbell, Wm., axes and springs, assigned.

WHO IS TO BLAME ?

"Honest men will scratch around and pay their debts in some way, while those who do not want to pay would not if times were ever so good and money ever so plentiful," remarked a Brantford trader last week. This suggests the question, how much of this dishonesty is the trader responsible for in his system of credit? He is obliged to take some chances, but if a new or old customer asks a month's credit on the strength of his labor, does the trader not encourage dishonesty in the consumer, when, at the end of the month, he allows one-third or one-fourth of the amount to lap on to the next month's account? Some traders will even go so far as to encourage customers to buy so far in excess of current income, and at the end of the next period a little larger amount is left over and so on, until the account is so large that if the customer gave his entire month's wages it would not square the account. Now which of the two is the more responsible for this state of the account? Most assuredly [the trader is. He is supposed to be a shrewd business man. His transactions may amount to thousands of dollars every month, while this customer who has been encouraged beyond his financial ability is in the "hole" and there is no possibility of getting out of it. Perhaps sickness comes on, perhaps a Lee or a Powderly orders him to quit work, then what are the chances for paying dead-horse bills? In seven cases out of ten it is the merchant's own "seeding" and he hasn't even "tares" to console him. Of course this class of debtors cannot be termed dishonest; they are simply unfortunates, and the world is full of them, but the sooner the merchant stops encouraging them the better. There

may be a difference, but no distinction between the poor master appointed by authority and the self-constituted merchant poor master, and the merchant, who for the sake of trade, takes chances in this way with a few customers, is liable to bring his own wife and children, if he has any, down. So the situation is reversed and when too late he will see the difference between a practicable and an impracticable business method."

"TRAVELLER."

A customer secured is a promise of greater salary in time.

Important to the Paint Trade.

TORONTO, May 16, '90,

To W. H. COTTINGHAM,

Montreal.

Kindly send us one box MANDER'S CARMINETTE, per express at once for Toronto Street Railway Co. WE LIKE YOUR COLOR AND WILL USE NONE OTHER.

(Sgd.) J. J. FRANKLIN,
Supt. T. S. R'y Co.

E. R. C. CLARKSON

TRUSTEE AND RECEIVER

In affiliation with TORONTO,

JNO. B. CLARKSON

Temple Buildings, - - - MONTREAL.

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention

FENSON'S ELEVATORS

Are the best manufactured for
Factories, Warehouses and Stores,

FENSOM ELEVATOR WORKS,

52 TO 56 DUKE ST.,

TORONTO.

SUSSMAN, SONS & CO. SUSPEND.

The firm of Sussman, Sons & Co., oils, varnishes and turpentine dealers, suspended payment on Monday. The firm consists of Joseph, Philip, and Michal Sussman. The Liabilities are placed at \$28,000 and the assets are at \$13,000. The creditors are mostly Montreal and American firms. One prominent firm in Montreal is said to be a creditor to the extent of \$13,000, and the Quebec Bank is a creditor to the extent of \$6,000, this latter secured. A meeting of the creditors was held at the Queen's Hotel on Tuesday, and an offer made of 45c. on the dollar was made. No decision was arrived at, and another meeting will be held. It is probable that this compromise will be accepted if security be given. About a month ago there was a fire in their factory, and this it is claimed is what embarrassed the firm.

DO NOT GET ABOVE YOUR BUSINESS.

One reason why so many young storekeepers fail is that they are unwilling at the start to attend to the drudgery that is necessary in conducting it. They shirk whenever they can, duties which they could perform without difficulty, leaving their work to be done by subordinates who do not do it with care, but in an indifferent manner. The storekeeper who is not ashamed to roll up his sleeves and set a good example to his clerks is the one who stands a good show of meeting with success. We like to see a storekeeper who does not feel above his business; who does not consider it beneath him to personally attend to the numerous details which are likely to come up before him at any moment. There are men who, rather than take off their coat and roll a barrel into a wagon and perhaps personally deliver it to a customer, will wait for some clerk or subordinate to come and do it for them, or perhaps lose the sale of the goods for the sake of satisfying their foolish sense of false pride.

There is a good story told of the daughter of a man who recently died and left her the heir to several millions of property. Not long after a reporter called to interview her and found her washing the back steps of the spacious mansion in which she resided. She blushed slightly and laughed heartily, and when he asked her if it was not a little uncommon for a young lady of her position to wash steps, she replied, if a good many girls would do just as she did they would be a great deal better off in health, and it wouldn't hurt them either.

Now, there is a good moral in this, not only for storekeepers, but their clerks and employes. There is nothing disgraceful in honest labor, no matter if it does soil the hands a little. It is a great deal more respectable than to be living off the industry of other people, or waiting for some one else to do work which one can just as well do him-

self. The most foolish thing a man can get into his head is to feel above his business. When this idea possesses him it is better for him and better for the business he is engaged in to close out and engage in something else at the earliest opportunity.

HOW DO YOU ADVERTISE ?

Sometimes an advertiser complains that he never got any good out of his advertisement. Every editor or advertising canvasser hears this now and again. The disappointed grumbler always blames the paper. But did it ever occur to you, gentle sir, that it was the fault of your advertisement and not of the paper? How did you word it? "John Generality, Dealer in general Merchandise, Philadelphia, Pa." Now, what is there in that to particularly strike a reader? He sees thousands of such advertisements every day he walks the streets. He already buys of many such people, to whom he is bound by ties of tradition and friendship. Why should he buy of you? You are a stranger and untried. You neither excite his curiosity, appeal to his good judgment, nor tickle his pocket book. No wonder silence is your only return. Let us make a suggestion before you prepare your next change of copy or enter the paper. We do this in our own interest as well as yours. We both want you advertisement and want you to get good returns from it. You undoubtedly will if you go at it right. What have you to sell? Everything? Don't advertise it. Run over your stock. Select one article. Is it better than your neighbors's, cheaper than your neighbor's; something they are out of, or that is seasonable and in large demand? Determine which feature is

best calculated to accomplish your end. Then word your announcement briefly and attractively, and send it to us. If you have patience and keep at it, we will guarantee, that you hear from it. An advertisement so worded and set will be read by every reader of the paper, and if there is anything in it worth considering, will lead to inquiry and sales.—Grocery World.

LOCK MAKING WORKS.

Messrs. H. R. Ives & Co. have had plans prepared for the rebuilding, upon an enlarged scale, of that portion of their hardware and stove works recently burned at Longueuil. It is also reported that the Longueuil works will be started as an independent business, and will add the manufacture of locks. A limited company, with large capital, will be formed for carrying it on.

Restore goods to their proper places as soon after using as possible.

Rivalry, open, fair, good natured and enterprising, is the life of business.

Master the whole business and the way to fortune has been mapped out.

A reputation for truthfulness is indispensable to permanent and satisfying success.

GOLDIE & McCULLOCH'S SAFES

Have now a world-wide reputation. Their Fire Proof Safes have resisted the hottest fire in the biggest conflagrations, and their Burglar Proof has repeatedly foiled the burglars; their security is unsurpassed on the Continent. A large stock kept at the warehouse of

GEO. T. BOSTWICK,
24 West Front St., Toronto.

A Second-hand Safe for Sale Cheap.

Filling a Want.

The rapid increase in all branches of Industry and Art in Canada has found its fit expression in

THE SABISTON LITHO. AND COLOR PRINTING ESTABLISHMENT

The management in organizing their business laid down as a principle that there was room for a really

First-class Establishment

that would produce work equal to the best imported, and have secured a corp of Artists in the various branches of their business that ensures that result.

They confidently solicit from Manufacturers, Merchants, Bankers, and others requiring first-class work an opportunity of showing samples and quoting prices.

SPECIALTIES:

Show Cards, Hangers, Buildings, Birds Eye Views, Posters, Railroad, Steamship and Steamboat Work, Calendars, Canning Labels. Special Designs in Circulars, Cigar Labels, Note and Letter Headings, Checks, Drafts and other Bank Work, &c., &c.

ADDRESS ALL ORDERS TO

The Sabiston Litho. and Pub. Co.,
(Gazette Building) MONTREAL.

RICHARD WHITE,
President.

A. SABISTON,
Managing Director.

THE STORES OF TIN ORES.

Tin is not found in many places, being thinly sprinkled over the surface of the globe. It is not found everywhere, and it lies hidden under the form of a blackish mineral which has not the least appearance of being the receptacle of a metal. Nevertheless, it is a long time since its discovery, and the purposes for which it has been employed are numerous. The Malay Peninsula, the Golden Chersonese of the ancients, may be considered its natal land. It is contiguous to the equator, at the southeast extremity of Asia, separated from Sumatra by the Straits of Malacca. Penang at the entrance and Singapore at the heads of the Straits of Malacca are two islands and two English towns. The peninsula of Malacca at the present day is English from one end to the other, or tends to become so. Perak, in Malay, signifies silver. It is the name of the tin district.

The manner in which a tin mine is attacked and worked at Perak is one of the greatest simplicity. After having cleared the land of the brushwood, the vegetable soil and the unproductive layers, ranging from 3 to 10 feet in depth, are taken away, in order to lay bare the ore, the stanniferous stratum, which has sometimes a thickness of 10 feet. The washing of stanniferous soils is done by coolies, who rake away the pebbles and mix the materials so as to eliminate the light sands, mingled with oxide of tin, until at last their does not remain more than 25 to 35 per cent. of foreign substances. The ore thus selected is smelted in small brick furnaces, from 5 to 6 feet 6 inches high, the blast being supplied by a bamboo bellows, a coolie moving a horizontal piston backwards and forwards. A bright metal is obtained, cast in molds which give it the well-known form of the cubic ingots, called block-tin, with an elongated face and projecting on both sides so as to form ears, which enable the ingots to be more easily handled.

The ore is very rich and the metal pure, but the way in which the Chinese work it is ridiculous, and the quantity of metal wasted is great. A fresh washing of what is thrown away would still be very remunerative. The Chinese and Malays call that "tima monda," young tin, and they restore it to the earth in order that it may ripen, the metal being considered by them not old enough to remain in their primitive machines. It is only recently a beginning has been made to work the Perak mines in a rational way, yet for many centuries tin has been known and worked in the Malay Peninsula.

The use of tin goes back to the highest antiquity. Homer mentions tin, "kassiteros," in describing the arms of his heroes. Herodotus, the "father of historians," calls the British isles "Kassiterides." The Phœnicians found it in those isles, a little also in Gaul and the Iberian Peninsula, the tin which they spread through the ancient European world. But before the Phœni-

cians and the Greeks, the Chaldeans were acquainted with tin under the name of "kastira." The most ancient of the documents in which tin is mentioned is "The Hymn to Fire," translated by M. Oppert from the Accadian language, recently received into favor, after having been lost in oblivion for ages in the cuneiform writing in which it had been buried. Tin 5,000 years ago was designated by the word "anaku." The text of the Bible where Moses mentions tin, in the book of Numbers, enumerating the metals, is thus relatively modern, because it is fifteen centuries later than "The Hymn to Fire." But there is something better than written tests. In ancient Egypt bronze statuettes of a tin alloy have been found which date from the epoch of the Pyramids, 3600 B.C.

The tin territory is no longer confined to the narrow limits of old. Great deposits

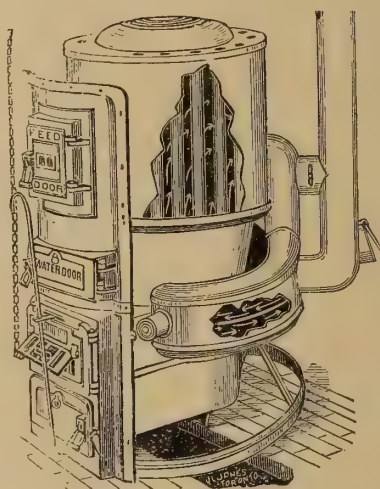
have been discovered in the United States. It is thought the American deposits may be found superior to those of the Malay Peninsula. The total production of the world is less than 50,000 tons a year, and the Malay Peninsula produces about half of the total. The United States is the greatest consumer of tin, and she now proposes to utilize her own tin ores. Already specimens of the produces of the Dakota, New Mexico and other American mines are on exhibition, and a great tin industry is to be added to the American list.—Iron Industry Gazette.

A reputation for truthfulness is indispensable to permanent and satisfying success.

Restore goods to their proper places as soon after using as possible.

Rivalry, open, fair, good natured and enterprising, is the life of business.

Master the whole business and the way to fortune has been mapped out.



CLARE BROS. & CO.,

Preston, - Ontario,

MANUFACTURERS OF

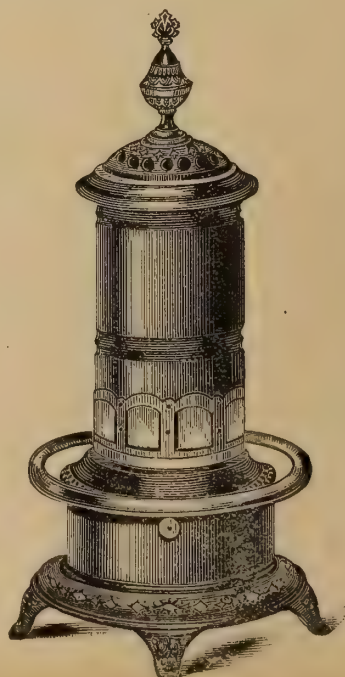
COAL AND WOOD

Hot Air Furnaces and Registers.

12 STYLES, 40 SIZES,

BEST VALUE IN THE MARKET.

Estimates and Illustrated Catalogue sent upon Application.



This cut represents our

Grand Oil Heater

of which 20,000 were marketed in the United States last season. This stove will burn Water White Canadian Oil without smoke or odor, and will heat a large room at a cost of one cent per hour. It is artistic and beautiful in design, and the best selling article ever placed upon the market. It must be seen in operation to be appreciated.

Write for illustrated circular, prices and terms.

MORTON & CHRISTIE,
Windsor, Ont.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,
 HAVE IN STOCK
 Linseed Oil, Castor Oil, Glue,
 and General Painters' Supplies.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

THE
 NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
 — APPLY TO —

THE MILLS, Campbellford, Ont.

Palace Range

— WITH —

— OVAL FIRE POT and BASE BURNER GRATE

— OR —

Duplex Grate and Square Fire Chamber.

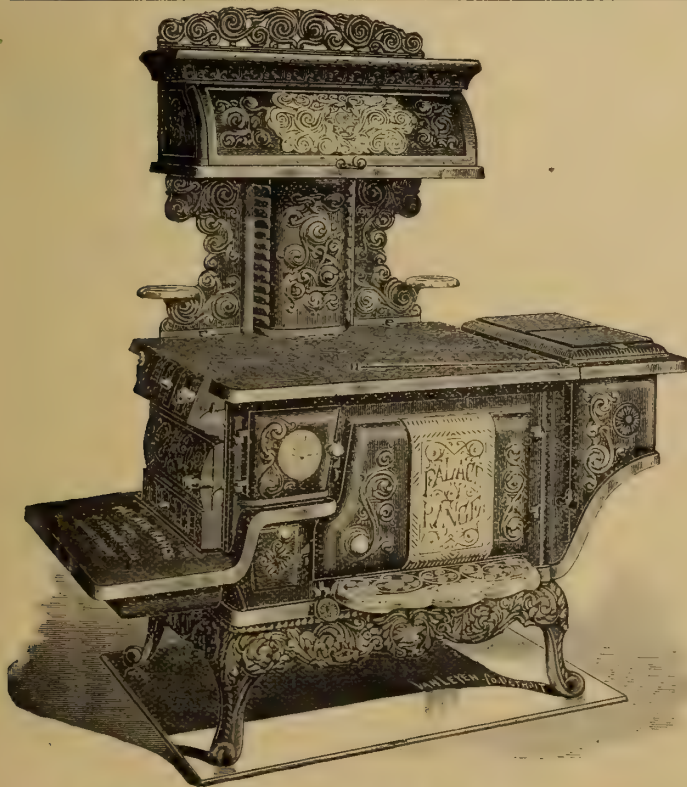
THE ONLY RANGE

With Interchangeable Fire Place and
 Grate using same water Front
 in both.

LARGE VARIETY OF SIZES AND STYLES.

EXTRA LARGE OVEN. PERFECT BAKER.

Sold by Leading Dealers. Send for Circular.



JAMES STEWART & Co., - HAMILTON, ONT.

TORONTO SHOW ROOM: J. BOXALL'S, 183 KING ST., EAST.

MARKETS

TORONTO, Sept. 26, 1890.

A fair average trade has been reported in hardware circles this week, without, however, the market showing any special activity. All heavy goods appear to be moving out pretty well, although the higher prices asked probably to some extent retards consumption. A good many of the orders coming in are for stocks that are necessary at the moment, and there yet seems to be little disposition on the part of the retail trade to anticipate their wants to any great extent. It is expected, however, that next month will see a much more active market, and with firm and advancing prices merchants are confident of a prosperous fall.

In the North West the feeling in hardware is firm, and dealers are stiffer on their prices and less inclined to make any concessions to buyers. Though there is a general firmness all round, due to the situation in outside markets, the feeling is especially strong for tin plates, Canada plates and sheet zinc.

Money is not yet coming in very freely, but an improvement in this respect should soon take place now. Grain is beginning to move to the market more rapidly, and a lot of produce has been rushed over to the States, and the money for this should soon commence to circulate.

IRON.

Consumers are beginning to order more freely, and a more active movement can be noted. Pig iron has been in better demand, several lots having been purchased on a basis of Montreal prices. Bar iron continues quiet, selling at \$2.30 for common bars. Higher prices are being asked for sleigh shoe steel, but no other changes are reported in prices. Stocks of black sheet iron are light, and prices for them are firm. Galvanized iron is also stiffly held, in sympathy with the high price of spelter. Russia sheets have reached the market and are now being delivered to consumers. The British iron markets are high and excited, due to labor troubles. Steel ship plates are now quoted at £6 10s. at Barrow, and iron rods are up 2s. 6d., but on other forms of steel there has been no radical change. Advices from the continental markets report a firmer feeling there on both iron and steel.

TIN AND TIN PLATES.

Tin plates continue very firm in holders hands, and as stocks have been somewhat reduced there is no disposition to grant any concession to purchasers. The latter are buying sparingly, only ordering for immediate needs, being deterred probably by the price asked. It is the opinion of some, however, that they will have to come into the market soon. In the English market buyers and sellers are still wide apart, and both sides appear to be waiting. Makers are particularly slow to make engagements pending a final settlement of the American tariff bill. Under the present state of affairs only nominal prices are quoted over there.

Ingot tin is moving out fairly well at steady prices, but there is no particular feature to the market, except that the feeling is a little firmer in sympathy with foreign advices. In England available stocks are low and held very firmly for higher prices.

CANADA PLATES.

There has been no reduction in the views of holders of Canada plates. On the con-

trary some of them are looking for higher prices, and on this account are not forcing their goods upon consumers. The latter continue to hold back as much as possible, but holders of Canadas say that it is only a question of time when they must come in and pay the higher values.

COPPER.

Stocks of both sheets and ingots are said to be low and the market is strong. Sheets are in good demand, and held at the late advance. The control of the English market is in strong hands, and a still further advance in prices is considered likely.

LEAD.

Holders are selling at previous figures, but the tone of the market is firm, owing to advances in England. Soft Spanish is cabled at £13 12s. 6d. to £13 15s.

ZINC AND SPELTER.

Sheet zinc is moving, and pretty freely at from 6¼ to 7c. in round lots. Spelter is moving at 5½ to 6c. Some are looking for an advance. Ordinary Silesian is cabled at £24 10s.

STEEL RAILS.

Orders are unimportant and prices remain unchanged. Heavy sections quoted at £5 and light sections £5 15s to £6, f.o.b. at N. W. England shipping point.

SCRAP METALS.

There is a good demand at present for scrap copper and brass, but these lines are coming forward very sparingly and more is wanted. Founders are pretty busy at the present time, and are steadily taking cast scrap. Wrought scrap is still very slow. Both in Montreal, and in the States prices are higher than in this market. The mills had laid in considerable quantities of wrought scrap, and so have been practically independent of supplies from local dealers, but they have been busy for some time past, and it is thought that their pile must be getting low. When they commence to purchase higher prices are looked for. Dealers prices are as follows: No. 1 heavy scrap, 60 per 100 lbs.; stovecast scrap, 50c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 25c.; new scrap copper, 10c.; heavy scrap copper 10½c.; old copper bottoms, 8½c.; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 9c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2½ to 2¾c.; country mixed rags, \$1 to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PAINTS AND COLORS.

The market is very quiet at the present time. Prepared paints are moving out slowly, the season being almost over for them. Not much white lead is being used at this time, but prices keep steady. Cookson's Venetian red has advanced £1 10s. per ton in England, and is held here at 2c. per lb. This is an advance of almost 50 per cent. in the sterling. The market is almost bare of turpentine and the trade seems to have been done lately in a hand-to-mouth manner. Advices from Savannah, dated September 11, state that turpentine has ruled rather firmer there, closing on that day at 37¼c. in yard there, an advance of ¾c. per gallon. The stock is rather heavy and receipts fair, so, although an excellent demand prevails no material fluctuation is expected. Stocks of turpentine at southern points on September 11 were 21,260 bbls. against 18,588 bbls a year ago.

PETROLEUM.

The prices of refined quoted are stiffer and better. Raw petroleum has advanced another half cent, and may be expected to react on the prices of refined before long.

HIDES, ETC.

HIDES—A carload of cured, choice weights, exchanged hands on Wednesday at 8c. Green is unchanged at 7c. for No. 1, and 6c. for No. 2, cows.

TALLOW—Rough is 2c. Rendered is 5½c.

WOOL—Brings 21 to 23c.

SKINS—Sheep are still 80c. A rare skin brings 85c.

MONTREAL

MONTREAL MARKETS.

SEPT. 26, 1890.

IRON AND HARDWARE.

The general position of the iron market is unchanged since our last report, aside from the usual run of business here, the movement has been rather quiet. This is due to the fact that manufacturers, especially those of agricultural implements and stoves are to busy in connection with the different annual fairs to devote any attention to purchasing. At least this is the general complaint with salesmen, who have lately returned from the west. It is quite likely that this may be unprofitable to buyers if the market continues in its present course. The tendency now is upward, and it is unlikely that there will be any change in the direction of lower prices while the market continues to stiffen on the other side. Latest cables state that the strike of the furnace men is causing considerable excitement in the speculative branch of the British markets warrants jumping up 1s. on Tuesday. This is bound to have some effect on the regular market which are quite firm already and if as is reported several of the furnaces will have to damp down in consequence.



No Duty on Church Bells. Please mention this paper.

IMPROVED PATENT ASBESTOS FLOOR & PARTITION CROCKS.



These CROCKS are light, Easy to fit and Thoroughly Fireproof, and wherever known have taken the First Place in the Market

PATENTEE AND SOLE MANUFACTURER,

A. Fairgrieve

Office and Factory,
128 Richmond St., W.
TORONTO.

THE CANADIAN WHITE ENAMEL SIGN CO., 4 ADELAIDE ST. W., COR. YONGE, TORONTO.

SOLE AGENTS IN CANADA FOR
Cæsar Bros. Patent Dome Enamelled
Letters and Figures.

Agents wanted in every City and Town
in the Dominion

of the strike, an advance in prices is a very likely possibility. Locally there has been nothing of special mention during the week. Pig has moved along in a fair distributive way at the advance noted a fortnight ago and round lots have been placed during the week at \$22.50, while an order for a smaller quantity calls for an additional 50c. per ton, \$23 being the idea for small lots of Summerlee and equal brands. Several fair contracts have also been made in the west involving quite a quantity of material in spite of the attention devoted to the fairs, but a feature that has to be considered now is the competition of American pig, quite an amount of it being placed in the west of late owing to its relative cheapness at the present time as compared with Scotch pig. However, the latter always gets the preference where the difference in prices is not too great owing to the fact that the southern furnaces are as a general thing yet, in the experimental stage and lots are not uniform in quality. In other lines the market presents no particular feature. Bar iron continues firm, and the western market is now practically controlled by one firm of workers. For round lots \$2.25 is the idea, but an advance has to be made when a smaller line is under consideration. Imported bar remains firm in sympathy with the tone of the British markets. Copper is firm at 10½c. with no talk of shading under the figure. Pig lead is firm at \$3.75 to \$3.80 and a private cable to day says that the market is firm under light stocks and an increasing scarcity. The same applies to tin plate which continues excited at primary centres, with matters shaping themselves for another advance, as that although there has been no change locally, the existing firmness has been intensified and nothing under \$4.00 will be allowed for coke, and this only for positive round lots, the range running up to \$4.25, while charcoal are quoted at \$4.30 to \$4.50. Canada plates also are very firm at \$2.90 to \$3.00 the inside for round lots. In shelf goods the houses generally report a good business, which compared very favorably with the movement last fall.

NAILS.

The nail market continues steady, with a fair business during the week. Prices are unchanged, and as far as we can learn there is no disposition to cut prices. The basis is \$2.45. In horse shoes the firmness noted last week continues, and prices are strong at \$3.65 to \$3.75.

CHEMICALS AND DYE-STUFFS.

This market has shown no change since

our review of a week ago, but the firmness noted then is continued, and there is no material change in the tenor of advices from the sources of supply, which are generally firm. As regards business there is the usual movement in progress, and prices are generally steady. Caustic soda is strong at the advance noted last week, viz., \$2.50 to \$3, while bicarb soda has maintained the position it took a week ago at Liverpool. Sumac continues strong, and advices from Sicily quote strong figures, and in fact all lines of heavy chemicals show a steady tendency, with no possibility of an alteration in the near future, especially now that freights will stiffen gradually as the season draws to a close.

PAINTS AND OILS.

There has been no special feature to the color market during the week. Trade is rather quiet, but white and red lead rule firm at former figures. In oils the general tendency is steady, and stocks on spot are not reported to be heavy. Linseed oil is perhaps the only exception, and is somewhat easier at 66 to 68c. for raw and 69 to 71c. for boiled. Fish oils show no change, cod remaining firm at 39 to 40c. to jobbers, and steam refined 52½ to 55c; cod liver is unchanged, while castor oil is scarce and prices are, a ½c. higher at 11 to 11½c.

GLASS.

Glass has met with a fall jobbing enquiry during the week at the advance, viz : \$1.50 to \$1.60.

CEMENT AND FIRE BRICK.

The feature of the week has been the heavy arrivals, something over 12,000 barrels, which brings up the stock again which was somewhat reduced of late. Business rules rather slow, but although holders are not forcing matters the market has an easier tendency in view of the heavy arrivals, and we quote London brands \$2.50 to \$2.60, and Belgian \$2.40 to \$2.50. Fire bricks met with a good fair enquiry, \$20 to \$26 per 1,000.

NAVAL STORES.

The market continues rather slow. Turpentine is steady with prices unchanged, while coal tar is firm, as the output of the gas house here has been contracted for shipment to Chicago, which restricts the supply. We quote : Turpentine, 62 to 64c; rosins, \$2 to \$4.25, as to brand; coal tar, \$3.65 to \$3.80; cotton waste, 5½c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c. and cotton oakum 10 to 12c.

PETROLEUM.

The only change since our report of a week ago has been an advance in Canadian which

is ½c. higher. American is unchanged, and their is a fair general demand. We quote Canadian, 13½c at Petrolia in car lots, and 16c Montreal; smaller lots 17 to 17½c. American 23c in car lots, 23½c. to 24½c. for smaller quantities. American benzine 23½ to 25c. and Canadian at 15 to 15½c. Canadian crude is quoted at \$1.31 per barrel.

Rapid progress is being made in the construction of the mammoth vault for the Department of Finance. On Wednesday the workmen were engaged in placing in position tiers of steel boxes direct from the establishment of Messrs. Goldie & McCullough. Each of these boxes is one foot square and two feet in length. They are intended principally to hold the securities in the shape of bonds, etc., to the value of \$19,000,000, which have been deposited with the Government by different insurance companies for the protection of Canadian policy holders.

CHARTERED BANKS.

The following is a list of the banks in Canada acting under a Dominion Government Charter :

ONTARIO.

Bank of Toronto.	Imp'l Bank of Canada.
Can. Bank of Commerce.	Traders' do
Dominion Bank.	Bank of Hamilton.
Ontario Bank.	Bank of Ottawa.
Standard Bank.	Western Bank of Can.

QUEBEC.

Bank of Montreal.	Merchants Bank of Can
Bank of B. N. America.	Banque Nationale.
Banque du Peuple.	Quebec Bank.
Banque Jacques Cartier	Union Bank of Canada.
Banque Ville Marie.	Banque de St. Jean.
Banque d'Hochelega.	Banq de St. Hyacinthe.
Molson's Bank.	East. Townships Bank

NOVA SCOTIA.

Bank of Nova Scotia.	Halifax Banking Co.
Mer. Bank of Halifax.	Bank of Yarmouth.
People's Bank do	Exch. B'k of Yarmouth
Union Bank do	Com'l B'k of Windsor

NEW BRUNSWICK.

Bank of N. Brunswick.	People's Bank.
St. Stephen's Bank.	

MANITOBA.

Commercial Bank of Manitoba.

BRITISH COLUMBIA.

Bank of British Columbia.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

VISITORS TO THE TORONTO EXHIBITION

Are invited to make use of our store, 11 Front Street West, for writing and mailing their letters and leaving their parcels or valises.

We will not exhibit this year having been fully occupied since taking over our present store putting in stock and getting samples ready.

Our Travellers will be in attendance at the store and will be glad to see their customers, to whom we extend a hearty welcome to call.

THOS. DAVIDSON & CO.,

Head Office and Works: MONTREAL.

11 Front St. W., TORONTO.

FOR THE ATTENTION OF SHIPPERS.

Mr. John Earls, Grand Trunk district general freight agent, has sent out the following important notice especially for barley shippers:

I am desired to inform you that the McKinley administration Act is now in operation which provides in brief that all merchandise imported into the United States for consumption is held to be the property of the person to whom the same is consigned, but the holder of any B. L. signed and endorsed by the consignor may be considered the owner. For shipments of the value of \$50 and over a consular invoice will be necessary; in addition to the invoice of value for the purpose of making entry of merchandise at frontier points a certified copy of the B. L. will be necessary, and the same should be endorsed in favor of the customs agent or broker, who will pass the entry at the frontier port. The duplicate B. L. must be endorsed "duplicate or negotiable."

MANUFACTURE OF WIRE.

Wire is now manufactured, iron, copper or brass, by a new and greatly improved process, and at a considerably reduced cost. The machine devised for this purpose, says an exchange, consists of a series of rolls in a continuous train, geared with a common driver, each pair of rolls having a greater speed than the pair preceding it, with an intervening friction-clutch, adapted to graduate the speed of the rolls to the speed of the wire in process of rolling. The entire operation of producing the smallest sized wires from rods of one-half inch is done cold. It is alleged that this method obviates the danger of unequal annealing and burning in the furnace. In addition to this the wire, being more flexible and homogeneous than that made by any ordinary method, is capable of sustaining greater longitudinal strain.

ROOFING WITH VARNISHED WIRE.

Wire, covered with varnish is being satisfactorily employed, it seems, in cases where glass will not stand the vibrations or other conditions. The transparent wire-weave roofing, which is translucent, pliable as leather and unbreakable, has for its basis a web of fine iron wire, with warp and weft threads about one-twelfth of an inch apart, this netting being covered on both sides with thick translucent varnish, containing a large percentage of linseed oil. The process of manufacture is conducted by dipping the sheets into deep tanks containing the composition until the required thickness is obtained; the sheets are then dried in a heated chamber, and after being stored for some time, till thoroughly set and ready for use. The sheets are made in any color, from amber to pale brown, and as the material readily adapts

itself, when placed with ordinary skill, to curves and angles in roofing, and is unaffected by steam, the heat of the sun, frost, hail, rain or any atmospheric changes, it is likely to have a large application.

CHOOSING A RUBBER BELT.

There having been expressed a desire for a table which would show about how much rubber belt cross section there was needed to carry various horse powers at various speeds, the following table is offered as being convenient and practical for horse powers from 10 to 100, inclusive, and for belt speeds from 2,000 to 2,750, inclusive.

The belt is supposed to be fastened with single leather lacing. Doubling the lacing adds about one-eighth to the driving power, other things being equal, and, of course, calls for only about eight-ninths as much cross section for a given horse power. If the joints were riveted there would be required only five-ninths as much belt for a given power.

BELT CROSS SECTIONS.

Horse-Power.	Belt Speeds.		Feet per minute.	
	2,000	2,250	2,500	2,750
10	.7	.62	.56	.51
15	1.	.7	.8	.8
20	1.4	1.2	1.1	1.
25	1.7	1.6	1.4	1.3
30	2.1	1.9	1.7	1.5
35	2.4	2.2	2.	1.8
40	2.8	2.5	2.2	2.
45	3.1	2.8	2.5	2.3
50	3.5	3.1	2.8	2.5
55	3.8	3.4	3.1	2.8
60	4.2	3.7	3.4	3.1
65	4.5	4.	3.6	3.3
70	4.9	4.4	3.9	3.6
75	5.2	4.7	4.2	3.8
80	5.6	5.	4.5	4.1
85	6.	5.3	4.8	4.3
90	6.3	4.5	5.	4.6
95	6.6	5.9	5.3	4.8
100	7.	6.2	5.6	5.1

Thus, we have to carry 50 horse-power and know that we are going to have belts running 2,250 feet per minute, we can see at once that it will take 3.1 square inches of cross section of rubber belt laced with single leather lacing, and having 180 arc of contact upon a cast-iron pulley in good condition.

We can make about this by having 12 inches of belt one-quarter inch thick or 15 inches of belt one-fifth inch thick; or if we know how wide we shall have to have our belt we can figure up very readily what thickness to get. Thus, if we cannot have more than a 10 inch belt we shall know very quickly that it will require 3.1 divided by 10 equal to 0.31 inch of belt thickness.

For other belt speeds than those given it will take in reverse proportion; thus, for 1,125 feet of belt speed per minute it will require double the quantity; that is, 30 inches of one-fifth inch belt, or 24 inches of one-quarter inch, and so on. India Rubber World.

Every line of goods embodies a history and a science worth years of study to understand.

METAL TIES FOR RAILWAYS.

The Forestry Division of the Department of Agriculture has issued a report on the substitution of metal for wood in railroad ties, which is a most able summary of the whole literature of the subject and reviews it down to the minutest details, it being based upon wide correspondence and personal study at home and abroad. The report was prepared by E. E. Russell Tratman, C.E., and with it is printed a discussion on practicable economies in the use of wood for railway purposes by B. E. Fernow, Chief of the Forestry Division. The Department of Agriculture naturally treats the subject on the broad plane of the effect of forest destruction upon the welfare of the country at large. The railroad managers will, however, take a more narrowly selfish view, and it is then that the matter presents itself in a less hopeful light, so far as the near future is concerned, for the railroad manager is too intent upon saving in first cost to give due weight to the after economy that will result from the use of metal ties. Exclusive of the United States and Canada, the total railway mileage of the world is 187,721 miles, of which 24,800 miles, or 13.21 per cent., are laid on metal ties. In Asia nearly one-half of the 19,000 miles of track is laid on metal ties, while North America, with 175,000 miles of railways, has only short experimental sections laid on metal. The results of the tests here have, however, been, with hardly an exception, favorable to the substitution of metal for wood, and with the increasing cost of timber the introduction of iron or steel ties may be confidently looked for. According to the estimate of Mr. Fernow, the railways consume 73,000,000 ties, equivalent to 365,000,000 cubic feet of raw material annually, to supply which demand the best timber must be culled each year from more than 1,000,000 acres of natural forest land. It will be seen, therefore, that an enormous saving to the woodlands would follow the general use of metal ties, and, what is also most important from an industrial point of view, the manufacture of metal ties would fill many rolling mills with orders and give employment to a multitude of workmen.—The Metal Worker.

FILLING FOR NAIL HOLES.

The following method of filling up old nail-holes in wood is not only simple, but is said by an exchange to be effectual. Take fine sawdust and mix into a thick paste with glue, pound it into the hole, and when dry it will make the wood as good as new. Often by frequent attachment of new leather to old bellows-frames, the wood becomes so perforated that there is no space to drive the nails, and, even if there was, the remaining holes would allow the air to escape. A treatment with glue and sawdust paste invariably does the work, while lead, putty, and other remedies always fail.

THE ADULTERATION OF OILS

The chemical examination of oils is very important, though much neglected, study—important from the fact that the oils which command a high price in the market and are in general demand are frequently adulterated. The temptation to adulterate is great on account of the heavy increase of profit that ensues, and because the adulteration is very difficult of detection.

The purchaser is always at the mercy of the oil manufacturer unless the oil be submitted to a chemical test. Not only is linseed oil itself very often sophisticated, but the seed from which the oil is made is mixed with other seeds.

In Russia various proportions of hemp and linseed are sown together. The oils commonly mixed with linseed oil are niger, cotton-seed, fish and coal oils. The chemical analysis and detection of adulterated linseed is sometimes simple, but it is a difficult and trying task when two other oils have been mixed with it. The determination of the percentage of oil used to adulterate is then out of the question, and we must be satisfied by simply ascertaining that there has been a mixture, without knowing the nature of it.

But little work has been done in the scientific examination of oils compared with the vast amount of research given to other subjects. Chemists have too much avoided their study and analysis as difficult and uninteresting. We owe almost all we know on this matter to the labors of Chevreul, and later to the labors of Prof. Allen and others.

When oils are examined chemical tests are the most important, but physical tests are very useful. At the present time we have not a characteristic test for each oil as we have for each metal, that will distinguish it when mixed with other oils or accurately identify it.

When we examine an oil supposed to be adulterated much can be accomplished by procuring a sample of perfectly pure oil, subjecting both samples to the same tests, and observing their behaviour.

The elaidin test is sometimes very satisfactory in detecting a mixture of a drying and non-drying oil. In this test nitrous va-

pors, made by the action of nitric acid on copper, are passed through the oil, or the oil is shaken with a fresh solution with mercurous nitrate, which has the property of retaining nitrous acid. The substance to which the name of elaidin is given is a crystalline, solid, fatty body, resulting in the contact of olein and oleic acid with peroxide of nitrogen. Linseed oil does not at once form elaidin with nitros vapors, but remains liquid more than two days, and becomes slightly colored. The elaidin produced by the pure oil is more firm and coherent than that of the adulterated oil, and is of a lighter color.

The determination of specific gravity is the most important of the physical tests as between two or more samples of an oil. The viscosity of an oil is a highly important feature, but great care is requisite in the con-

duct of the test to render it of any value. The oils should be brought to the same temperature, say 80°, and kept at this temperature while flowing through a capillary tube; the rate at which they flow determining their relative specific gravity.

While we can not depend on any single test, the evidence afforded by several tests is conclusive and satisfactory.—Painters' Magazine.

A notice incorporating the Toronto Rolling Mill and Forging Co., with a capital stock of 200,000, appeared in the last issue of the Ontario Gazette. The works will be located at West Toronto Junction, will employ over 100 men at the commencement, and the people will be asked to grant a bonus of \$20,000.

Soap and water are cheap, but soil on goods is expensive.

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Cast Iron or Steel Furnaces.
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ON THE BRIDGE OF DEBTS.

The "credit system," as it is ordinarily known nowadays, appears to belong to an advanced state of society, and be impracticable under certain conditions of life, but it is in use, nevertheless, in some very primitive communities. In the valley of Possey, in the Austrian Tyrol, where the Alpine inhabitants lead a simple life, practically all business and work is conducted on credit, subject to annual settlement. On a certain day in winter the inhabitants of the valley meet at the bridge of St. Leonard's, a place which is convenient to all, and the day is spent in balancing accounts.

The first business in order at these meetings is the payment of debts. Every one pays what he owes; some depend upon what they collect to meet debts owed to others, but the inhabitants of Possey are thrifty and honest, and there is usually money enough to go around.

The bridge of St. Leonard's, in other words, is the clearing house of the valley of Possey.

After the debts are paid, contracts are entered into for the next year. Labor engaged itself and the farmers crops are often bargained for in advance.

If any debtor fails to appear at the bridge and meet his dues on the "squaring-up" day he is practically cut off from further dealings with the other inhabitants of the valley. No more credit is allowed him, and he is generally fain to re-establish himself in the good will of his fellows by paying his debts as soon as he possibly can. To be able to hold up one's head on the bridge is the test of solvency and honor.

There is a tradition in the Tyrol that once, a long time ago, after a year of scarcity and disaster, the inhabitants of the valley of Possey met at St. Leonard's bridge. Each one owed some one else. Consequently each depended upon being paid by his neighbor who owed him, in order to be able to pay his neighbor whom he owed.

But as no one appeared to have any money no one's debt could be paid. The people stood about in despair, until presently a well-to-do miller, who was known to have money, arrived.

"Good!" said Hans Melchior, the tailor, "Here is Wilhelm Gutpfennig. He will start the ball rolling. Whom do you owe, Wilhelm?"

"No one!"

"So? Well, will you lend me forty gold thalers until noon?"

The miller thought the matter over a moment.

"Yes," he said. "I believe you are honest, Hans Melchior. I will lend you the money."

He advanced forty thalers to Hans, who used it to pay his debt to Pleter the weaver, and Pleter the weaver, passed it on to discharge his obligation to another citizen, and so it went from hand to hand discharging the

very moderate debts of the Possey inhabitants until it came to the last man, happened to owe Hans Melchior just forty thalers. He paid it of course, and with it Melchior at once settled his debt to Gutpfennig the miller.

Now since the miller had paid himself out of the grists as he went along, and was owed by nobody, his forty gold thalers had paid all the debts in Possey, and every one else had come to the bridge in the morning moneyless, every one went home in the afternoon solvent and happy!—Ex.

FACTS ABOUT QUICKSILVER.

The United States quicksilver establishments, 16 in number, represent an estimated total capital of \$1,331,114. Of this number the 11 active ones employed in their operations some 5,000 horse-power and a large number of male employes, who received a just and suitable compensation for the work, the absence of labor difficulties being indicative of this fact.

During the calendar year of 1889 there were 26,464 flasks of quicksilver produced in California and about 20 flasks in Oregon, or in all 26,484 flasks. At a glance this is seen to be far below the average annual yield, and as compared with the previous year, 1888, it shows a decrease of 6,766 flasks.

The total product of the foreign mines for the past decade was 685,936 flasks, an excess of 278,261 flasks over the total product of the United States, which was 407,675 flasks, 2,200 flasks Oregon, and Utah's production being omitted.—Chicago Journal of Commerce.

SOME SUGGESTIONS FOR SALESMEN.

Salesmen who are good listeners are usually good observers, and consequently they grow intelligent. If a point can be made clear at all it is all the clearer by brevity, and sensible people prefer evidence to eloquence.

It is certainly true that salesmen of ready and fluent speech, good talkers, are often surpassed by those who say little.

A conceited, pretentious and affected manner on the part of a salesman disgusts and repels while one who is simple and natural in his manners attract and makes friends.

The simplest and most natural manners are the easiest and best for a salesman, but they are also the most difficult to acquire, for simplicity is the highest attainment of art.—The Road.

THE PROFITS IN ADVERTISING.

There are prosperous young business firms in Cincinnati which admit that they have made all their money by the liberal use of printers' ink. There is one firm—the largest of its kind in the city, and not ten years old—that laid out more than one-half of its entire capital in advertising the first year of its existence. The returns were surprising.—Cincinnati Post.

DRUM TAPS.

Leaves from the Diary of a Commercial Traveller.

BY WM. H. MAHER.

CHAPTER II.

Between Saturday night, when I had packed my samples, and Monday morning, when I was to start on my first trip, my spirits ran up and down with such regularity that I was not quite sure if it were not a symptom of chills and fever. I dreaded failure, and hitherto I had been tolerably successful in working my way along.

What my courage might have been had Monday morning opened clear and pleasant, I cannot say, but when I found a cold March rain pouring down on the already muddy earth, my hopes fell below the power of any thermometer to record. But I was in for it; it was too late to turn back with credit; I must go ahead and do my best. I have made a good many trips on the road since that day, and if they were successful ones it was because I always left the store with the promise to myself to do my best; resolving is not doing, but it is the first step toward accomplishing results.

When I reached the store my fellow clerks had their jokes over my prospective good luck.

"There are only three hundred dozen of Ames' shovels on hand," said the stock man, solemnly; "if you find you are going to clean them out the first day send us word by telegraph, so we can get in a new stock."

"We haven't many packing-boxes on hand," said the porter; "but I suppose it don't matter, you only sell full packages."

"If you get a dispatch from me saying 'we're sick,' come home at once," said the entry clerk; "it will mean that you have cleaned out our entire stock."

"Take a short-hand writer with you to take down your orders," said one of the traveling men; "you'll be too busy to sell and write both."

But the senior came out of the office just then, and the clerks went to work. "Good-by," said he, heartily and cheerily; "don't get discouraged, and don't worry; do your best, and we will be satisfied, orders or no orders."

My samples, the same being in a sole-leather trunk and a large valise, were on the dray, and I followed them to the depot. I bought my ticket, had my samples checked after an argument with the baggageman, who wanted to charge me for extra weight, but concluded they were all right when I handed him a cigar, and then I shook hands with the drayman, and felt as if I was alone in the world.

As I took my seat in the car I tried to imagine how the first town was to look what kind of men the merchants were, and what they were going to say to me, but I found myself lost in the endeavor. When the train drew out into the country the cloudy day looked doubly dreary. It was that unpleasantest of months, March, and the country through which we were passing was level timber land, which was a vast pond. Looking out of the window as well as one could through the wet glass I saw we were approaching a settlement. The engine shrieked, the brakemen turned their ratchets, then opened the doors and shouted "Paris!" That isn't the name of the town, but it will do as well.

Paris! Why, that was the name of my

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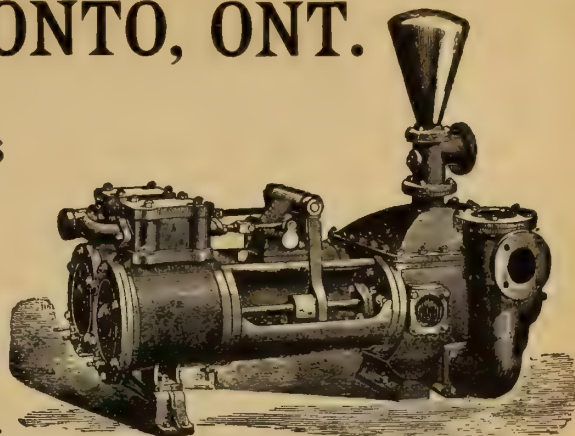
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station! Great Cæsar! What was the use of getting out here! But out I got; and as the train moved away I was homesick for the first time in my life. But—I was to make the best of things; here was the place to begin.

"Are these your traps?" This from a man who was probably depot master, said "depot" consisting of a platform only; no roof.

"Yes, sir; is anyone here from the hotel?"

"No."

"Is there a hotel here?"

"There's Williamses; he keeps a sort of hotel, but it's a durn poor hotel."

"Is there any other?"

"No, not without you go out to the kilns, about a mile over yon."

I started over to Williams' house. "Williams wasn't at home," but his wife was. She came to the door to meet me. How was I to get my samples over? They were in danger of being spoiled.

"Guess you'd better take the wheel-barrer," she said, "if they're too heavy to bring on your back."

It wasn't exactly what I had bargained for, but there was no help for it, so I wheeled them over, and put them in the Williams house parlor. By this time it was nearly 12 o'clock, and I concluded it would be well to wait until after dinner before starting out to see the town. From the hotel window there were three business blocks in view; two of them bore signs, "Groceries and Saloon," and the other, "New York Store." Smiling at the ambition of the latter name, I sat down to wait for dinner.

When the bell was rung about half a dozen dirty men came from different directions, and after they had time to wash themselves in the one hand-basin, and wipe themselves on the one small towel, the landlady announced dinner. I was not hungry. The novelty of my situation kept my appetite appeased; but if the dinner had been at all tolerable, I should have eaten something. As it was, I looked around in vain for a morsel fit to eat. There was fried fat pork, the pork now swimming in the fat; potatoes floating in fat; corn bread, no butter, and black coffee without milk. Each of my companions helped himself from the common dishes with his own fork, and they ate with a relish, if noise was any sign of

satisfaction. I tried to drink some of the black coffee, and then I went back to the "office."

Putting on hat and overcoat, I prepared for action. In one pocket I placed my price-book, put my order-book in another, sharpened my new pencil, arranged my cards where I could get at them readily, and started out. The distance from the hotel to the nearest "grocery" was not half long enough. I walked slowly in spite of the rain, but for all that I reached the door too soon. There was nothing to do but to go in; so I opened the door and in I went.

(Although I was years on the road I never outgrew this feeling of dread about going into a strange store. When I reached the door I shrank back with reluctance, disliking to face the curious eyes that would be turned upon me, and dreading the reception I might meet from the men. One would think this would be quickly outgrown, but it is not.)

The room was not a very ambitious one; on your right as you entered was a counter, and back of the counter a few shelves. On the shelves was a queer mixture of merchandise—a little tobacco, a few boxes of cigars, some toys, a few groceries, a little hardware, and a small stock of candy. The opposite wall was bare. The proprietor was not in sight, but I heard voices back of a screen that shut out the far end of the store. I waited a moment to take notes, and then I went behind the screen. It was as I had supposed: here was the saloon; the proprietor was behind the bar and in conversation with a man who sat smoking near the stove. That he was German my ears had already taught me, but if they had failed me I would have known it now.

"Good afternoon, sir," said I, in my most affable manner. For an answer I received the curtest kind of a nod.

I had been running my eyes about the premises trying to find his name on a box or barrel, and I now saw a keg near the bar, so I walked over to that. Yes, here was his name on the keg—"F. Rhinecamp." I went to work boldly.

"Mr. Rhinecamp, my name is Jenks. I am from Herman & Co., wholesale hardware

Direct Orders and Orders for Enclosure receive our prompt attention.



IT SAVES LABOR, TIME AND CLOTHING.

As the hands do not come in contact with the water, chapped, scalded and sore hands are avoided. The mop being wrung at arms length there is no stooping or straining of the back or shoulders. The hands are not soiled or disfigured by the wringing of a filthy, greasy cloth. As the clothing is not drenched or disfigured as in ordinary mopping no special preparation is required.

TARBOX BROS.,

"Truth Building," 73 Adelaide Street West, Toronto, and 28 Waterloo St., St. John, N. B.

H. D. SIMMONS,

Manufacturers Agent, 74 York St., Toronto.

REPRESENTING:

Peck, Benny & Co., Montreal;
J. & C. Hodgson, "
Miller Bros. & Toms, "
Gilmour & Co., "
R. H. Smith Co., Ltd., St. Catharines;
Shepard Hardware Co., Buffalo, N. Y.;
The John C. Jewett Man'g Co., Buffalo, N. Y.;
American Bit-Brace Co., Buffalo, N. Y.;
The Kilbourne & Jacobs Man'g Co., Columbus, O.
Aspinall's Enamel Works, London, Eng., etc., etc.
Orders and all Correspondence promptly attended to.

Portland Cements,

Fire Clay Goods,

Best Foreign Brands.

McRAE & Co.,

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Electric Supplies for Electric Lighting, Electric Bells, Wire Annunciators. Contractors for Electric Work.

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Atlantic Glue Works, Berlin,

Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont.

dealers [I gave him a card]; perhaps you know the house?"

Ever since I had entered the door he had done nothing but stare at me, as also had his customer. When I put the card down before him he reached out his hand for it, but did not look at it; he continued to look at me. I took this for a sign that I was to go on.

"I see you keep a few things in our line," I continued, "and if there is anything you are now out of or running short in, I would be glad to send it to you."

He did not avail himself of this opening, so I lengthened the speech:

"I see you have a little cutlery; I think I could do you good in that line. Our house makes a specialty of cutlery; imports direct from England and Germany, and we can compete with the New York houses. I can sell you a good two-bladed knife, one such as farmers buy, for \$7 a dozen, and you can easily retail them for a dollar a piece. We have a large line to select from; I have here in town with me about three hundred different styles of pocket-knives, and can show you everything, from a toy knife to hang on a watchchain, up to a spring-back dirk. Then I have samples of spoons, table cutlery, razors, horse brushes, curry combs and lots of other things. I see you do something in woodenware; we are headquarters for wash-boards, mop-sticks, clothes-pins and such things; we can sell you a good clothes-line very cheap; in fact, we have a thousand and one things that would work in well with your stock. We intend to treat our customers fairly and do what is right, and no one shall undersell us. We have never done anything with you, but would be glad of a small order just to try us. If you find we do the fair thing you can buy of us again when I come around; if we don't, why, I'll treat, and we will part friends. This is my first trip; I am anxious to do a little with every merchant, and I hope you will give me a small order."

I stopped to give him a chance to say something, but he did not avail himself of the opportunity. He took up my card and continued to look at it. After waiting awhile, "How is it," said I, "is there anything in my line that you need?"

He spoke in German to his customer, and the customer came up to the counter and looked at my card, then at me, then he took his pipe out of his mouth to say:

"Mishter Rhinecamp, he not de English spoken."

CHAPTER III.

So Mr. Rhinecamp "did not understand English," and all my eloquence was wasted. Well, even that was better than to have had him say, "I don't want anything," and I began to think about the next move. Clearly there was nothing for me to do but to utilize the customer for an interpreter, though I would have given considerable if I had been able to talk German.

"Will you please tell Mr. Rhinecamp that I am in the hardware business?" I asked the "mutual friend."

"Yaw."

And they exchanged a few sentences, the only word distinguishable to me being the word "hartsware." Then Mr. Rhinecamp nodded to me and I nodded back.

"Ask him if he wants anything in my line—table knives, pocket knives, spoons, or anything of that kind."

The end of their exchange was a "nein," which I did not need to have translated.

"Does he want any woodenware, clothes-

pins, wash-boards, mop-sticks, or anything in that line?"

"Nein," was the result again.

"Where does he buy his goods?"

Another confab in German, and then to me:

"He say, he not know. Mishter Rhinecamp was not in de shtore mooch; de shtore belong to his brooder Fritz, and Fritz go away for a few days. So Mister Rhinecamp not know mooch about the peesness."

No, I should think he didn't. And here I had been wasting my time and talk for nothing. If I had said what was on my tongue, I would have told the interpreter he was an ass for not telling me this in the first place, but I concluded sugar-coated pills would go farther, so I said I would be obliged to Mr. Rhinecamp if he would hand my card to his brother, and if he wanted any hardware we would do the fair thing by him. Then with a "good day" I left them.

I still had my fortune before me; where would I try next? The first store that I came to, said I to myself, and that was a large dry goods and grocery store. I say "large;" it was large for a country town, though it would have made but a poor show in the city.

There were two or three men behind the counters waiting on customers, and I made my way to the stove without doing more than giving them a bow. As soon as one was at leisure I stepped up to him and inquired for the proprietor. He pointed him out to me, saying his name was Atkins, and then I fell back to wait until Mr. Atkins was less busy.

He seemed to know I was anxious to see him, and the knowledge made him slower in getting away from his customers. I have seen this same trait in men many and many a time since then. From their manner I could swear that they were taking special pains to delay meeting me, as if they enjoyed my suspense and torture. At last I was to enter the field in earnest, and while I wanted to get at work, still I dreaded breaking the ice.

In time the customers were gone, and I walked toward him; I wanted to do my talking where the others would not hear; thinking that, if he snubbed me, it would be less humiliating.

He gave me a cool nod in answer to my very respectful bow, and looked me all over very critically, I thought. "Mr. Atkins," said I, handing him my card, "I represent the hardware house of Heman & Co., and I called in to see if there was anything in that line you were in need of."

"I don't believe I need anything to-day," said he, glancing at the card.

I couldn't take that for an answer, so I struck out again.

"You have a fine stock of dry goods and groceries, sir; I suppose you find it necessary to keep a little hardware."

"Oh, yes, we keep a little."

"Have you ever been in our house, sir?"

"Not that I remember."

"I suppose your hardware trade does not amount to enough to make it wise for you to keep a very large stock, but you must keep an assortment of farming-tools?"

"Yes, we keep a few."

"Have you usually bought in our city?"

"No, I buy East altogether."

"Yes, I should suppose you would buy such things as dry goods and groceries East—they are bulky, and the freight is quite an item;

but in our line, shelf hardware and farming tools, the freight is scarcely enough to mention. With most farming tools, for instance, the manufacturers pay the freight, so that they cost us the same in our store that they do the largest houses in New York in their stores."

I wanted to make this point, but I saw he was not much interested in it, and I concluded I would get him to talk about himself. As I read him he was a man of considerable conceit, and it was my business to discover this and then act accordingly. If I have been successful as a salesman, it has been because I have been quick to discover the weak spot in my customers. "Have you been long in business here, Mr. Atkins?"

"About four years."

"Have you done a satisfactory trade since you began?"

"Oh, yes; we've managed to live." He said this with an air as if he meant to add "and made lots of money."

"Still," said I, "I should have thought you would come down to the city instead of starting here. See the blockheads that make money there, while a good business man like you chooses to stay here in the country." This was a feeler; I wanted to see if he would swallow a little flattery. I went in on the general principle that no business man is quite satisfied with his business; if he is in the country, he wants to be in the city; if a city retailer, he wants to be a wholesaler; if a wholesale merchant, he wants to be an importer, and so on. I touched Mr. Atkins on a living spot.

"Then you think I ought to have gone to the city, eh?"

"Yes, I should have supposed you would, and I venture to predict that you will some day; the country is a good place to make money in, but when you have made it, then the city is the place to live."

"Well, I guess you are right; and if I have good luck a few years longer you'll see me down your way. I've been figuring on it for some time, but no one here guesses it."

"Are you much acquainted down our way?" I asked.

"No, scarcely any."

"That's a mistake," said I. "You ought to get acquainted with the business houses, and it will be just that much pleasanter for you when you come there to live."

"Oh, I can get acquainted easy enough."

"Yes; but see how much nicer it will be to move there, and have men meet you and know you, than to have to build up an entire acquaintance. Now, if I were you, I would trade a little, just enough to keep your name on the books and give you an excuse to run in and sit down in each of the wholesale houses."

"I can't buy as cheap there as I do East."

"I don't know how it may be in other goods, but I can sell you hardware as cheap as any Eastern house dare do it. I don't want to bore you by talking about my house,

Mr. Atkins, but I want to say this: I am going to travel over this route regularly; I am going to build up a trade on it, and I expect to do it by selling goods right and treating everyone well. It doesn't matter to you whether you buy of me or of Russell & Erwin, New York, providing you buy right; but it matters to me whether I sell you or not. This is my first trip; if you can possibly scrape up a little order for me, you will be doing me a favor I shall not soon forget; and if you find I don't do what is fair and

right, don't ever buy a dollar's worth of me again. I'm a pretty good fellow, and I know if you will try me, you and I will do lots of business together hereafter."

This was coming right down to business. I said this as earnestly as it was in me to say it, and I talked right to him, not at the ceiling nor at the floor, but right into his eyes. Would it do any good? A man sometimes sticks to "no" just because he has once said it; I was afraid he was going to say no, and I still had an argument to bring in, so I did not wait for him to answer.

"You have been young and worked your way up," I continued, "and you can understand just how a fellow feels who is going over the same ground. This is my first trip; if I do at all well I shall have the route right along, and I will have advanced a step; if I don't succeed in making it pay, I will go back to the desk and probably stick there. I don't ask you to favor me at the expense of a cent to yourself; on the contrary, I think I will make it for your interest. The house allows me to cut close where I think it is necessary, and you shall have my bottom prices."

"But I don't know of anything I need just now."

That was a cheery remark to hear, though it may not look so on paper. His voice told me that I had made an impression on him, and if he was willing to buy, provided there was anything he wanted, I felt myself able to convince him that he needed something.

"Have you done anything about your shovels and spades for spring?"

"No, it's early yet."

"I can arrange the time all right."

"Well, let's see some of your prices."

(Victory, victory, victory! When a man asks for your prices, you have him; he has said to himself that he is going to buy.)

We went into the back room where his farming tools were, and he picked up a shovel.

"What can you sell me such a shovel as that for?"

It was a Philadelphia shovel, and bought the year before; in the meantime the price had gone down, so when I quoted my price, it made an impression on him, it was so much below what his goods were marked.

"Are your shovels equal to this?"

"They are the same goods."

"How about spades?"

"Spades cost the same as shovels on all goods but Ames'."

"You said you would make the time right; what did you mean?"

"I meant this: the shovel trade will not open for a couple of weeks yet, and to offset that, if you will give me your order, I will give you sixty days on the bill; that is thirty days better than New York is doing."

He went into the store, talked with one of his clerks, came back and put his hand on my shoulder. "I'm going to give you a small order on the strength of what you say, and if you do what is fair you shall have my hardware trade."

I thanked him, but I was too happy just then to speak plainly. In my first engagement I had won.

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British Plate Glass

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Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

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"EASTLAKE"
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The Metallic Roofing Co. of Canada
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M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

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AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

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GORDON CROWN GALVANIZED IRON, guaranteed equal to any in the market.

M. L. S. TIN PLATE, equal to Bradley's.

M. L. S. STOVE PASTE, best in use.

We also have on hand a complete stock of all kinds of Elbows, Stove Boards, Pipe Varnish, Dampers, Black Lead, etc.

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SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



The above Brand of Lead

Requires no Association Guarantee.

It is the STANDARD of the Dominion for
Purity, Fineness and Whiteness.

WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

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STORAGE.

54 & 56
Wellington St. E.,
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DESKS

**OFFICE, LIBRARY,
CHURCH AND SCHOOL
FURNITURE.**

JOHN M. BLACKBURN & CO.,
41 COLBORNE ST., TORONTO.,
—AND—
162 ST. JAMES ST., MONTREAL.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb ..	24½ 25½
Straits 100 lb ingots.....	" 24½ 25½
Strip	" 26, 27

Tin Plates—Charcoal Plates, Bright.

Bradley M.L.S.	Per box.	
I.C., usual sizes	\$6 00 \$6 25	
I.X.,	7 50 7 75	
I.X.X.,	8 75 9 00	
Raven & P.D. Grades—		
I.C., usual sizes	5 00 5 25	
I.X.,	6 00 6 25	
I.X.X.,	7 00 7 25	
L.X.X.,	8 00 8 25	
D.C., 12½ x 17	4 75	
D.X., usual sizes	5 75	
D.X.X.,	6 10 6 65	

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 25 4 50
I.C., special sizes	4 40 4 50
B.V. Grade, I.C., usual sizes	4 25 4 50

Note.—Round lots of 14x20 could be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets ..	8 25 8 50

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.	
I.X.X., 14x56, 50 sheet bxs }		
" 14x60, " }	6½c, 7c	
" 14x65, " }		

Iron and Steel.

Common Iron, per 100 lb ..	\$2 35 2 40
Refined " ..	2 60 2 65
Horse Shoe " ..	2 60 2 65
Band " ..	2 87½ 3 00
Hoop " ..	2 87½ 3 00
Swedish " ..	4 00 4 50
Nova Scotia Bar iron.....	2 50 2 75
Sleigh Shoe Steel.....	2 50 2 75
Machinery, Tire Steel ..	3 00 3 25
Best Cast Steel, per lb.....	0 13 0 14
Russian Sheet ..	0 11 0 12
Tank Plates ..	2 25 2 50
Boiler Rivets.....	4 75 5 00

Boiler Tubes.

2-inch	13c
3-inch	18½

Boiler Plate.

½ inch.....	\$2 75
5-16 "	2 60
¾ "	2 50

Sheet Iron.

1 to 20 gauge	3½, 3½
22 to 24 "	2½, 3
26 "	3, 3½
28 "	3½, 3½

Canada Plates.

Blaina.....	½ bright 3 00 3 10
Boars Head.....	3 15 3 25
Maple Leaf	3 10 3 25
All Bright.....	None

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5½, 6c
26 gauge, "	5½, 6
28 "	5½, 6½

Gordon Crown—	
16 to 24 gauge, per lb	5½, 6½
26 gauge, "	5½, 6½
28 "	5½, 6½

Note.—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, ½ inch, per lb.....	4½ 4½c
" 7-16 inch "	5½ 5½
" 1-4 "	5½ 6

Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards.....	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—Ingot.

Lake Superior, per lb	0 00 0 00
Baltimore "	0 17½ 0 18½
English B.S. "	0 17½ 0 18½

Bolt or Bar.

Cut lengths, round, ½ to ¾ in. \$0 28 \$0 31	
" round & square	
1 to 2 in	0 26 0 28

Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz., and light,	
16 oz., 14x48 and 14x60.....	\$0 21 0 22
Untinned, 14 oz., and light,	
16 oz., irregular sizes	0 22 0 23

Note.—Extra for tinning, 2½ cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x 48 and 14x60

Braziers. (In sheets.)
4x6 ft, 25 to 30 lb ea, per lb.. 0 22 0 26
" 35 to 45 "

50 lb and above per lb 0 20 0 21
Boiler & T.K. Pitts.
Plain Tinned, per lb..... 0 26
Spun "

Wire.

Pure, in coils—
From 1 to 20 gauge..... 0 25 0 27
From 20 gauge, up

Brass.

Roll & Sheet, 14 to 26 gauge. 0 21 0 25
" 27 to 30 "

30 and up..... 0 26 0 29
Sheets, hand-rolled 2x4 ft.. 0 23 0 25

Zinc Spelter.

Foreign, per lb..... 0 06½ 0 06½

Domestic "

Zinc Sheet.

5 cwt casks..... 0 06½ 0 07
Part casks

Lead.

Imported Pig, per lb..... 0 04 0 04½

Domestic "

Bar, 1 pound

Sheets, 2½ lbs, per square ft, by roll

Sheets, 3 to 6 lbs, per sq ft, by roll

Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 27½ p.c. discount.
Note.—Cut lengths, net price; ton lots 27½ and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb 0 20 0 22
Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb.....	\$0 21 \$0 22
Other makes "	0 19 0 20
Pure White Lead, ground in oil, Associat'n guarantee, per lb. 5½	
No. 1 Do.....	" 0 5½
No. 2 Do.....	" 0 4½
No. 3 Do.....	" 0 4½

Prepared Paints.

(In ½, 1 and 1 gallon tins.)	
Pure, per gallon	\$1 05 \$1 10
2nd qualities "	0 85 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)	
Venetian Red, per lb	0 05
Chrome Yellow "	0 09
Golden Ochre	0 05
French "	0 06
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry.

Yellow Ochre (J.C.) in bbls, per lb 0 01½	
Chrome Yellow "	0 01½
Golden Ochre "	0 01½
Venetian Red (R.C.2) "	0 02
" (1343) "	0 02
Can. Red, Cookson's "	0 02
English Oxides "	0 03½
American "	0 02½
Paris Green, per lb	0 15½ 0 16½
Burnt Sienna "	0 08½
Burnt Umber "	0 06
Drop Black "	0 09
Chrome Yellows "	0 12
Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 70
Brown Japan "	0 70
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 20
Hard Oil Finish "	1 50

Linseed Oil (in bbls).

Raw, per gal	0 70
Boiled "	0 73

Turpentine (in bbls).

Selected Packages, per gal	0 62 0 64
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Castor Oil.

Best, per lb.....	0 10½ 0 12
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Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 12 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	0 05½
" No. 2	0 04½
" No. 3	0 04½

Acme Paints.

Neal's Carriage, discount 40 p.c.	
English Oxide, by the barrel	0 02
American Oxide	0 01½
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p.c.	
Granite Floor, in tins, 90c, 47½c	0 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p.c.	
" Wagon and Imperial, dis 40 p.c.	
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz	1 25
Acme Carriage Top Dressing, \$1 75	per doz 4 00 8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.	
Rim Fire Cartridges, Dom. 50 and 10.	
Rim Fire Military, net list. Amer.	
Central Fire Pistol & Rifle, 15 to 18 per cent. Amer.	
Central Fire Cartridges, Dom. 30 & 10	
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.	

Wads.

Eley's, per 1,000	\$0 25 \$1 60
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Anvils.

Per lb	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	0 65 1 59
Pegging, " "	0 65 1 25
Brad, " "	0 85 1 60
" handled	3 60 7 90
Saddlers', " "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, " "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	6 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p.c.	

Bells—Hand.

Brass, N.P., 60 to 66½, 50 and 10 to 60 p.c., dis.	
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Door.

Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50

Cow.

American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 pc.	

Farm.	
American, each	2 00 5 00
House.	
American, per lb	0 35 0 40
Bel lows.	
Hand, per doz	3 35 4 75
Moulders' " "	7 50 10 00
Blacksmiths' discount 35, 40 per cent.	

Belting.

o. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 per cent.	

Bench Stops.

Per doz	5 00 6 00
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Bits—Auger.

Gilmour's dis 55 to 60 p.c.	
Excelsior—Jennings, discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jennings' Gen, net list to 5 p. cent. dis.	

Car.

Gilmour's, 47½ to 50 per cent.	
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Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell " "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb	0 11 0 15
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Bolts.

Carriage, dis. 60 and 5 per cent. to 60 and 12½ per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis., 45 to 50 p.c.	
Elevator, dis., 35 to 40 p.c.	
Machine, dis., 60 to 60 and 5 p.c.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 35 to 40 per cent.	
Reversible, dis., 65 to 70 per cent.	
Vegetable, per doz	1 12 2 35
Henis, No. 8	2 00 6 00
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	500 40 25
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Batts—Brass.

Wrought Brass dis. 60, 60 and 10 per cent.	
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Cast Iron.

Loose Pin, dis. 60 to 60 and 5 per cent.	
Wrought Steel.	
Fast Joint, dis. 60, 60 & 5pc.	
Loose Pins, " 60, 60 & 5pc.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz	3 75 4 50

Card.

Horse, per doz	0 70 0 95
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Carpet Stretchers.

American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz	22 50
World	21 75
Daisy, " "	24 00
Star, " "	18 00

Crown Jewel, per doz	29 00
Grand Rapids, " "	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50pc.	
Plate " dis. 50pc.	

Cattle Leaders.

No 31 and 32, per gross	8 50 11 25
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Cement.

Portland, car load lots	2 70
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.

Carpenters' Colored, per gross	0 50 0 85
White, lump, per lb	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15
Chisels—Socket, Framing and Firmer.	
American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz	0 85 4 00

Churns.

Amer., dis. 50 p.c. to 60 p.c.	
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Clamps.

Judd's, dis. 20 p.c.	
Stearns, per doz	3 00 10 00

Clips.

Axle, dis. 65 p.c.	
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Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
" No. 2	2 70

Compasses, Dividers, etc.

American, dis. 60 to 62 and ½ p.c.	
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Cradles, Grain.

Canadian, discount 25 p.c.	
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Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English, " "	2 00 4 00

Draw Knives.

American, dis. 70.	
Canadian, dis 25 to 35 p.c.	

Drills and Drill Stock—Breast.

Millar Falls, per doz	16 00 51 50
P. S. & W., dis. 40 per cent.	

Twist.

Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p.c.	

Elbows—Stove Pipe.

Dis. 17½ to 22½ p.c.	
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Fawcets.

Cork Lined, per doz	0 80 0 60
Wine, per doz	1 30 2 25
Star, " "	2 80 3 90
Fenns Corkstop, No 2 p.doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10	
Barton Smith, dis. 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis., Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25pc.	
Horse Raspers, Kearney & Foote's dis Am list, 50 pc.	
Horse Raspers, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Raspers, Spencer's, dis. Can. list, 33½ p.c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc., dis. 40 p.c. to 42½ p.c.	
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Freezers, Ice Cream.

Peerless, discount 45 p.c.	
Gem, dis. 50, 50 & 10 p.c.	

Fruit Presses.

Henis' per doz	4 00
Enterprise, discount 10p.c.	

Fry Pans.

Acme, discount 50, p.c.	
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Gauges—Marking, Mortise, etc.	
Stanley's, dis. 50, 55 p.c.	

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 40
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Glass.

4th quality Star, 1st break	1 55 1 60
" 2nd "	1 65 1 70
" 3rd "	3 90 4 00
" 4th "	4 20 4 25
" 5th "	4 50 4 55

Window Glass.

Pilkington's ordinary	
1st break	\$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	6 50

Picture Glass.

Pilkington's ordinary.	
1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Glue Pots.

Tinned, each	0 30 0 90
Enamelled " "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list.	
Can. discount 25 to 27½ p.c.	

Tack.

Magnetic, per doz	1 10 1 50
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Sledge.

Canadian, per lb	0 12½ 0 15
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Ball Pean.

English and Can., per lb.	0 25 0 37½
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Handles.

Axe per doz	1 00 3 50
Store door " "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer " "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 30 p.c.	
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Hoe.

C. & B., discount 30 p.c.	
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Saw.

American, per doz	1 00 1 25
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Plane.

American, per gross	3 15 3 75
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Hammer and Hatchet.

American, per doz	0 50 0 80
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Cross Cut Saw.

Canadian, per pair	0 18 0 25
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Hangers.

Door 4 and 5 inch, per pair	0 40 0 80
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Hatchets.

Can., dis. 37½, 40 p.c.	
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Hinges.

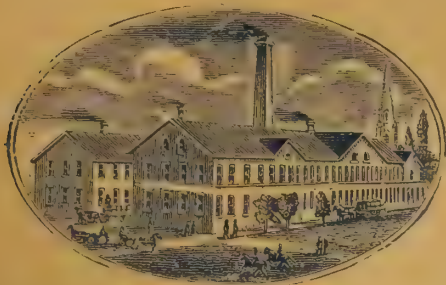
Blind, Parker's, dis. 60, 60 and 5 per cent.	
Light T and strap, dis. 60, 62½ per cent.	
Heavy, per lb	0 5 0 05½
Screw and Strap, per lb	0 03½ 0 04½

Per doz. sets

Hooks—Cast Iron		Pencils.		Scale Beams.		Cigar Box Nails, dis. 35 p.c.	
Bird Cage, per doz	0 50 1 10	Dixon's, per gross	1 00 4 25	Canadian, B. S. & M. dis. 40 per cent.		Shoe Finders' Tacks & Nails, dis. 25 p.c.	
Clothes Line, "	0 27 0 63	" Carpenter	2 25 3 60	Scrapers.		Tape Lines.	
Harness, "	0 72 0 88	Picks.		Box, per doz	2 10 4 50	English, ass skin per doz	\$2 75 \$5 50
Hat and Coat, per gross	1 00 3 00	Picture Nails.		Foot, "	40 3 50	English Pat. Leather	5 50 9 75
Chandelier, per doz	0 50 1 13	Porcelain Head, p. gross	1 65 3 00	Screens.		Chesterman's, each	0 90 2 85
Wrought Iron.		Brass Head, "	40 1 00	Window, patent, per doz	6 00 7 50	" steel, each	0 80 8 00
Wrought Hooks and Staples, Can, dis. 17½, 20 p.c.		Planes.		Screw Drivers.		Thermometers.	
Wrought Hooks and Staples, Amer dis. 75 to 75 and 10 per cent.		Wood, bench, Canadian, or American dis. 50		Sargent's, per doz	65 4 00	Tin case & dairy, dis. 75 p.c.	
Wire.		Wood, fancy Canadian, or American dis. 35, 37½ per cent.		Screws.		Ties.	
Hat and Coat, dis. 35, 40 p.c.		Bailey's (Stan R. & L. Co.) 33½ to 35 per cent.		Wood, flat head iron, dis. 47½ per cent.		Cow, per doz	1 25 2 50
Belt, per 1,000	0 60 2 70	Miscellaneous, dis. 10 to 12½ per cent.		Wood, round head iron, dis. 42½ per cent.		Tinner's Shears and Snips	
Screw, bright, Eng., dis. 40, 5, 45 per cent.		Bailey's Victor, dis. 10 to 12½ per cent.		Wood, flat and round head, brass, dis. 25 p.c.		P.S. & W., 10 p.c. advance on American list.	
Horse Nails.		Plane Irons.		Bench, wood, per doz	3 25 4 00	Tinware.	
Canadian, dis. 50 to 60 per cent.		English, per doz	2 00 5 00	Bench iron per doz	4 25 5 75	Stamped, dis. Assn list, 70, and 12½ per cent.	
Horse Shoes.		Pliers and Nippers.		Scythes.		Japanned, dis. Prices on application	
Per keg	3 50 3 60	Button's Genuine, per doz. prs. dis. 37½, 40 p.c.		Discount 40 per cent. to 42½ per cent.		Pieced, dis. "	
Ice Picks.		Button's Imitation, per doz	7 40 10 25	Scythe Snaths.		Transom Lifters.	
Star, per doz	3 00 3 25	German, per doz	60 2 60	Canadian, dis. 33½ to 35 p.c.		Payson's, dis. 25 per cent.	
Kettles.		Plumbs and Levels		Shears.		Traps.	
Brass spun per lb	0 28 0 30	S. R. & L. Co., dis. 65 p.c.		B. & W., japanned, dis. 75 per cent		Game, Newhouse, dis. 17½, 20 per cent.	
Copper, "	0 40 0 45	Poppers.		B. & W. N. P., dis. 65 p.c.		Game, H. & N., or P.S. & W., discount 57½ to 62½ p.c.	
Enamelled Can. 50 p.c.		Corn, square, per doz	1 35 2 00	Seymour's dis. 60 p.c.		Mouse, per doz	0 35 1 50
American, 50 and 10, 60 and 5 per cent		Pruning Shears.		Heinrich 60 per cent.		Rat "	2 00 4 50
Keys.		Per doz	4 00 5 50	Sheaves.		Trowels.	
Lock, Can, dis. 50 p.c.		Pulleys.		Sliding Door, per set	77 1 40	Disston's, discount 10 p.c.	
Cabinet, Trunk, and Pad-lock, Am. per gross	1 60 4 75	Hothouse, per doz	55 1 00	Shot.		German, per doz	4 75 9 00
Knobs.		Axle	22 33	Canadian, dis. 7½ per c.		Brade's "	00 10 50
Door, japanned, and N.P., Can. list dis. 50 p.c.		Screw	27 1 00	Shovels and Spades.		S. & D., discount 35 p.c.	
Bronze, Berlin, per doz	2 75 3 25	Awning	35 2 50	Canadian, dis. 37½ to 40 per cent.		Triers.	
Bronze, Gem, "	6 00 9 00	Pumps.		Sieves.		Butter, per doz	6 25 9 00
Lava, "	8 75 10 00	Rumsey, Cistern & Pitcher Spout, 55, 60 p.c.		Wood Rim, black, p. doz	1 15 1 35	Trucks	
Shutter, porcelain, F. & L screw, per gross	\$1 30 4 00	Punches.		" tinned, "	1 35 1 60	Warehouse, each	2 25 6 50
Ladles.		Saddler's, per doz	1 00 1 85	Tin Rim, "	2 30 2 45	Twines.	
Melting, per doz	1 70 4 50	Conductors' "	9 00 15 00	" black, "	1 80 2 25	Bag, per lb	0 12½ 0 20
Lemon Squeezers.		Tinner's solid, per set	72	Snaps.		Wrapp'g, mott'd, pr. pack	0 50 0 60
Porcelain lined, per doz	2 20 5 60	" hollow, per inch	1 00	Harness, German, p. gro.	2 00 5 50	cotton, per lb	0 18 0 20
Galvanized, "	1 87 3 85	Putty.		Acme, "	3 00 5 00	Mattress, per lb	0 33 0 45
King, wood, "	2 75 2 90	Bladder, per 100 lbs	2 00 2 25	Lock, Andrew's "	4 50 11 50	Staging "	0 27 0 35
" glass, "	4 00 4 50	Tins, lbs	2 50 2 75	Soldering Irons.		Broom "	0 30 0 55
All glass, "	1 20 1 90	Rail.		Per lb	0 30 0 32	Binding, flax, per lb	0 20 0 25
Lines.		Barn Door, per foot	3 3½	Wrought Spikes.		" jute "	0 20 0 25
Fish, per gross	1 05 2 50	Sliding Door, "	3½ 3½	Discount, net list to 10 per cent.		Vises.	
Chalk, "	1 90 7 40	Rakes.		Spoke Shaves.		Hand, per doz	4 00 6 00
Locks—Door.		Cast Steel and Malleable, Canadian list dis. 40 to 42½ per cent.		Wood, English	1 80 5 00	Bench, parallel, each	2 00 4 50
Canadian, dis. per cent.	50	Razors.		Iron, American	1 35 2 35	Coach, each	6 00 7 00
Russell & Erwin, per doz	2 90 7 50	Boker's, per doz	7 50 11 00	Spoons and Forks.		Peter Wright's, per lb	0 12 0 13½
Cabinet.		Wade & Butcher's "	3 60 10 00	Sheffield Sterling.		Pipe, each	5 50 9 00
Eagle, dis. per cent	33½	Razor Stropps.	1 25 3 60	Tea Spoons, per gross	7 50 12 00	Saw, per doz	6 50 13 00
Paotock.		Currier's, per doz	1 25 3 60	Dessert " "	21 00	Washer Cutters.	
English and Am. per doz	50 6 00	Rivets and Burrs.		Table " "	30 00 30 00	Per doz	4 00 8 50
Scandinavian, "	1 00 2 40	Copper Rivets, dis. 40 to 42½ p.c.		Dessert Forks	24 00	Well Wheels.	
Eagle, dis. per cent	15 1 17½	Iron " 40 per cent.		Medium " "	27 00	Amer., per doz. 8, 10 & 12 in.	3 38 6 00
Mallets.		Burrs, Iron, 30, 33½ p.c.		Table " "	36 00	Wire.	
Tinsmith's, per doz	1 25 1 50	Rivet Sets.		Squares.		Market, bright and annealed, Nos. 1 to 16, 5 per cent. advance on list from stock.	
Carp'trs', hickory "	1 25 3 75	Sisal, per lb	12 12½	Iron, per doz	1 65 2 90	Market, oiled, coppered, 5 p.c. advance.	
Lignum Vita, "	3 85 5 00	Manilla, " No. 1	14½ 15	Steel, dis. 75 p.c.		Market, tinned per lb	0 04½ 0 08
Caulking, each	1 60 2 00	" No. 2	13½ 15	Try and bevel, dis. 50 to 52½ per cent.		Galvanized Fence, 5 per cent. advance on list.	
Mattocks.		Cotton, "	22 25	Staples.		Tinned Broom, from 19 to 22 gauge, per lb	0 07 0 07½
Canadian, per doz	8 50 10 00	Deep Sea, "	15 16	Fence, galvanized, per lb	5 5½	Malin's Wire on spools, dis. 30 to 35 per cent	
Meat Gutter.		Rules.		Wrought Iron, dis. 75, 75 and 10 per cent.		Clothes Line, galv., p. 100ft	0 25 0 55
Enterprise, dis. per cent	20 25	Boxwood, dis. 75 & 10 & 5 80 per cent.		Stocks and Dies, Amer. dis. 25 per cent.		Barbed Wire.	
Dixon's, each	1 60 2 00	Ivory, dis. 40, 40 & 5 per cent.		Stone.		Galv. steel barb fencing	
Woodruff's "	1 10 1 70	Sad Irons.		Washita, per lb	0 15 50	" Lock Barb, " 4 point	0 5½ 0 05½
Hale's, "	1 05 1 50	Mrs. Potts, per set	0 95	Hindustan, per lb	0 06	Ditto Glidden 2 point	0 05½ 0 06
Hume, "	13 00 15 00	" N. P.	1 25	Slips, per lb		Galv. Steel, plain twist	0 05
Mincing Knives.		Sand and Emery Paper.		Labrador, per lb	0 13	Galvanized Barb, " Ly-	
American, per doz	42 2 35	B. & A., sand, dis. 25, 30 p.c.		" Axe, "	0 15	man, " 2 to 4 points	0 05 0 05½
Molasses Gates.		Emery, per quire	55 90	Turkey, "	0 50	Terms, 60 days or 2 per cent off for cash—10 days.	
Stebbin's Patent, dis. per cent, 65 to 70 per cent.		Sash Cord.		Arkansas, "	1 50	Wire Cloth.	
Nails.		Per lb	22 50	Water-of-Ayr "	0 10	Ordinary, discount 25 p.c.	
Cut, 3 in. and upwards per keg	2 60	Sash Locks.		Scythe, per gross	3 50 5 00	Painted Screen, p. 100 sq ft	2 25 2 5
Car lots	2 55	Triumph and Morris, dis. 37½, 40 per cent.		Grind, per ton	15 00 18 00	Wrenches.	
Brads & Moulding Nails, discount 55 to 60 per cent.		Kempbell's dis. 40, 62½ per cent.		Stove Polish.		Agricultural, dis. 70.	
Wire Nails, 60 to 65 per cent.		Canadian, dis. 45, 50 p.c.		Per gross	1 80 7 50	Standard, dis. 60, 60 & 10 p.c.	
Nail Pullers.		Sash Weights.		M.L.S., per gross	2 50	Coe's Gen'l, dis. 40, 45 p.c.	
German & American	1 85 3 50	Sectional, per lb	2½ 3 00	Jacoby "	5 00	Diamond, dis. 33½, 35 p.c.	
Nail Sets.		Sausage Stuffers.		Mirror Black Lead, per gr.	2 00	Tower's Engineer, each	2 00 3 00
Square, round and octa-		Each	1 00 3 00	Jos. Dixon's, bulk, per lb.	0 07	S., per doz	5 80 7 50
gon	3 38 4 00	Saws.		Dixon's Plumb, "	0 15	G. & K.'s Pipe	6 00
Diamond	12 00 15 00	Hand, Disston's, dis. 10 p.c.		M.L.S. Paste, per gross	9 00	Burrell's " each	73 40
Oil.		S. & D., dis. 35 to 40 per cent.		Nicholson's, per doz	1 00 1 25	Pocket, per doz	1 25 2 00
Canada Refined Oil (Toronto)	0 14½	Cross-Cut, Disston's, per ft. 35 to 55.		Tacks, Brads, etc.		Wringers	
Carbon Safety "	0 17½	S. & D., dis. 25 to 35 per cent.		Cut, Carpet, gimp, blued, dis. 35 p.c.		Each	3 25 5 50
Canada W.W. "	0 20	Hack, complete, each	1 75 2 75	" tinned, dis. 45 p.c.			
American W.W. "	0 25	" frames only	75	Swedes' iron, blued or tinned, dis. 42½ p.c.			
Castor " per lb	0 11½ 0 12	Saw Sets.		Upholsterers' dis. 42½ p.c.			
S. R. Seal " per gal	0 63 0 65	Per doz	1 65 9 00	Copper Tacks and Nails, dis. 35 p.c.			
Oilers.		Scales.		Trunk and Clout Nails, " 40 p.c.			
McClary's Galvan. Iron		Canadian List, dis. 40 p.c.		atent Brads, dis. 40 p.c.			
Oil Can, with Pump,				Finishing Nails, dis. 35 p.c.			
per doz	19 50						
Zinc and Tin, dis. 50, 50 and 10.							
Copper, per doz	1 25 3 50						
Brass, "	1 50 3 50						
Malleable, dis. 25 per ct.							
Pails.							
Galvanized, per doz	2 00 3 50						

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BOECKH'S STANDARD BRUSHES
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BY ALL LEADING HOUSES.



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Burner connected with oil Cup by a screw.
Inch wick. Hinged Cap to Burner.
Seamless bottom to oil cup, which contains an imperial pint.
Convenient and cool method for removing Globe to clean and light.

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Australian Fence Wire Strainers.

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Stoves, Ranges, Etc.**

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"TRAP" SHELLS--

Best paper shot-shell in the market.

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HENRY NEW,
Sec.-Treas.

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Smoke Preventives.

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CRESTING.
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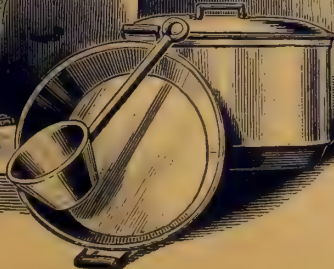
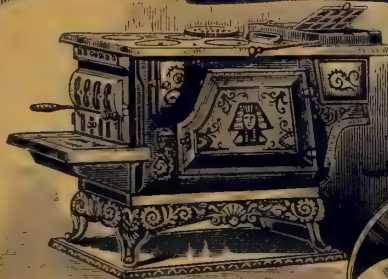
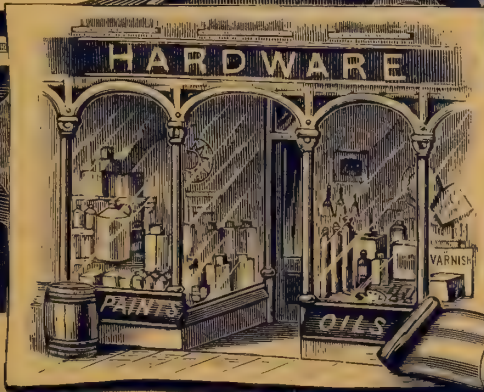
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Vol. 2.

TORONTO AND MONTREAL, OCTOBER 4, 1890

No. 40

SYMPTOMS IN TINWARE PRICES.

Tinware has advanced 5 per cent. in the United States. This rise is not a direct effect of the McKinley Bill, and may not be in any degree attributable to that measure. Of course, the tin plate duty, as it has been assessed in this revision of the United States tariff, must have a stimulating effect upon the prices of wares in which tin plate is the raw material, but the time for that effect has not yet come. What must now be called the McKinley Act goes into operation on the 6th inst., but the tin plate clause does not take effect until the first of next July. That duty is not therefore yet felt in the prices of tinware.

What is more likely is that prices are recovering in the United States. They have long been upon a rock-bottom basis, and to make any money there must be an advance sometime. Canadian prices may be expected to go up in sympathy. They went down in sympathy with United States prices, as it was the descent of these which caused the decline of Canadian prices to their present low point. The rivalry of American stock was strong in this market even in the face of a twenty-five per cent. duty on it, and the addition of another 10 per cent. duty in our recently raised tariff did not exclude it. With higher prices in the United States, with an advancing iron market, and with reduced competition from outside manufacturers of tinware articles, the prices of our own must be looked for to go up.

What appears to be at the bottom of the United States movement is an advance in the price of ingot tin. But this seems to be rather a result here of New York operations, than to be a cause of the advance in prices of United States ware. So far as an advance in any of the raw material constituents of United States ware can be a cause for the

advance in the finished product, it must be also a cause of advance in the plate itself in Great Britain, as the production of tin plate is an industry practically non-existent in the United States. The advance in the cost of ingot tin, therefore, on United States account could not make the difference here. The basis that is sufficiently broad for the explanation of the matter is the improvement in the British tin plate market. This improvement may be assigned to the advance in the price of blocks, or it may be assigned in part to the McKinley Act. To refer it to the latter as its cause is to imply that United States manufacturers of tin plate wares wish to have large stocks on hand by the first of next July, in the confidence that prices will not go down before that time.

AMONG THE STOVE MAKERS.

The stove trade, expected a few months ago to be a very active one now, lingers in convalescence still, with nearly equal chances for a relapse or a recovery. It is not a whit better at the beginning of this month than it was at the beginning of last October. At this season both the offices and foundries of manufacturers are expected to be kept open over-time to fill the orders for winter trade. But they all close at 6 p. m., the same as in April. Where there should be a headlong gait there is simply an easy jog. One good feature is the promptness of payments. Old scores are being cleared up, though too few new ones are made. Dealers may be full of stock yet, the surplus carried over from the dull autumn of '89, and with it may be doing a good trade. If so we are afforded a fresh evidence of how dull the trade of the last few years has been, since the remains of the stocks carried through these years suffice to maintain a good business now. Or, another cause that may be supposed to have a retarding influence upon the movement of

stock from the manufactories is an effect of the late bad seasons. It is this one: since those seasons have been inaugurated by fine autumns, and cold weather opened late, there may be a holding back among stove buyers to see what this winter is like, the last winter being so great a surprise to old settlers. The open falls of recent years may thus be impressing the stove trade to this extent, that they may cause the opening of that trade to be deferred to a later date than time and custom have established. If so, there may be a good output of stock from the foundries yet.

FOR ONTARIO'S MINES.

A committee appointed at a meeting of mineralogists held on Monday, at the Stock Exchange, Toronto, to report upon the advisability of forming an association for the purpose of aiding in the development of Canadian mineral resources met on Wednesday afternoon in the office of W. H. Lockhart Gordon. Prof. Goldwin Smith presided and J. S. Lackie was secretary. There were also present C. S. Morris, J. F. Lattimer, T. D. Ledyard, A. Harvie, Lockhart Gordon, and Prof. Smyth, Trinity College.

The meeting was unanimously of the opinion that associated effort was necessary for the development of our mineral resources and for the dissemination of reliable information relative to the value of mineral properties which may be placed upon the market. A resolution to this effect was adopted.

It was further decided to try and enlist the co-operation of prospectors by requesting them to forward samples which might be placed on view at the rooms of the proposed association and examined by qualified analysts when necessary.

C. S. Morris, A. B. Barry, Lockhart, Gordon, T. D. Ledyard and Mr. Lackie were appointed to prepare a constitution and to report at a meeting of the committee to be held on the 14th inst.

THE MCKINLEY BILL GOES INTO EFFECT OCT. 6TH.

As we go to press word has come that the Conference Bill on the tariff has been passed and goes into effect Oct. 6th.

Space prevents our saying but a few words regarding a bill that its supporters intended should make the Canadian people cry "mercy." It has had the opposite effect.

Years ago the United States repealed the Reciprocity Treaty of 1854. It was a much more serious question in 1866 for Canada. Still the effect was good. We did not take long to adjust ourselves to the change, and the process was a most beneficial operation. Compared with what we were in 1866, we are now a self-reliant people. Look at it. The outside figure at which Mr. Wiman and his friends place the value of the articles affected by the McKinley tariff is sixteen million dollars. Say that to the extent of half that amount we lose the United States market for farm products, what does it amount to? At 25c. a day for each person in Canada we need a million and a quarter dollars worth of products. What is lost in the way of a market is just a week's eating for Canada.

The farmers occupying the wide acreage of the country number between 500,000 and 600,000. The loss will be \$1.50 per farmer. With these facts before us we fail to see what all the row is about.

CANCELLATION OF ORDERS.

The following which appeared in our columns some months ago was widely quoted in Canada and the United States, and at the request of several of our friends we republish it:—

If there is one thing more aggravating than another, to the ordinary wholesale merchant, it is to have an order for goods, which have been taken, refused or cancelled by the customer, for no other reason, perhaps, than since the order had been given the market price for these particular goods had declined, or that a rival traveller had offered him the goods at a lesser rate than he had given his order for. It is annoying to the wholesale merchant, that, after an order has been taken for goods for future delivery, if the market declines, a desire is expressed to have the order cancelled.

There are few, if any, wholesale houses, that will not deliver goods as promptly as possible, even though prices advance sharply after the order is taken. In fact, at the time the order is taken, all reliable firms, in turn, contract with the manufacturers or their agents on the basis of the sale, or else have previously covered their contracts by purchasing ahead, and, consequently, deliver at the same profit in case of an advance, as they would had the market declined. But when in the event of a decline, customers

endeavor to cancel, or refuse to accept delivery, the wholesaler or importer is placed in an exceedingly awkward position.

This is manifestly unfair. No wholesale house can afford to pay travelers' expenses and salary for the purpose of taking orders, and then have these orders cancelled, nor can they afford in every instance upon delivery being taken; the results are clear. The wholesaler loses confidence in the retailer, and in the next transaction must take into account the manner in which the previous transaction was regarded by the customer, and ask for his goods a proportionate increase in price by way of protection. The retailer on his part must feel that he cannot continue to do business on the same footing with the wholesale house, and distrust and dissatisfaction, besides oftentimes pecuniary loss, results from what may at the moment seem to be but a minor matter in the cancellation of an order.

Let it be laid down as a standard principle to guide every transaction of every business man of integrity and honor, that whatever goods he orders he shall be prepared to take and that without grumbling, no matter what changes take place in the market; and also it is well for the retailer to bear in mind that the wholesaler has his business to carry on the same basis, though on a somewhat larger scale, and the same rules which govern one in a transaction or in the carrying out of a contract—should also govern the other.

DEALERS AND ADVANCING PRICES.

It occasionally happens that dealers complain of an advance in the prices of goods, and the present tendency toward a higher level in values is the subject of some adverse comment among those who have not closely followed the upward course of the markets.

The complaint is not less to be regretted on account of its being unwarranted. It is generally impossible to hold quotations by reason of fluctuation in raw material values, and especially so on a rising market. Yet manufacturers and jobbers are often asked to make sales regardless of such advances, and not infrequently get hasty replies from dealers who have been asked, say 2½ per cent. advance on some staple goods.

The dealer, perhaps, writes:—"If you can't furnish these goods at same price as before you need not furnish them." The manufacturer or jobber, is sorry to lose his business, but, with advance in constructive material must make an advance in former cost.

In such cases dealers are impulsive, but, in time, get over their disappointment and make their orders at current values, which course the jobber also follows and all others who make purchases.—Stoves and Hardware Reporter.

The general stock of Sanderson & Hobbs, of Mount Elgin, was sold at auction a few days ago to Strath & Co., of Windsor, for 71 cents on the dollar.

GERMAN SILVER GOODS IN HARDWARE STORES.

The information comes from some of the manufacturers of flat table-ware that its sale by hardware retailers is on the increase. There are many reasons why this should be the case, though perhaps some hardware stores have been prevented from handling such goods out of respect for the customs of the trade in their localities. But, as this paper has persistently tried to point out, this is an age of changing methods in the hardware business, and the retailer in any town who is the first to seize upon new opportunities for extending his trade is likely to find his enterprise rewarded with increased profits. On the other hand, the dealer who blindly restricts his stock in trade to the articles kept by his ancestors who were in the hardware business is in danger of finding his store gradually deserted.

The jewelry stores long have been considered the proper channel for the silver table-ware trade, because people go to them for other silver goods. People go to hardware stores, however, for many other articles of house-furnishing, rendering such establishments particularly convenient for the sale of table-ware, if only a good assortment were kept. It would seem more natural to associate spoons and forks—even if silver plated—with cutlery and housekeeping utensils than with watches and diamonds.

A feature of the successful retail hardware store of the future will be its attractiveness to ladies. It will have temptingly-displayed cases of handsome goods; it will be bright and clean, and pains will be taken to call the attention of the housewife who is interested in keeping up with the times to the innumerable conveniences which modern inventive skill has placed within her reach. There are to many towns where a good egg-beater or meat-cutter is unknown, because no merchant has been alive to the fact that housekeepers would need only to see such useful utensils to become immediate buyers. These things are mentioned in connection with flat ware with a view to pointing out that the more articles for household use there are in a hardware store the better it will be for the dealer, provided they are well displayed. The point is to attract a wider patronage from the ladies. Whenever their interest can be enlisted it will be found that the hardware store is the place for the sale of flat table-ware. This is especially true of the small towns not supplied with jewelry stores.

If a suggestion to the manufacturers of table-ware may be permitted, since so much depends upon the proper display of such goods, it might pay to have neat showcases made, to be presented to hardware retailers who seem disposed to enter actively into the sale of this ware. There will not be found wanting hardware stores without any provision for showing silver or plated goods.—Hardware (N. Y.)

CAVERHILL, LEARMONT & CO'Y,

AMERICAN MEAT CUTTERS.

"ENTERPRISE" AND "PERFECTION"
ALL NUMBERS IN STOCK.

✉ Write for Prices, as we
 are Headquarters.

MONTREAL.

WHAT THE DEALER RISKS.

When a man purchases goods at your store and asks credit, says the Western Merchant, you either give it to him or you do not, according to the circumstances under which you may be doing business at the time.

If you are doing a credit business, and advance credit to him upon request, have you stopped to consider what are the risks you assume? We presume not. But to the extent to which you extend credit to a man you place your business interests in his power, without much redress. He offers you no security, save faith in his honor, which may be entirely untried. He engages to meet his obligations on no special day. He gives you no schedule of his affairs, as you are obliged to do when you seek credit. He simply presents a bold request for accommodation for goods. In other words, he uses your business as a means to live ahead of his income.

You assume, in the first place, that the man is honest. A comfortable assumption, but one often grievously disappointed. Then you assume that his affairs are prosperous, of which you can only make a valueless hazard. If he is honest and his affairs are in good condition, you must add the assumption

that he will meet with no unexpected reverses, and that he and his family will remain living in good health. If this impossible condition could be continued, the misguided man who gets trusted might, in ages to come, succeed in getting enough together to pay his debts, but as it cannot be hoped for in this world of transition, he will—unless he reforms—die with unsettled obligations, which will be a source of trouble to his creditors and executors. The poor, defunct creditor—who, whatever his credentials, will probably not be able to secure credit in the next world—usually leaves no property to pay his debts with, and bequeaths only a heritage of misery and suffering for his wife and penniless children.

Such is the unhappy fate of the impecunious debtor. And what of the creditor? Unless he is a man of unusual discernment in reading character, and with a very strong mind which permits him to refuse credit with suavity and decision, he will succeed in carrying on his business, perhaps, but only by yielding up the profits on his cash business—which should be added to his capital stock of investment fund—to make good the losses on his credit business. Is it worth while to do business with these men who get trusted, only to be obliged to pay for the privilege in the end? We think not.

LEADING MERCHANTS.

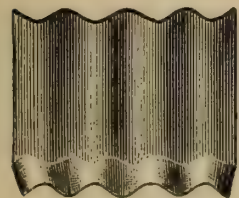
The ambition to be leaders, and the necessary exertion made to accomplish this end, accounts for the successful business career of many who have attained prominence in the commercial world. Nothing succeeds like success, and to lookers on, the successful man has only to engage in some enterprise to insure satisfactory returns. Others have as good original ideas but lack the sagacity or boldness to adopt them. New ideas do not always result in drawing trade, as the merchant hoped, but the experience and education, the feeling of independence resulting from leaving the beaten track, usually more than compensates for the possible money loss. In every prosperous community there are leading merchants. To them come the largest number of persons who wish to buy, because they think inducements will be made in prices and variety of goods. Traveling men prefer to sell to this class of merchants, because larger amounts of their goods will be taken by them, and the endorsement of the leading merchant is a leverage that can be used in making sales in adjoining towns. Even if the new line of goods which you are pushing does not prove as successful as you anticipated, you have these advantages—it gives you something to talk

CORRUGATED STEEL FASTENERS.

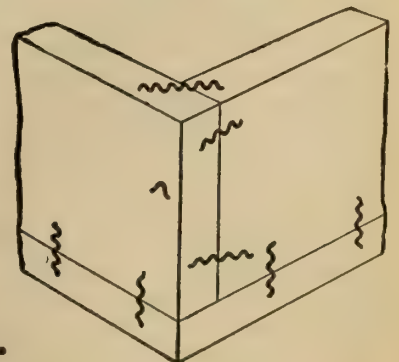
A Perfect, Secure Joint!

NO GLUE, NO SCREWS, INEXPENSIVE.

All Manufacturers of Wood-work are interested in this Invention.



Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.



THE ONTARIO TACK CO., Hamilton, Ont.

FERGUSON, ALEXANDER & CO.,

MANUFACTURERS OF

THE ELEPHANT BRAND

**LEADS, COLORS, VARNISHES, JAPANS
AND READY MIXED PAINTS.**

PAINT WORKS AND OFFICES : 22 College St.,
VARNISH WORKS : St. Gabriel Locks.

MONTREAL, and Glasgow, Scotland.

FULL STOCK !

QUICK SHIPMENT !

about and show to customers ; it gives something new to advertise ; it brings customers to your store, both yours and others ; the impression is made on the public that you are a man of new ideas, and that if you do not keep an article in your store it is useless to look further for it.

The opening wedge to business success has been, in many cases, judicious advertising, and probably for a local business it is best to advertise in the town and county papers, which are read by the people on whom you have to rely for your trade. There is often a noticeable lack of Hardware and Stoves advertising in these newspapers, while nothing is more conspicuous than the advertisements of dry goods men and clothiers in the same issues. There seems to be an unspoken agreement among the Hardware trade to the effect that "if you don't advertise, I won't." To be a leading merchant let the local world know what you have, change your advertisements often, and focus attention on your stock. The indirect results from advertising are harder to gauge than the direct results, but none the less important, whether it be newspaper advertising or some other novel way of catching the eye and ear of the public. It is not a debatable question, whether visiting the market once or more times a year produces adequate returns. The fact is, large returns are the result. The merchant obtains new ideas, absorbs the atmosphere of push and energy which is so prominent to a stranger in the city, and gains a prestige over competitors, when, upon his return, he tells a customer that in looking the market over thoroughly nothing was found which, in his opinion, equaled the article he is offering for sale. The most popular salesmen obtainable are worth as much to you as to any one; the best arrangement of goods that can be had is worth the time and trouble; both tending to increase your sales.

Reducing running expenses is not always

accomplished by hiring cheap help, but is often a source of much loss in trade. You want people around you who will aid in keeping things moving. Some merchants show rare faculties in associating with themselves competent assistants. Profit from business is a necessity, and is that which remains in the hands of the merchant after all of the various expenses of doing business are paid. Selling goods for more than is paid for them does not always result in profit. Some goods are necessarily sold on small margins and each year that class of goods seems to grow larger. In marking goods the 5 or 10 per cent., or whatever percentage it costs to do business, must be added to the cost of the invoice price of the articles. To counterbalance this large proportion of close margin goods, judicious selections must be made from the never ending list of novelties continually being offered which will stand a good profit, thus securing a good average profit on sales. Do not overwork yourselves nor your employees; it is not a wise investment of energy. Have sufficient help and system so that everything will be done at the proper time, and in the proper manner. Don't let the cry against red tape keep you from systemizing the work, making each responsible for his part, thus having all the necessary details properly attended to. Above all never be discouraged. Nothing is more admired by the public than pluck, and sympathy backed by dollars will come to those who aim to be leading merchants.—Iron Age.

THE FACTORY AS A NOMAD.

A curious outgrowth of the rivalries of American cities, is the practice that obtains so generally of offering bonuses and pecuniary inducements to manufacturers to move their plant. After a fire that burnt down part of a sewing machine factory the other day, the owners received so many proposals from aspiring cities who wanted to take them in, that they were obliged to publish a notice

to the effect that only a small part of their works had been burned, and that they were not open to proposals for adoption. Any factory or established business employing labor, can have its choice, nowadays, from a long list of cities, new and old, any one of which will give it a site for a factory, pay the expenses of moving, and perhaps contribute substantially towards the construction of a new building. People who own land, or are engaged in business in cities, realize that it pays them to have their cities grow, and they are willing to hire desirable inhabitants to come to them. They rely upon getting their money back in the increased value of land, or the general increase in business. The result is that the migratory disposition, already so pronounced in these days, is intensified, and it has become a familiar thing, not merely for individuals to move, but for great aggregations of working-men to shift the scene of their activities from one city to another, sometimes thousands of miles away.

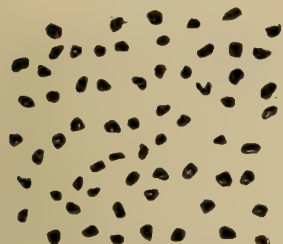
Time was when, where the average man found himself living, there he continued to live, unless circumstances of exceptional urgency impelled him to change his residence. It is different now. Transportation has become so cheap, and travel so easy, that the ties of locality sit very lightly on the average American, and the fact you find him settled this year in New York or Pennsylvania, affords you a very uncertain basis for expecting to find him next year in the same place. When you hear of him again, if he hasn't moved to Texas, or Tacoma, or Southern California, or Maine, or North Dakota, you feel that he must have had some exceptionally good reasons for staying at home. Men used to wag their heads and croak about the inability of rolling stones to gather moss. We have changed all that. Moss is at a discount and there is a premium upon rolling.—Scribner.

Every line of goods embodies a history and a science worth years of study to understand.

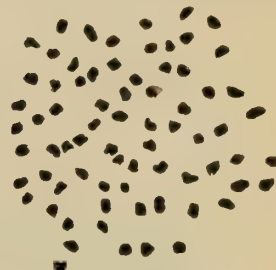
H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.



DEAD SHOT F. G.



DEAD SHOT F. F. G.

GUNPOWDER. "American Dead Shot." TRY IT.



The contract for supplying steam heating apparatus to the new public building at Fredericton has been awarded to Garth & Co., of Montreal.

A new industry has just been commenced in London, says an exchange. A firm has just cast and drawn the first seamless brass tube that has ever been cast and drawn in London. Hitherto the trade has been confined almost exclusively to Birmingham, but these firms have recently been so busy that London manufacturers have had great difficulty in obtaining a supply.

The hardware store of J. Walker, of Aylmer recently caught fire. Mr. Walker being absent in Toronto. The fire department were on hand promptly, but owing to lack of water, \$2,000 damages was done before the fire was checked. The damage is covered by insurance in the Phoenix, of Brooklyn, Lancashire and Etna Insurance Companies. The origin of the fire is a mystery.

Some time ago the affairs of Robert Jordan, plumber, of Toronto, became involved and he offered a composition of 25c. on the \$. This offer was refused and Jordan assigned. A meeting of creditors was held on Wednesday. The statement shows liabilities of \$7,448.46, and assets nominally of \$3,052.11. Messrs. James Laidlaw, and J. H. Forester were appointed inspectors.

Undoubtedly one of the best exhibits of furnaces at the Exhibition, here, was that of Messrs. Clare Bros. of Preston. Though this firm has been constantly erecting new buildings, their capacity is still insufficient to supply the demands, so popular have their furnaces become. They manufacture seven coal and two wood furnaces in from two to

twelve sizes. Dealers should learn the merits of their furnaces before placing orders. They are the only furnaces with patent fused joints and double low radiator. Many orders were booked during the Fair.

Frank Rees, who boards at 12 Bond street, and who is employed as shipper at Richard Tew & Co.'s., 16 Front street east, Toronto, was taking some goods down in the hoist on Wednesday afternoon, when the machinery gave way, and he fell three flights, landing on the ground floor. The unfortunate man sustained a compound fracture of the leg, fracture of the skull, and besides received internal injuries. He was taken to the hospital, and at last accounts he was sinking fast, and it was not expected he would live.

On the 25th ulta an interesting event occurred at the residence of Mr. Thomas Brady, the well-known commercial traveller, Brockville being the marriage of his daughter to Mr. Ford A. Mansell, son of Mr. David Mansell, counties treasurer. The ceremony was performed by the Ven. Archdeacon Bedford-Jones, rector of St. Peter in the presence of a small party of relatives and intimate friends of the contracting parties. The happy young couple left by the afternoon train for Jackson, Michigan, where they will reside, Mr. Mansell occupying the responsible position of manager in the largest mercantile establishment in that city.

All of the window glass manufacturers of the United States, those of New Jersey alone excepted, will be known hereafter as the American Glass Company, with principal office in Pittsburgh. The property of the different firms does not pass into the possession of the combination, but is controlled by it nevertheless. Each factory, large or small, will pay \$5,000 in cash or in goods into the common treasury and will send one delegate. The delegates elect a board of directors, who will practically run the entire window glass business of the country. They

will do all the selling to the agents or jobbers, no factory being permitted to sell individually through any other agency.—Iron Age.

The business quarter of Odessa was sadly reduced by a fire which swept through it on the 25th ult. It started in T. W. Milsap's general store, which building, along with the contiguous dwelling of the proprietor, was burnt to the ground. It extended to Bond's general store, totally destroying that. Other buildings devoted to trade were consumed, the total destruction swelling the loss up to about \$12,000. Mr. Milsap's property was insured in the Agricultural Company of Watertown, N. Y., but for how much we have not learnt. Mr. Bond had \$800 on his building and \$1,000 on his stock, both we believe in the City Mutual, London, Ont.

An Australian paper has burst out into Welsh poetry. Unfortunately, says an exchange, it comes rather too late for this year's Eisteddfod. Perhaps it will do for 1891. Here it is:—

GKYFFOD-AP-LLEWELLYN,

Gryffod-ap-Llewellyn Plym—

Watta nnaym to goeto bbedwyth—

Hhee wudd fyfle uppe to tthe eerss

Rhumm-n-jynn-n-bbittye bbeers

Ann-y-thynnge to sselle hys heddwyth

Yt wyz aull tthe ssaym to hymme.

Gryffod-ap-Llewellyn Plym,

Ffalle uf llikkyr to tthe brym!

CHORUS—Sso settemupp byffoer u ggo;

Ther ys nno llikkyr ddoun bbelloe.

Master the whole business and the way to fortune has been mapped out.

A reputation for truthfulness is indispensable to permanent and satisfying success.

SITUATION WANTED.

IN HARDWARE STORE OR AS TRAVELLER—eight years' experience; testimonials. Address HARDWARE, Box 461, Galt, Ont. 36

WANTED—By a young man, position as hardware clerk, two years' experience, best of reference. Apply 172 Spadina Avenue, Toronto.

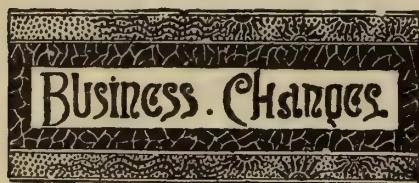
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TORONTO AND MONTREAL.

MANUFACTURERS AND IMPORTERS.

Roofing Material, Building Paper, Plaster, Cement, etc.

IMPORTANT NOTICE.---We have almost completed the enlargement of our Roofing Pitch Works, and we hope now to be able to promptly fill all orders entrusted to us.



ONTARIO.

Chatham—Nagle, Henry, (estate of) hardware, stoves and Tinware, stock, etc., advertised for sale by tender.

Domville—Knapp, E. A., general store, assigned in trust.

Keewatin—Clark & Pearson, hardware, dissolved, J. G. Clark continues.

Odessa—Bond, Sherman, general store, burnt out.

Sudbury—Frawley Bros., general store, assigned to J. H. Gordon, Ottawa.

Toronto—Baird Bros., Galvanized Iron Works, offering to compromise; Guy, W. J., plumber, offering to compromise; McLaren, Thos., housefurnishings, etc., deceased; Sussman Sons & Co. (co non) Mfrs soaps and varnishes, assigned to E. R. C. Clarkson, Toronto.

Vars—Bell, J. M., general store, assigned in trust.

MANITOBA AND NORTH-WEST TERRITORIES.

Pincher Creek—Lebel & Kettles, general store, dissolved partnership, Chas. Kettles & Co., continues.

Rathwell—Adair, Thos. & Co., general store, sold out to Adam Forbes & Co.

QUEBEC.

Black Lake—Morose, John, general store, burnt out, partially insured; Vaillancourt, P. A., general store, burnt out, insured.

Iberville—Baril, Louis & Co., general store, assigned in trust.

Montreal—Bates & Scott, Mfrs. agents, etc., dissolved; Edy, H. O., Mfrs. agent, etc., stock partially damaged by fire, insured.

Plaisance—Manseau, Albert, general store, stock, etc., advertised to be sold by auction 1st prox.

St. Marie De Monnon, Boucher, Stanislas, general store, assigned in trust.

St. Michel—Leclaire, B., general store, assigned in trust.

NOVA SCOTIA.

Horton—Neary, Wellington, store, assigned.

PRINCE EDWARD ISLAND.

Alberton—Wilkinson, T. & Co., general store, advertised closing out business.

TRUSTFULNESS.

A disinclination to put confidence in persons with whom one comes in contact, and a proneness to suspect their motives, says the Merchant's Review are traits of character not likely to make a man popular in social circles, but in business they may save their possessor many disappointments and possibly a good deal of money. The open-hearted, ingenious individual, in whose generous bosom there is no room for suspicions of others, generally cuts a poor figure in business, becoming the prey of the unscrupulous and crafty, and generally landing pretty close to the poor house. Many otherwise shrewd and prudent men of business are more or less weak in this respect, and against the dictates of their Judgment repose a confidence in persons which ultimately is rudely shattered with unpleasant consequences for the too confiding victim. To this weakness, or nobility, of character, in whichever light it may be regarded, is due the larger portion of the annual losses from bad debts and from the dishonesty of partners or employees. Credit which is an excellent servant when treated properly, has become the bugaboo of a good many retail merchants simply because of the neglect of the simplest dictates of prudence and common-sense when it is being granted.

Too much trust is placed in the veracity of men whose reputation is either doubtful or past praying for, but when the time for a settlement arrives and the debt is discovered to be a dead loss, the credit system gets the blame, whereas the fault is clearly the creditor's, and under any system of doing business similar imprudence could not but lead to unpleasant results. In the matter of the hiring and the treatment of clerks, the unsuspecting and trusting merchant is at a great disadvantage compared with his more sagacious competitor who counts his friends by the number of dollars in his pocket, and he-

sitates to trust anyone until he has been thoroughly tested and found to be worthy of implicit confidence. Merchants who put an undue amount of confidence in newly-hired assistants sometimes are suddenly cured by the discovery that their money and goods are being stolen, but it is probable that there are a good many cases of pilfering by clerks that are never discovered, although the employers may be aware that a screw is loose somewhere but fail to locate it.

Of all easy, unsuspecting mortals, however, the business man of considerable experience who takes to himself a partner with doubtful

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MANDER BROTHERS,
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Temple Buildings, - - - **MONTREAL.**

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention

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FENSON ELEVATOR WORKS,

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TORONTO.

or insufficient credentials, is most foolish as well as liable to suffer the most severely. Many a lucrative business has been thrown away and its owner ruined by a failure to exercise common prudence in selecting the proper person for partnership, when it has been advisable to increase the scope of the business. Whether the cause be the incapacity or dishonesty of the new partner, does not matter, so long as the result is the same.

Every now and then such cases are made public. Various reasons may be assigned for the failures, but the experienced observer needs no further information beyond the bare fact that at such a date the victim took a partner. It is the same in other respects and in all branches of business. The man who is suspicious and disinclined to put faith even in his own brother, will always have a better prospect of success than the man of unsuspecting disposition, who, no matter how pleasant a character either to contemplate in the abstract or to associate with in close intimacy, invariably "gets left."

IRON VS. STEEL.

The popular idea of steel is anything that is very "shiny," says The Engineer. Trim-mings of ladies, dresses, buckles, etc., are called steel chiefly for this reason. What is, and what is not steel, is not known even to experts; they are unable to draw the line. Sir Henry Bessemer confesses his inability to do so in this article from the London Engineer.

"A correspondent mentions the fact that at Woolwich Arsenal, some years ago, wrought iron bars were melted in crucibles and cast into ingots—was the resulting metal cast steel or cast iron? My reply is, that if no carbon was added to the wrought iron, the ingots produced by their simple fusion would be cast malleable iron; but if charcoal or a carbide of iron were put into the crucible, the carbon in either case would combine with the malleable iron and convert it into steel, in the manner frequently practiced in making crucible steel from bar iron in Sheffield. This simple fact absolutely and truly defines what is iron and what is steel, viz.: iron pure and simple results from the decarbonization of pig iron by any process whatever, and steel results from the intentional and measured recarbonization of such malleable iron, the quantity of carbon so added in each case being regulated by the quality of the steel required.

"All attempts to define what is steel and what is iron by the temper or hardening test must fail, because the hardening depends on so many conditions. Steel which will not harden if plunged at a certain temperature into water of a mean heat of the atmosphere, will harden in an acid liquor icy cold, and steel which will not harden under these conditions may be hardened in mercury. Much also depends on the temperature of the steel before immersion; and when all these facts are considered, how are we to ascertain how

much, or how little, the hardening process has actually taken place? In fact, it is all a question of degree, and no definite or bounding line exists whereby we can determine what is steel and what is not steel by the hardening test.

"If we find this great difficulty in defining what is cast steel, how much more difficult shall we not find the task of defining what is crucible steel? In Huntsman's time, and long after it, crucible steel was made, of most excellent quality, by the fusion of blister steel produced from high-class Swedish iron bars; but when we find in our own time that thousands of tons of Bessemer steel rail-ends are remelted in crucibles, it is interesting to know what to call the resulting ingot. It is a veritable crucible steel? Is it cast steel? or is it Bessemer steel in disguise?"

CONDITIONS RELATING TO HEATING.

The sale and use of hot-air furnaces needs to be fully understood between the parties, so far as the risk and responsibility rests between them, to any contract that relates to the heating of any building or buildings, to prevent any misunderstanding as to the risk the seller takes and the user assumes, without a special contract to the contrary. In recommending a certain sized furnace to warm a certain-sized house, the calculation is formed from the cubic contents of the house in square feet. Furnaces warm, as a rule, a certain number of cubic feet of air space, according to size, under favorable conditions. This is known as capacity of the furnace. That is all the manufacturer can vouch for. Next comes a large number of conditions that affect the size of furnace needed for any particular house. For instance, one house, containing the same number of cubic feet of space that another may have, would require double the number of units of heat to warm it, and keep it warm, or maintain the heat continuously to a certain degree, depending on its perfect construction or less perfect workmanship—whether the walls are built heavy and tight; whether of brick, stone or wood as material; whether the walls are furred out, to prevent conduction; whether the windows are large and numerous; whether the doors opening to the outside are large and exposed to wind; whether the ceilings are high or low; whether the rooms are enclosed tightly; whether proper ventilation is provided to draw off the cold air; whether the smoke chimney has a good continuous draft; whether the construction of the house is such that a furnace can be centrally located, so the pipes conducting heat would be nearly uniform, and short as possible to reach the several rooms; whether the pipes are all large enough that conduct the heat to the several rooms, as well as the registers; whether the furnace is set up properly, with all its connections; whether the cold-air box is of proper size, with a valve to regulate its flow;

whether good and proper fuel be used; whether the furnace has good care in supplying the fuel, and also the proper regulation of the dangers to maintain a uniform draft according to the weather. All these conditions have to do with the perfect and economical working of the furnace required to heat any kind of building. Some houses are heated with half the fuel that others are, of the same size in cubic capacity, depending on the kind of building and care and judgement in the attendance, and the exposure to winds, etc. So no general rule can be given as to the capacity of a furnace needed to heat a house, without these conditions are known. The best remedy for uncertainty as to just the size is to get a furnace ample in capacity to heat the building, making fair allowance for "discounts." The best built houses are heated the easiest with less fuel, as the warm air can be retained in the rooms. Much less coal is required to supply the waste. It is not what it costs to warm the house, but what it costs to keep it warm, as a poorly built house will condense and waste three times as much heat per hour as one well built. When one man says, "I burned only six tons of coal to heat my eight-room house," his neighbor, having the same sized house, says he burned twelve tons of coal, and "my house is not as warm as yours, with the same size and kind of furnace in use," it would seem strange if the causes were not known, which are, a less substantial and tightly built house, poorer artificial ventilation and less economy in management. But the difference is usually charged to the manufacturer of the furnace, who, in fact, has nothing to do with, or control over, the different conditions that exist in different houses; he builds furnaces not houses. The remedy is to buy a furnace to heat the kind of a house you have; and, if poorly built, do not blame the manufacturer of the furnace you may buy to warm it, if not satisfactory to you.

These are facts all should understand. When building a house many of these defects can be avoided. These same defects would prove as detrimental in heating by any system where hot air flows into the rooms to warm them. To get some idea of the supply of warm air from a furnace which flows into any room having a ten-inch pipe direct from the heater, in cold weather, when a good fire is maintained, would say that the pipe will deliver 500 cubic feet per minute, at 200 degrees temperature, into any room above the furnace. A room 16x20 feet, 12 feet high, contains 3,840 cubic feet, with 500 feet per minute, would take less than ten minutes to fill the room full of fresh warm air, and changing it every ten minutes through the day. So the difference in fuel required to warm such a room is governed by the amount of leakage and condensation, as, if a room will heat in ten minutes, if not for the rapid condensation, would remain warm, and no more heat supply needed.—From Catalogue of Wrought Iron Range Co., St. Louis.

THE BRITISH IRON AND STEEL INSTITUTE.

The first day's session of the British Iron and Steel Institute branch of the Mining Engineers' Congress opened on Wednesday morning in Chickering hall, New York. The attendance was very large. The foreign delegates predominated in numbers, but quite a number of members of the American Institute were present. Sir James Kittson, President of the British I. and S. Institute, was in the chair, and called the meeting to order.

Andrew Carnegie delivered an address of welcome, to which Sir James responded. General Sherman received quite an ovation as he was being escorted to a seat on the platform.

Sir James Kittson then said it was intended to present a diploma of membership and a gold medal to the Hon. A. S. Hewitt, but he was not present owing to illness, so the presentation was not made. Mr. Hewitt's speech was then given out to those present in printed form.

The first paper read was "The Development of American Blast Furnaces," by James Gayly, of Bessemer, Pa.

Sir Lowthian Bell then read a paper treating on the effect of more or less carbonate acid in furnaces.

Sir James Kittson then introduced Mr. Arch. Blue, the Deputy Minister of Agriculture in Ontario, who addressed the institute, setting forth the mineral wealth of Canada. Mr. Blue concluded his speech with the following invitation to the gentlemen of the I. and S. Institute: I know that I can give to you for the Government of the province of Ontario and the board of trade and the city of Toronto, the assurance of a kind and hearty welcome to the country of the great lakes.

At the conclusion of Mr. Blue's remarks the institute was addressed by Dr. Selwyn, chief of the geographical survey of Canada, who conveyed an invitation from the Dominion Government to the members to visit Ottawa and other portions of the Dominion.

Both invitations were most heartily received. Subsequently a conference was held by a large number of delegates who desired to visit Canada with a number of Canadians present, consisting of Dr. Selwyn, Mr. Blue and Henry W. Darling. It was arranged that as the members of the institute would be compelled to adhere to a programme, the visit to Canada would have to be made after that to Washington. Under existing arrangements they will reach Sudbury Junction on the 23rd of October, Niagara Falls, on the 24th. Then to Washington, where they are to be presented to the President on the 26th or 27th. They will return to New York, and from thence go to Canada via Niagara Falls say about the 29th or 30th October. The number who have thus far expressed a determination to visit Ottawa is about fifty. As they will not sail from New York until November 8 by the Etruria, they will have nearly a week to spend in Canada.

COPPER IN STEEL.

Mons. Henri Schneider, of the Creusot Works, France, has taken out patents for the process of manufacturing alloys of iron and copper. M. Schneider's plan is first to produce an alloy of cast iron and copper, and subsequently to use the alloy so manufactured to introduce a given amount of copper into crucibles of open hearth steel. We quote from his patents as follows:

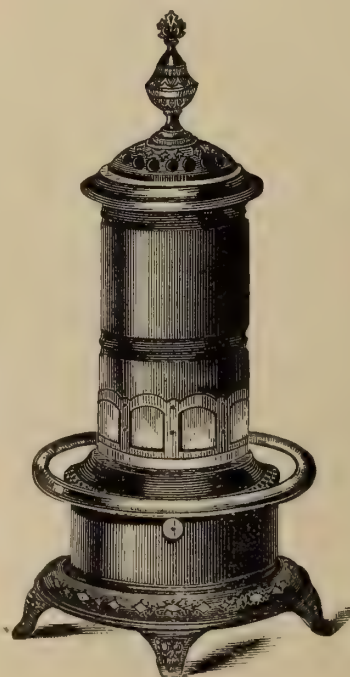
"In carrying out the present invention the furnace is charged with copper scrap, and cast iron mixed between layers of coke, or if a cupreous coke be employed then the cast iron is laid in alternate layers with it, and a layer of anthracite is preferably laid over the whole. The alloy, which is the product of the furnace, contains, generally, from 5 to 20 per cent. of copper, according to the purpose for which it is employed, and it is remarkable for its great elasticity, strength, tenacity and malleability—properties which may be still further developed by chilling and tempering. This alloy is charged into the bed of a furnace with the ordinary ingredients used in the manufacture of steel, preferably under a layer of anthracite to avoid oxidation. It is important that the copper be introduced at as early a stage as possible. The alloy of cast iron and copper may be introduced either while yet melted or after cooling and hardening; or it may be prepared in the furnace itself, where the operation of manufacturing the steel is carried on. In the latter case the bed of anthracite is first prepared, and the copper placed thereon with a suitable quantity of cast or pig iron. The whole is then covered with anthracite in order to protect the metal from contact with the air during fusion. When the charge is melted the excess of anthracite is removed and successive charges of iron scrap added,

the operation being then continued in the ordinary way, care being taken to continually protect the bath from oxidation by means of a layer of slag or cinder, which may be renewed as required, and also to prevent red-shortness in the metal before the final introduction of the recarbonizing and manganese silico-spiegel iron or ferro-manganese. The steel produced according to this invention generally contains from 2 to 4 per cent. of copper, this being a sufficient quantity to impart to the metal the qualities of elasticity, strength and malleability to a remarkable extent; but the invention is not limited to these proportions. The steels alloyed with copper are especially useful in the manufacture of ordnance, armor plates, gun barrels, projectiles, and for other military purposes, or in the manufacture of commercial sheets, bars and the like. They may be obtained with varying amounts of carbon, manganese, or silica, or silicium, according to the degree of hardness required and the purpose for which they are employed.—Ironmonger.

WEST TORONTO'S GAIN.

Letters patent under the Ontario Joint Stock Companies's Letters Patent Act incorporating the Toronto Rolling Mill and Forging Company, limited, have been issued to William Mathers, James L. Irving, R. T. Howard and D. C. Adams, manufacturers, and Thomas Mulvey, barrister-at-law, all of Toronto, for the purpose of erecting rolling mills and furnaces for the manufacture of bar iron and steel, iron and steel forgings and wrought iron fences. The authorized capital of the company is \$200,000, in shares of \$100 each. The head office and mills are to be erected at West Toronto Junction.

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This cut represents our

Grand Oil Heater

of which 20,000 were marketed in the United States last season. This stove will burn Water White Canadian Oil without smoke or odor, and will heat a large room at a cost of one cent per hour. It is artistic and beautiful in design, and the best selling article ever placed upon the market. It must be seen in operation to be appreciated.

Write for illustrated circular, prices and terms.

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Windsor, Ont.

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 HAVE IN STOCK
Linseed Oil, Castor Oil, Glue,
 and General Painters' Supplies.

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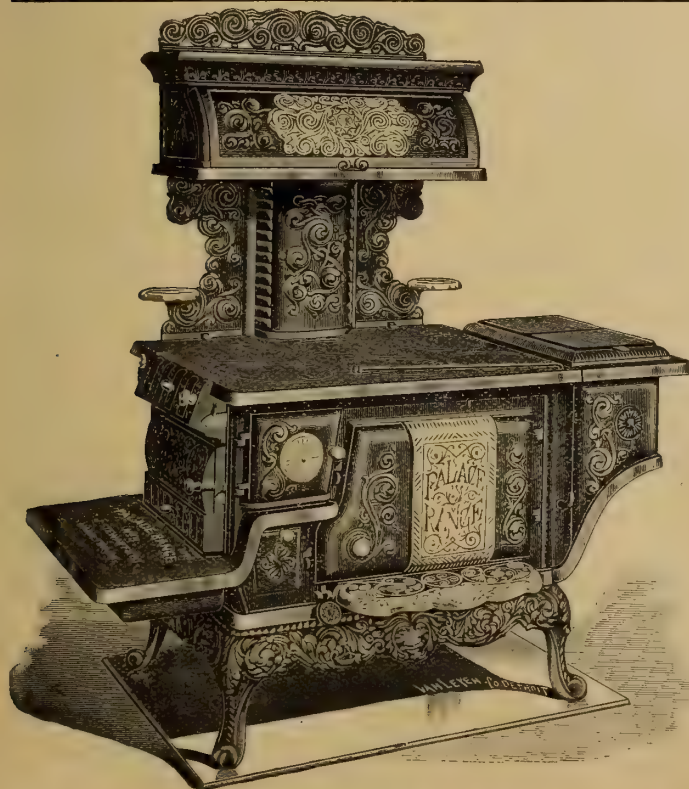
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LARGE VARIETY OF SIZES AND STYLES.

EXTRA LARGE OVEN. PERFECT BAKER.

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JAMES STEWART & Co., - HAMILTON, ONT.

TORONTO SHOW ROOM: J. BOXALL'S, 183 KING ST., EAST.

MARKETS

TORONTO, Oct. 3, 1890.

The trade this week has been of slightly greater volume than last, and there are signs that indicate a gradual, but steady expansion of business. There is an improved demand for shelf goods, and heavy goods are also moving out pretty freely. Building operations are active, and all building material is in request, and this keeps foundries busy. Prices appear to be steadily advancing, all metals being specially strong, and there are some advances to be noted this week. There is very little probability of any lower prices ruling for some time to come, as the foreign markets are very strong and show no signs of relaxing. The situation throughout is a strong, one and threatened labor troubles in Britain do not tend to make it any easier.

Money has come in a little more freely, and better results are expected from now on in the way of remittances. Grain has commenced to move to market freely, and the beneficial effects of the money distributed in payment for it should soon be felt.

IRON.

The situation is now very firm. Consumers of pig iron are placing orders more freely, as they desire to get their orders over as soon as possible in order to insure early delivery. Orders have been placed in Montreal at \$22.50 for Summerlee; \$20.50 for Carnbroe, and \$20 for Eglinton, but holders are now asking higher prices. American pig iron has been selling west of here owing to its relative cheapness at the present time as compared with Scotch pig. Bar iron is moving out quietly at former figures, but the market is practically controlled by one firm. Galvanized sheet iron is very firm, as building operations are active at the present moment, and stocks are moving freely at quotations. Sheet iron stocks are light and prices are firm. Autumn importations of Russian sheet have now arrived, and orders booked early in the season are now being executed. Stocks are light in consequence of a great portion having arrived damaged. Steel ship plates have further improved in prices, and are now quoted at £6 12s. 6d. f.o.b., Barrow. On the other forms of steel there has been no marked change. English mail advices say regarding the position of the market:—

The labor question is approaching a crisis. In view of the men coming out on strike at the expiration of the notices on October 4th, it was unanimously resolved at a meeting of ironmasters, representing 73 furnaces now in operation, held at Glasgow on Wednesday last, that if the present demand for higher wages is persisted in all the furnaces should be put out on that date. The manufactured iron and steel makers are well employed, and have secured sufficient orders recently to ensure a steady supply of work till the end of the year. The hardening rates for pig iron and coal, together with the increased cost in wages, causes them to be very firm in their quotations at Middlesbrough. Manufacturers have booked heavily of late, and in some cases are so full of work they have to decline to quote for plate orders. There is an active demand, especially for shipbuilding and structural purposes, and with the return of principals from their

holidays to the large commercial centres, there is pretty sure to be also more export orders offering before long. In the Staffordshire district the improvement in trade is making slow but steady progress. There is a better demand for high-class bar iron, and sheets are also in greater request. It is noticeable that whilst prices are not quotably higher, there is not the elasticity in quotations which has until lately been the case, and that buyers, finding they cannot screw down manufacturers' prices are paying them more readily. The Sheffield houses report more business offering, especially as regards wheels and axles and other railway requisites, both for home use and for export.

TIN AND TIN PLATES.

Ingot tin has taken a spurt and holders are now asking 26c. Round lots have changed hands in Montreal at 24½c to 25c, and it is said that the market there has been cleaned out on New York account. This article entering the United States free of duty has enabled some operations in that direction, in the face of 25c. cash figures for straits in New York. In London tin has again advanced, and the scarcity of spot supplies is more keenly felt from day to day, and the fact no large supplies are visible imparts additional strength to values. Large purchases have been made in London lately on American account.

There has been considerable activity in the tin plate market during the past week, and prices are very firm at the advance. We understand that very large lots have been picked up in the Montreal market, which has had a considerable effect upon the Canadian market, and prices are from 25 to 50c. per bar higher this week than last, and the advance is warranted by recent cable advices. Cokes are now quoted at 17s, and charcoals at 18s. 6d., and cannot be purchased at these figures to sell at ruling prices in Canada. It is fully anticipated that these figures will be maintained till about June 1, and it is not among the improbabilities that 1 to 2s. per bar sterling may be added before the end of the year. In England tin plate has been in brisk demand and buyers have taken hold more liberally, although placing no large orders till very recently. Makers are very strong, owing to the threatened labor troubles and the present heavy demand.

CANADA PLATES.

The activity in tin plates is having a marked effect upon Canadas in the manufacturing districts, and at the price manufacturers are asking to-day they will cost fully \$3.20 to import. Round lots, however, may still be purchased in the Montreal market at \$3 to \$3.10 in Toronto. Any active purchases by merchants or large consumers will doubtlessly have a tendency to increase these figures from 10 to 15c. per bar. Those who are competent of judging are fully convinced that there will be a short supply this season.

COPPER.

Ingot copper is less active this week than last, but we do not make any change in quotations. Sheets are in fair request at ruling figures. The London market has been somewhat irregular, but is now firm.

LEAD.

Cable reports indicate a still further advance in lead and Spanish is now quoted at £14, therefore Canadian holders are firm in quotations, especially in the face of light stocks.

ZINC AND SPELTER.

Sheet zinc and spelter have advanced £1 per ton. Cask lots of sheets are now being

held at 6¾c. per lb. and less quantities at 7c. Ordinary Silesian is cabled at £25 5s. with the market firm.

SCRAP METALS.

Very little wrought scrap is moving, as dealers and consumers are apart in their views. The mills are offering \$15 for wrought scrap, but dealers will not accept this figure and are threatening to ship their supplies to the States where the market is above ours. It is reported that the Hamilton mills have lately received in the neighborhood of 1,000 tons of imported scrap, and if this is so, they are independent of local supplies. In Montreal No. 1 wrought scrap is quoted at \$19. Cast scrap is wanted there, 100 tons changing hands lately at \$19.50, and another lot of inferior scrap selling at \$15. Here cast scrap is in fair request from founders, but supplies are coming in slowly. Cast copper and brass are scarce and wanted. Dealers prices are as follows: No. 1 heavy scrap, 60 per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 25c.; new scrap copper, 10c.; heavy scrap copper 10½c.; old copper bottoms, 8½c.; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 9c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2½ to 2¾c.; country mixed rags, \$1 to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PAINTS AND COLORS.

There is a fair trade doing in this, business being about up to the average. Turpentine has declined in the South, and is quoted lower here. Some sales have been made at 59 to 60c., but it is said that these figures have been shaded, and the tone of the market is rather weak, although supplies are light. Linseed oil was weak in the early part of the week, due to a decline in the English market. This decline has since been recovered, and a cable was received, to-day, quoting an advance of 2½c. per gallon, therefore holders are asking 71 to 74c. for raw and boiled and are firm at that figure. The market is almost bare of stock, as no oil has been received from England lately and Canadian crushers are behind in their deliveries. The advance in Cooksons venetian red has been followed by a further advance of 10s. and the red is now held firmly here at 2c. Glue and varnishes are fairly brisk.

HIDES, ETC.

HONEY—There is no change. The best extracted is 12½c., medium is 11c., and low grades are 7 to 8c.

TALLOW—Rough is 2c., and rendered is 5½c.



No Duty on Church Bells. Please mention this paper.

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WHITE ENAMEL SIGN CO.,**
4 ADELAIDE ST. W., COR. YONGE,
TORONTO.

SOLE AGENTS IN CANADA FOR
Cæsar Bros. Patent Dome Enamelled
Letters and Figures.

Agents wanted in every City and Town
in the Dominion

MARKETS—Continued.

WOOL—Prices are easing as the American market begins to show signs of overstocking, consequent of the activity of the demand in that market which the prospective increase in duty awakened. Fleeces are now 20c. Clothing wool is 22c.

MONTREAL

MONTREAL MARKETS.

OCT. 2, 1890.

IRON AND HARDWARE.

The firmness continues, and advices from primary sources indicate further stiffness probable. Buyers, however, as a general thing, still show more or less disinclination regarding purchases, and strange to say are supported by some jobbers who do not appear inclined to take advantage of the firmness at primory centres, and in many cases are selling lines at figures which they could not be replaced at. However, there has been a fair business doing, and some good orders for pig have been received from the West during the week, and it is extremely unlikely that \$23 would be shaded now, except in the case of a good round lot of stock. There are a few outside lots knocking around the market, however, of lower brands which are offering on a somewhat lower basis. Bar iron rules firm and unchanged. We do not hear of any feature in other lines of iron. Other metals show general firmness also. Pig tin has been remarked in this particular previously. The stock here is small and confined to a few lots in different hands; prices vary. Some holders naturally talk firm values with recent developements in New York and London, 25c. and over having been paid at the former centre for October delivery, but others seem inclined to court sales by concession, and we know of one sale at 23 1-2c. for a fair sized lot. This, however, may be set down as an exception, and we quote firm at 24 to 24 1-2c. with the tendency upward. The same remarks apply to pig lead and lead pipe, in which sales are reported inside of quotations, but we quote firm at \$3.80 for the former and \$4.50 for the latter. Tin plates rule firm, and the expected advance to which we referred last week has been made, and now no stock could be replaced under \$4.25 to \$4.50 for coke and

\$4.50 to \$4.70 for charcoal. We understand, however, that business is being done inside the range, which appears curious in view of the strong and excited markets on the other side. In fact, one dealer is reported to have filled an order at an inside figure, while he was ordering at the same time another lot of 1,000 boxes at the advance.

NAILS.

The same feeling actuates the market as in iron, but although values are on the upward, orders are still being filled at steady figures and in some cases shading it is claimed has been resorted to by some sellers. However to place an order in a regular way would certainly call for \$2.45 or over, and we quote this basis as a fair idea of the market. The firmness in horseshoes is a feature of the market and no concession is allowed at all for orders and still a long way ahead of deliveries. We quote \$3.65 to \$3.75.

CHEMICALS AND DYE-STUFFS.

There has been a fair demand in a jobbing way during the week, and now more inclination is shown towards stocking up, consequently a generally better feeling prevails. The general tone is firm and prices as a rule tend upward. Bicard soda is very scarce on spot, and prices are firm at outside figures, while the article has been worked up in Liverpool, £6 10s. now being asked and it is likely to go £7. There is a good demand for sal soda and soda ash has advanced again 58s. being quoted at £6 12s. 6d. per ton. Caustic soda is firm at the recent advance and the general tone of values is upward on all lines of heavy chemicals owing to the Union.

PAINTS AND OILS.

In paints the feeling is firm, but there is only a quiet trade doing. Advices state that the corrodors are talking higher values owing to the increased cost of production through the advance in chemicals and advance in wages. Oils rate quiet and there is no particular feature except the scarcity of castor oil, which is firm at 11 to 11 1/2c. in cases, round lots in barrels being a shade under this.

GLASS.

The market for glass shows no change, and there is a fair ordinary trade at the advance noted a fortnight ago, viz., on the basis of \$1.50 to \$1.60.

CEMENT AND FIREBRICKS

There has been a fair enquiry for cement in a jobbing way during the week and the market is unchanged, a large percentage of

last week's heavy arrivals going into store. We quote: English brands, \$2.50 to \$2.65, Belgian, \$2.30 to \$2.50, and Canadian per cask, \$2.25 to \$2.35. Firebricks, \$20 to \$26 per 1,000.

PETROLEUM.

Petroleum moves freely at steady prices. Canadian, 13 1/2c at Petrolia in car lots, and 16c Montreal; smaller lots 17 to 17 1/2c. American 23c in car lots, 23 1/2c. to 24 1/2c. for smaller quantities. American benzine 23 1/2 to 25c. and Canadian at 15 to 15 1/2c. Canadian crude is quoted at \$1.31 per barrel.

NAVAL STORES.

Trade rules quiet with a dull market, and stock pretty full. We know of no change in prices, and quote: Turpentine, 61 to 63c.; rosins, \$2 to \$4.25, as to brand; coal tar, \$3.65 to \$3.80; cotton waste, 5 1/2c. for colored, and 7 to 10c. for white; oakum, 5 1/2 to 7 1/2c. and cotton oakum 10 to 12c.

APPEAL TO THE EYE.

There are probably more judgments formed through the aid of the eye than through any other source. It is mostly that which man sees that appeals to his æsthetical nature, and seeks to please by the sense of the beautiful. The eye is the medium through which man becomes acquainted with the visible world, by which he is pleased or displeased. There is that in human nature which loves the pleasing and comforting emotions awakened by the beautiful. Man, despite himself, loves order, symmetry, fitness, arrangement, and all that goes to make up that which is pleasing to behold. This was well understood by despotic rulers who provided amusements and scenes that would appeal to the capacity of enjoyment of their subjects, in order to secure their loyalty, and divert their minds from harsh rule and revolt. Man is in better humor with himself and his surroundings when he is pleased, and finds all things in sympathy with his æsthetical nature.

This may not apper to many as having any relation to business, but it has. Business is not soulless. It is tirged with the nature humanity carries into it. The lesson appeals to plumbers in a direct way, and they can

When in want of Coal Hods, Elbows, Lanterns, Stove Boards, Shovels, Stamped Ware, Japanned Ware, Pieced Tinware or specialties in sheet metal, write us as below :



THOS. DAVIDSON & Co., Montreal or Toronto.
MERRICK, ANDERSON & Co.,

Agents for Manitoba and N.W.T., Winnipeg

Agents in Western Ontario for Chown and Cunningham Co., Limited.
Stove Manufacturers.

TORONTO ADDRESS : 11 FRONT ST. WEST.

avail themselves of this appealing to the eye as well as any one else. Their shops and shop windows offer opportunities for attracting people and patronage that cannot be ignored. These windows and shops appeal to the eye in one way or the other. They either please or they displease, and a man is not apt to enter a place the appearance of which displeases him. He loves to see things in order, tastefully arranged, and articles on exhibition which appeal to his sense of fitness and good taste. The scrap heap cannot do this. A window littered up, dusty, covered with dirt and cobwebs, repels him, and he walks by with a very poor opinion of the man who can be satisfied to sit surrounded with all this dirt. He does not feel as if he would like to come in contact with such a place or such a man. Good taste and simple decency have been violated, and the displeasure thus caused has as much to do with business as it does with enjoyment. The shop keeper must be to some extent an artist and study to please. He requires a show room neatly fitted up, with his appliances set up in working order, and his show window made a miniature exposition in itself. Attractively arranged, the passer-by will stop to take a look at the display, and if he wants anything in the plumbing line he will step in. His eye has been properly appealed to, he has been pleased, he is in good humor with himself and pleased with you. He may not be acquainted with you, may not have seen you or heard of you, yet through your neatness and refined taste you have favorably impressed him, and he feels that you are a man he would like to know. He sees evidence of refinement, of a cultured taste, of carefulness and order, and a favorable judgment is at once formed. You may not know the value of that judgment, but it is just such judgment that will make you customers and increase your business. As men will grow accustomed to one picture by seeing it often and ceased to be attracted by it, so will they with your window. This suggests frequent changes, different arrangement and new or different exhibits. All this is an inexpensive but efficient means of extending business and adding to your clientage. Your neatly arranged window and show room give you a strong recommendation, inspire the public with confidence in you, and guarantee carefulness, neatness and intellectuality in workmanship.

There is another consideration not to be lost sight of in this regard. The care of your shop and the condition of your windows and show rooms are indices to your workmanship and general character as a business man. They, to a great extent, bespeak your methods in work and business transactions. If you display slothfulness, carelessness and neglect in your window you indicate the same undesirable qualities in your general make-up. Your personality appears in your exhibits to a greater extent than you are aware, and men judge you by the kind

of shop you keep all unconscious to yourself. Men rightly reason that if you are careless and indifferent about the appearance and condition of your rooms, you will be just the same about your work, and no one would want a job of plumbing to look anything like some of the show windows of plumbers in this city. But when they see those windows people are justifiable in supposing the work will be in keeping with their unsightly and defective appearance. It is reasonable to suppose that the carelessness, dirt and disorder displayed in the shop will follow the work of the plumber in the house. Whether this is true or not, people have a right to assume it so, and act accordingly. Through this disorder and confusion you are not only judged as a workman and business man, but likewise your material, and both are given an adverse criticism. It does not follow that you can make a fine display of goods and do inferior work and succeed. Your work will always be your best recommendation, but it is true that a tastefully kept shop will have a great influence in securing custom.

Another consideration in this connection is the appearance you make in regard to a healthful, prosperous business. A fine display of ample appliances is an indication of prosperity, and the indication of prosperity is associated with good, honest work. It gives to customers a sense of security, a guarantee of ability, solidity and integrity. The business public do not bestow charity with their patronage. They want their money's worth for every investment they make, and plumbing work is no exception. If your shop windows present the appearance of poverty and suggest business embarrassment and pecuniary depression, men will not feel encouraged to place their interest in your hands. You may be a millionaire, yet the stranger will pass your place of business on account of its poor suggestiveness and seek more healthful and assuring indications. These may all seem as little things, yet they are established and recognized influences that have their weight in the life of every business man.—The Sanitary News.

CREDIT AS A FACTOR IN MAKING PRICES.

Credit as a factor in making prices was the subject of a paper recently read by Mr. Edward Atkinson before the American Bankers' Association at Saratoga. In regard to the relations of credit to gold the speaker said:

"There is but one kind of money which is in absolute, undisputed, good credit throughout the world, and that is money made of gold, coined into pieces of established weight and fineness. That such is the only money which is in universal credit throughout the world is proved and established by the fact that all the international commerce of the world in respect to which there are no acts of legal tender, and all the mutual obligations which are entered into by merchants residing

in different parts of the world, are conducted in terms or promises of payment in money made of gold; that is to say, so long as London is the clearing house for the settlement of the balances of international commerce in pounds sterling, which is but a name for a given weight of gold, of which the corresponding coin is the English sovereign.

* * * * *

"Coined money has been well designated as coined credit; its valuation or estimation, which is purely an intellectual fact, or abstract and permanent idea ingrained in the human mind by long experience, is due to the credit or trust reposed in the future through the nexus of a material which is as sure to command a service equivalent to that rendered at the present time as any material substance can be, that material being gold.

"This estimation or value has become established by natural selection, or by what in these modern days we call evolution, and not by legislation.

"Legislation is powerless to change or alter this estimation.

"Every race which has ever been discovered that has come into the possession of gold—whether barbarous, semi-barbarous or civilized—every commercial state, every borrower, every lender gives confidence or grants a credit to gold or to the assured promise of gold to be delivered at a future date in preference to every other material or kind of money.

In summing up the main points of his address directly bearing upon the subject Mr. Atkinson said:

"I am inclined to believe, and I think that every student of banking will agree with me in the judgment, that the quantity of money which is required in actual circulation, and by means of which the actual small exchanges of the country are conducted, adjusts itself in inverse proportion to the intelligence of the people. The most intelligent people will make the greatest use of instruments of credit and of the methods of banking, and the least use of actual money. The least intelligent will make the greatest proportionate use of actual money, and will deprive themselves in greatest measure of the benefit of credit and of banking facilities.

"The conclusion follows that credit is the prime factor in making prices. An inflation of credit may occur, such as many of us have witnessed many times, and will produce a panic; that panic is a rough process of cure or adjustment to normal conditions. During this inflation of credit an inflation of prices will make the few rich at the cost of the many. Those who are shrewd enough to get out at the right time will grow rich; those who are not will become bankrupt; but the great body of consumers will pay both the profit of the few and the loss of the bankrupt.

"On the other hand, an inflation of currency or a great creation of cheap or fiat

money by statute, forced into circulation by an act of legal tender, or a coinage act which forces a great quantity of token currency, made of low-priced silver, into service, or an issue of such an excess of government notes as to impair their credit, will neither inflate prices nor raise wages; on the contrary, by impairing credit, such acts will lower prices, depress wages, increase the amount of compulsory idleness, and by their bad effect will ultimately work their own repeal: * * *

"Bearing in mind, therefore, that the actual business transactions of this country in the exchange of products, wholly irrespective of the sales of stocks, bonds, lands, and the like, exceed in their value, by fifty to one hundred fold, the volume of money in circulation or held in reserve by banks, consisting of gold and gold certificates, silver and silver certificates, legal tender notes, bank notes and subsidiary coin, all of which instruments of exchange are now convertible into gold coin—that is to say, bearing in mind that the volume of credit granted to farmers, merchants, manufacturers, tradesmen, workmen, and others, in order to enable the production and exchange of products to be conducted at present prices, at this very moment probably exceeds the whole amount of circulating medium by fifty fold—it becomes manifest that any inflation of the currency or addition to the money in circulation, which impairs its credit and renders ultimate redemption in gold doubtful, must result in such a contraction of credits as will obstruct commerce, depress prices, and work in the very reverse of what the advocates of inflation expect."

Advertisements should be attractive. First, captivate the eye. The eye is the sentinel of the will. Captivate the sentinel, and you captivate the will. The feet follow the eyes. It is the untiring, unremitted, everlasting, never take-no-for-an-answer appeal to the eyes of the people that brings trade.—Exchange.

Rivalry, open, fair, good natured and enterprising, is the life of business.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

Messrs. J. W. Cheeseworth and H. A. Hilyard left Toronto on Saturday for New York for the purpose of making arrangements with a syndicate of American capitalists in connection with carrying on active operations on a mining property at the Sudbury mining district. It is confidently expected the deal will be accomplished without any difficulty, and that operations will be commenced within a very short period.

On the 30th ult. the citizens of Stonebridge celebrated right royally the laying of the corner stone of the silver-plating factory being erected there. A crowd of about two thousand visitors assembled to hear the speeches made by Dr. Ferguson, M.P., William McCleary, M.P.P., William German and others. Two brass bands furnished the musical part of the programme, and the

business men of the place made a very creditable trades procession, representing the various industries of the place. The plating factory was secured by the finding of natural gas.

The Reliance Electric Manufacturing Company, of Waterford, Ont., have decided to remove their extensive factory from the above named place to a more central locality. They are going into the manufacture of electric street railway apparatus and all other branches of electricity.

Says the Mitchell Advertiser: Mr. J. J. Gale, general manager for the Hedge and Wire Fence Company has moved his wife and family to Mitchell, and is now a citizen of our town and a British subject. He is the kind of gale that we want to blow in this country.

JAMES MORRISON, MANUFACTURER AND WHOLESALE DEALER IN ENGINEERS AND PLUMBERS' BRASS WORK.

Iron and Brass Valves, Inspirators, Injectors, Ejectors, Revolution Counters,
Engineers' Clocks, Steam and Hydraulic Gauges, Wrought Iron Pipe and
Fittings, Soil Pipe and Fittings, Lead Pipe, Sheet Lead, etc.

Also keep always in stock full lines of

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If you have a heating contract in view, get our prices before closing—it will pay you.

Cast Iron or Steel Furnaces.
Coal or Wood.

Identify yourselves with one line of First-class Stoves and you will control the trade of your Town. Our stoves are known from the Atlantic to the Pacific.

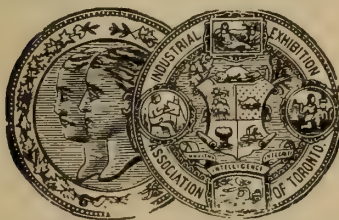
Coal Hods, Stove Boards, Registers, Elbows, Lanterns.
If you have not received copy of our new catalogues, Stoves, Furnaces, Tinware, please write our nearest house.

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Toronto Plate Glass Importing Co.

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GLASS IMPORTERS,
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Glass Shades and Stands.

For Mirrors and other Glasses

TELEPHONE 1599.
CABLE ADDRESS, "PLATE."

55 Victoria Street, - - - Toronto, Ont.

DRUM TAPS.

Leaves from the Diary of a Commercial Traveller.

BY WM. H. MAHER.

CHAPTER IV.

I took out my order-book for my first order, entering the name, E. Z. Atkins, Paris, at the top of the first page, and then the time, sixty days. "Well," said I, "what will it be first?"

"Shovels and spades," was answered; so we began there. Pretty much all I knew of them was written in my book; whose manufacture they were, what they cost, and what they ought to sell for, providing I could get it. The programme seemed to be like this: Mr. Atkins would take down a shovel, look at the label, and then ask, "Have you Rowland's shovels?" and I, with my book before me, answered, "Yes, sir."

"What do you want for them?"

"Six dollars."

Then he consulted his cost mark, and asked again, "Is that the best you can do?"

"That's the bottom."

"Well, send me half a dozen."

Next we came to spades. "What do you say you get for spades?" is asked.

"Same as shovels."

"Well, you may send me half a dozen of them."

When I had that item down I turned for the next. "Well, I can't think of anything else this time; if these goods come out all right I'll try you again."

Bless me! I was surprised. I had expected a big order, and here I was put off with two items amounting to \$6. I couldn't give up just yet. "How about manure forks?" I asked.

"I don't know; yes, we ought to have half a dozen."

"I have no doubt," said I, "there are a great many odds and ends you would think of if you were to look over your stock. Let me mention articles as they are on my book and you may recall something you are out of."

So I "began at the beginning," and the beginning was such articles as began with A.

"How about axes? Do you need any?"

"Well, there! I had forgotten axes. Yes. Whose do you keep, and what are they worth?"

I answered both questions satisfactorily; and added a box to the order. Then I went on: Augers, awls, bits, butts, bolts, brushes, braces, etc., along through the book. I picked up a great many items from him, and, as I wrote each one down, he was certain that was the last thing he wanted. I humored him in this by dropping business for a moment, but returning to it again as soon as I possibly could.

Mr. Atkins was a tolerably shrewd buyer, and I made it part of my business to impress him with my knowledge of the fact; then he had a number of stories at his call, and though I had heard most of them years before, still I followed his narration with the deepest interest, and laughed at his jokes as if they were the best I had ever heard. When we were really through, I had an order from him that covered three pages in my book, and footed up between \$90 and \$100. As to what my feelings were it is unnecessary to describe them; every one who reads this will at once know that I was supremely happy.

No one who has not "been there" can

understand the intense strain upon a man in a two hours' experience such as this. Every nerve and faculty is on the alert, to lead the buyer to do what you want him to do, to keep up his interest, and to convince him often against his will. No attorney pleading before a jury has a greater strain than has the earnest drummer selling goods.

From there I sallied out to try my luck at the nearest "grocery and saloon," an old rusty shovel hanging in the door giving me hopes of finding a demand there for some hardware. It was a small room; counter and shelves on one side, boxes, barrels and bags piled up on the other side.

The first thing on the counter was a small showcase, and a passing glance into this showed me some cutlery. Around the stove were gathered half a dozen men, most of them smoking, but all of them stopped talking to look at me.

As no one was to be seen behind the counter I concluded the proprietor was among the crowd at the stove, but I did not care to introduce myself to him there. As no movement was made I sauntered to the showcase and began to examine the contents. I heard a chair scrape the floor, and then a man walking toward me. I had learned the proprietor's name from Mr. Atkins. As a middle-aged man came in front of me I handed him a card I had ready, at the same time asking if he was Mr. Bender.

He nodded assent, and then looked at my card. I attempted to break the ice by talking about the weather, and he met me half way. When this had gone far enough I prepared for work.

"I see you do a little in hardware, Mr. Bender; have you made any engagements for your spring stock?"

No, he hadn't; it was too early, and times looked so bad he did not expect to buy much.

That was all right; what I wanted to know was whether he had bought or not, and now I knew he had not. The next thing in order was to get him to buy of me.

"Our house," said I, "is anxious to get better acquainted with just such dealers as you; dealers who handle a small stock of hardware, but who want to buy it right, and will stick to a house that does the right thing with them. We want your trade, and in order to get it, propose to make it to your interest in two ways: by selling you goods right, and in helping you select your stock so that you will not have to carry over all the profit in goods from one season to another. Our experience with country trade must be worth something; we know about how many goods it is safe for a dealer in a small town to buy, and if we have his whole trade, it is for our interest to see that he does not overstock himself. The house has sent me out to make just such arrangements as this. I shall come around about every sixty days, and intend to do the fair thing, both for the house's interest and my own. It's money in my pocket to sell you and keep your trade, and consequently it is for my interest to see that you buy goods low enough to compete with your neighbors, and do not buy too many."

I did not say all this in one breath; I brought it in as best I could, but Mr. Bender did not seem to be very much overcome by it, and gave no sign.

"You will need a few farming tools?" I asked.

"Yes, I suppose so, by and by."

"I hope you can find it to your interest to buy of us."

"Maybe I will; I never was in your house,

but when I am in the city again I'll call in and see you."

"Thank you; if you will do that we will be obliged. We carry a good line of goods, and especially in cutlery. Did you ever see any of our patent butcher knives?"

No, he had not.

I took out of my vest pocket a little knife, a charm, about three-quarters of an inch long, and made to open and shut like a full-sized knife, costing about 75 cents per dozen.

"That beats me!" said he; "see here, boys," and he held the knife toward them. They were only too glad to come up and see what it was I was talking about, but the little toy-knife amused them. We joked about it, and a vast amount of wit was expended over the article, and then it was handed back to me. I promptly passed it over to Mr. Bender. "I shall give you this to defend yourself with," said I.

He was delighted; a child could not have been more so, and insisted on treating me to a cigar. After I had fastened the knife to his watch chain at his request, I then brought up business again.

"As this is my first call on you, Mr. Bender, I hope you won't send me away without a little order. I don't want a big order; I know it isn't time for you to lay in a full spring stock, but if there is anything you are out of, why, let me send you some of that. Your cutlery is low, and you know the time to sell it is now, when the men loaf about the store; and I see your stock of files is pretty well run down; if you can do anything for me, I will not forget it very soon."

The little knife had put us on a friendly footing; I saw that he would like to order on my account, but that he did not want the goods. "As to the time," said I, "that shall be satisfactory to you. You see [showing him my book] I sold a good bill to Mr. Atkins, and I gave him sixty days on it; I will do the same by you."

Still he did not like to order. "Have you any one here you could leave in charge of the store a few minutes?"

Yes, there was Jake Frink.

"Then I want you to come and look at my samples. It won't take more than half an hour, and won't cost you a cent."

He did not really care to go, but I rather forced him along, and soon we were before my cards of pocket-knives in the Williams House. They made a grand show; ten cards of knives and thirty knives on a card. Bender praised them, and while he praised them I took out my order book. When he seemed struck with any particular pattern I tried to get him to say that I might send him some of it, but he was not to be caught. I had given him the good points and price of every knife on the card, and still had not got an order; I was beginning to be afraid that he would escape me. After he was through looking at the samples I made another strike.

"There isn't a really good stock of knives in this place," said I; "the trouble with the merchants is they buy too few styles and too many of a kind; my advice is, a small stock but a large assortment. Don't buy more than a half dozen of any one kind, but buy a good many kinds. I wish you would try an assortment, Mr. Bender."

"What could you give me a nice assortment for?"

I figured a minute. "I can give you twelve half-dozen for \$30."

"Which are the twelve?"

I picked them out.

"Well," said he, "you may send them along."

TO BE CONTINUED IN NEXT EDITION.

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Steam and Water-Power Pumps

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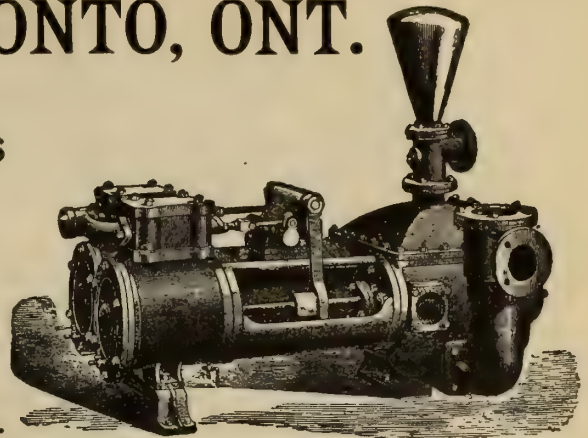
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ENTERPRISING.

Most business men, especially the younger, says the American merchant, like to be called enterprising. In describing an eminent business man, among the terms employed we are sure to use the word enterprising, and sometimes it is so highly esteemed that we do not think it necessary to use any other to the credit of the man whom we would praise. "He is a very enterprising man," is enough.

Attending to the strict meaning of the word we find much reason for giving it honor. It is from the French, signifying alertness, boldness, courage and energy. The enterprising man has these in combination. He also has invention with them. So he becomes an inventor, an explorer, a pathfinder, a discoverer. He discloses new countries, new business, new methods, new instrumentalities, new combinations, new resources.

This is splendid and attractive. It is so nice to be different from the rest, or to have a place among the honored and praised, And, then, the practice of courage, boldness and energy is pleasant. It is fine to be more sagacious and alert than others, and independence in plans and methods seems to be so superior. And, then, enterprise may, and often does, employ the sterling virtues and give them activity, when otherwise they would be very quiet and inconspicuous.

We are an enterprising people, and the fruits of enterprise and enticements to enterprise abound among us pre-eminently, so that it is little wonder that those words are great favorites in our commercial vocabulary.

But enterprise may be reckless, and therefore should be guided by prudence. It may be ignorant, and therefore should cultivate intelligence. Sagacity, caution and conservatism may well consist with enterprise, and, indeed, are necessary to it in its completeness. They do not necessarily imply oldfogyism. Enterprise should take close coun-

cil of moral integrity to guard its character and credit. Enterprise gives no one exemption from the claims of truth, honesty, honor, punctuality, industry, patience, courtesy—in a word, the Golden Rule. But much that is called enterprise little deserves the name, because so destructive of these virtues. Sometimes the enterprising business man is little less than a brigand, and even a sneak thief, for the rights of others seem so unsafe when in his power. The aim seems to be to "get there," whatever is left behind that a higher standard would much approve.

Where the virtues of a standard character are well developed and have full play, the enterprising man is a patriot and a benefactor as well as an honored man, but, where those are absent, he is a nuisance and a danger.

About 11.30 Saturday night fire was discovered in Moore & May's general store Port Stanley. The stock was very badly damaged both by water and by smoke. The origin of the fire is a mystery. Mr. May had locked up at ten minutes past 10, and everything was all right then. Loss probably covered by insurance. The building is not very much damaged, and is covered by insurance.

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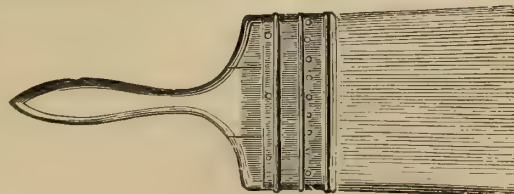
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THOS. BRYAN, London, Ont.

Atlantic Glue Works, Berlin,

Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT

Address J. T. HUBER & Co, Berlin, Ont.

CLERKS SHOULD READ THIS.

A dealer said to the writer the other day that "the clerks were beginning to be the bosses." Inquiring into the reason why he made a remark of this sort, he said that one of his clerks had insisted on several more dollars a week pay, alleging that he was worth more than he had been receiving, and that he had been offered more by a competitor.

"I do not care to enter into a competition of this sort," said the dealer, "as it will upset all the other clerks, and everyone will want an advance because he thinks he is worth it." The information was elicited that the clerk was worth more as a salesman than any of the others, and had been in receipt only of the same pay.

Now, this is not according to business principles, for the man who is the most valuable to his employer should receive the most pay, since ability to make money for one's employer is certainly the only test that should be made in fixing wages. This employer should certainly grade his one clerk higher, or the others lower.

An old friend of ours in the retail business once told us that he had but one rule for all matters, and that was the rule given above, and when an increase of wages was asked for he had but one reply to make: "Make yourself worth the increase to me, and you shall have it."

This every clerk should bear in mind, that he can make his own wages if he but wills it. There are thousands in the grocery, as well as in all other business lines, who are mere mechanics, and work only for the time when the clock shall proclaim that the time has arrived when the day's work is done. These men are machines only, and can be supplied at any time. They keep their own grade of wages down because they are so numerous that they tramp each other's wants under foot.

But the boy or man whose sole object is to please his employer and learn his business thoroughly, who does not grumble when a belated customer tumbles in to take up five or ten minutes of his time when his hours are over, and who does with good grace whatever comes in his way, can always be sure that he will have his place and good wages.

We notice in many stores of our acquaintance men who have been there for a decade, and who are prosperous and contented. You can guess why this is so, and you must do as these men do, and then you can have what they have.—New Jersey Trade Review.

A customer secured is a promise of greater salary in time.

Restore goods to their proper places as soon after using as possible.

You can lose more than we do by not subscribing for this paper.

IMPORTANT ADVANCE.

Cables received since the preparation of our market report announce a further advance of 9d. per box on Coke tin plates and 5s. per ton on pig lead.

NOTCHES IN HIS HEELS.

"Do you know," said a commercial traveling man, "that I had an experience recently which was not at all complimentary to my vanity. I had occasion to go to San Francisco not long ago, and on the day after my first night on the sleeping car I noticed that notches had been cut in the heels of both of my shoes. I supposed that the porter had done this to identify my shoes, and was disposed to forget the whole affair. I noticed, however, that the porter was assiduous in his attentions to me, although there was a slight, almost imperceptible, touch of hostility in his manner. He was a good porter, however, and when I changed my sleeping car I tipped him liberally. After my first night on my second car, I remembered the notches, and looking at my boot heels found a cross on each. I decided that this was a notice to porters that I was a liberal tipper. Still I noticed the same concealed dislike of the porter, and his earnest desire to please me. I found his services excellent, however. When I took my next sleeper at Chicago, I met there a porter with whom I had traveled before and who knew who I was. While he was brushing me down the next morning, he kept chuckling to himself. 'What tickles you so much, Sam?' I asked finally. He only chuckled and grinned the harder. At last he said, choking with laughter: 'Dey's took you for er spotter, suah.' That meant nothing to me, but Sam explained that the first porter had imagined I was a spy. He found out that I was going to San Francisco, of course, and not knowing how far my wickedness extended, warned all porters whom I should meet. The cross was substituted where the signs changed. There's esprit de corps for you. I should not wear those shoes if I were to start on another railroad journey to-morrow.—Ex.

The contract for a new emigration shed and offices at Winnipeg has been awarded to Messrs. Brydon & Charlesworth, of that city.

It is rumored that a company, composed of some of Petrolea's business men, have purchased a piece of oil property, consisting of 35 acres, near Marthaville, for the sum of \$9,000.

The firemen were summoned the other morning to the Spencer Oil Works in the east end of London, Ont. The heat of the still had ignited a shed near by it, but the fire was extinguished before any material damage was done. Loss trifling.

The French Republic is twenty years old. No other French republic has attained a like

age and there have been three within little less than a century. The first lasted from Sept. 20-25, 1792, to May 18, 1804, though it had become a monarchy in fact long before it officially died. The second was born in February, 1848, and was assassinated by Louis Napoleon Dec. 2, 1851.

There is a firm in Cincinnati which each year beats 21,000 gold dollars into gold-leaf, and as each dollar can be beaten into a sheet that will carpet two rooms sixteen and one-half feet square, some idea may be formed of its tenuity. It requires 1,400 sheets of gold-leaf to equal in thickness a sheet of writing paper, and takes 280,000 of them, piled one upon the other, to equal an inch in thickness.

Mr. Merry, representative of the English firm of Vivian & Co., Swansea, is in Ottawa. He will visit the phosphate district of the Lievre, accompanied by Mr. Topley, of the Interior Department. The Vivian Company has been doing some extensive copper mining at Sudbury this summer. Recently they applied to the Government for a refund of the duties paid upon mining machinery imported before the tariff changes of last session, but the same answer was given to them as to applicants of a similar character, viz., that the law is not retroactive.

Arrangements have been made by which the West India service, heretofore performed by the Canadian West Indian Steamship Co., will, after January 1, be assumed by Messrs. Pickford & Black, the well-known steamship owners of Halifax. The steamers will continue to start from St. John, N. B., but the new contractors have the privilege of calling at Halifax and Yarmouth if they so desire. The trips will be monthly at present, but Messrs. Pickford & Black have the option of increasing the service up to sixteen trips in the year.

CHARTERED BANKS.

The following is a list of the banks in Canada acting under a Dominion Government Charter:

ONTARIO.

Bank of Toronto.	Imp'l Bank of Canada.
Can. Bank of Commerce.	Traders' do
Dominion Bank.	Bank of Hamilton.
Ontario Bank.	Bank of Ottawa.
Standard Bank.	Western Bank of Can.

QUEBEC.

Bank of Montreal.	Merchants Bank of Can
Bank of B. N. America.	Banque Nationale.
Banque du Peuple.	Quebec Bank.
Banque Jacques Cartier	Union Bank of Canada.
Banque Ville Marie.	Banque de St. Jean.
Banque d'Hochelega.	Banq de St. Hyacinthe.
Molson's Bank.	East. Townships Bank.

NOVA SCOTIA.

Bank of Nova Scotia.	Halifax Banking Co.
Mer. Bank of Halifax.	Bank of Yarmouth.
People's Bank do	Exch. B'k of Yarmouth
Union Bank do	Com'l B'k of Windsor

NEW BRUNSWICK.

Bank of N. Brunswick.	People's Bank.
St. Stephen's Bank.	

MANITOBA.

Commercial Bank of Manitoba.

BRITISH COLUMBIA.

Bank of British Columbia.

Bond or FreeAdvances made on Surplus
Stocks.R. CARRIE,
27 Front St. E. Toronto.
eow**STORAGE****Filling a Want.**

The rapid increase in all branches of Industry and Art in Canada has found its fit expression in

THE SABISTON LITHO. AND COLOR PRINTING ESTABLISHMENT

The management in organizing their business laid down as a principle that there was room for a really

First-class Establishment

that would produce work equal to the best imported, and have secured a corp of Artists in the various branches of their business that ensures that result.

They confidently solicit from Manufacturers, Merchants, Bankers, and others requiring first-class work an opportunity of showing samples and quoting prices.

SPECIALTIES:Show Cards, Hangers, Buildings, Birds Eye Views, Posters, Railroad,
Steamship and Steamboat Work, Calendars, Canning Labels.
Special Designs in Circulars, Cigar Labels, Note and Letter Head-
ings, Checks, Drafts and other Bank Work, &c., &c.

ADDRESS ALL ORDERS TO

The Sabiston Litho. and Pub. Co.,
(Gazette Building) MONTREAL.RICHARD WHITE,
President.A. SABISTON,
Managing Director.**British Plate Glass**

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in
Canada. Experienced glaziers sent to set same
when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

TRADE
"EASTLAKE"
MARK.**Metallic Shingles.**

Price List and Catalogue sent on application

The Metallic Roofing Co. of Canada
[Limited.]Rear 84, 86, 88 and 90 Yonge Street,
TORONTO.**M. & L. SAMUEL, BENJAMIN & COMPANY**

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL**HARDWARE**AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

Write for Quotations on our Specialties as below :

GORDON CROWN GALVANIZED IRON, guaranteed equal to any in
the market.

M. L. S. TIN PLATE, equal to Bradley's.

M. L. S. STOVE PASTE, best in use.

We also have on hand a complete stock of all kinds of Elbows, Stove Boards, Pipe Varnish, Dampers,
Black Lead, etc.**ENGLISH HOUSE****SAMUEL SONS & BENJAMIN,**
No. 1 RUMFORD PLACE, - LIVERPOOL



The above Brand of Lead
Requires no Association Guarantee.
It is the STANDARD of the Dominion for
Purity, Fineness and Whiteness.

WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

Williamson
& Lambe

STORAGE.

54 & 56
Wellington St. E.,
TORONTO.

DESKS

OFFICE, LIBRARY,
CHURCH AND SCHOOL
FURNITURE.

JOHN M. BLACKBURN & CO.,
41 COLBORNE ST., TORONTO,
—AND—
162 ST. JAMES ST., MONTREAL.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb .. 26, 27
Straits 100 lb ingots.... " .. 26, 27
Strip .. " .. 28, 30

Tin Plates—Charcoal Plates, Bright.

Bradley M.L.S.	Per box.
I.C., usual sizes	\$6 00 \$6 25
I.X., " "	7 50 7 75
I.X.X., " "	8 75 9 00
Raven & P.D. Grades—	
I.C., usual sizes	5 00 5 25
I.X., " "	6 00 6 25
I.X.X., " "	7 00 7 25
L.X.X., " "	8 00 8 25
D.C., 12½ x 17	4 75
D.X., usual sizes	5 75
D.X.X., " "	6 10 6 65

Note.—Other brands might be shaded
by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 40 4 50
I.C., special sizes	4 50 4 75
B.V. Grade, I.C., usual sizes	4 40 4 50

Note.—Round lots of 14x20 might be
purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 25 8 50

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, " "	
" 14x65, " "	

Iron and Steel.

Common Iron, per 100 lb	\$2 35 2 40
Refined " "	2 60 2 65
Horse Shoe " "	2 60 2 65
Band " "	2 87½ 3 00
Hoop " "	2 87½ 3 00
Swedish " "	4 00 4 50
Nova Scotia Bar iron.....	2 75
Sleigh Shoe Steel.....	2 50 2 75
Machinery, Tire Steel.....	3 00 3 25
Best Cast Steel, per lb.....	0 13 0 14
Russian Sheet "	0 11 0 12
Tank Plates	2 25 2 50
Boiler Rivets.....	4 75 5 00

Boiler Tubes.

2-inch	13c
3-inch	18½

Boiler Plate.

½ inch.....	\$2 75
5-16 "	2 60
¾ "	2 50

Sheet Iron.

1 to 20 gauge	3½, 3¾
22 to 24 "	2½, 3
26 "	3, 3½
28 "	3½, 3¾

Canada Plates.

Blaina.....	½ bright \$ 10 3 15
Boars Head.....	" \$ 15 3 25
Maple Leaf.....	" \$ 10 3 25
All Bright.....	None

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5½, 6c
26 gauge, "	5½, 6
28 "	5½, 6½

Gordon Crown—	
16 to 24 gauge, per lb	5½, 6½
26 gauge, "	5½, 6½
28 "	5½, 6½

Note.—Cheaper grades about ½ cent
per lb less.

Chain.

Proof Coil, ½ inch, per lb.....	4½ 4¾c
" 7-16 inch "	5½ 5¾
" 1-4 " "	5½ 6

Trace, per doz, pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70

Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—Ingot.

Lake Superior, per lb	0 00 0 00
Baltimore "	0 17½ 0 18½
English B.S. "	0 17½ 0 18½

Bolt or Bar.

Cut lengths, round, ½ to ¾ in. \$0 28 \$0 31	
" round & square	
1 to 2 in	0 26 0 28

Note.—Complete, lengths about fifteen
feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,	
16 oz, 14x48 and 14x60	\$0 21 0 22
Untinned, 14 oz, and light,	
16 oz, irregular sizes	0 22 0 23

Note.—Extra for tinning, 2½ cents per
pound, and tinning and half planishing
5 cents per pound.

Planished and tinned, 14x
48 and 14x60

Braziers. (In sheets.)
4x6 ft, 25 to 30 lb ea, per lb... 0 22 0 26

" 35 to 45 " " .. 0 21 0 22
" 50 lb and above per lb 0 20 0 21

Boiler & T.K. Pitts.

Plain Tinned, per lb.....	0 26
Spun "	0 30

Wire.

Pure, in coils—	
From 1 to 20 gauge.....	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge. 0 21 0 25	
" " 27 to 30 " .. 0 23 0 29	
" " 30 and up..... 0 26 0 29	
Sheets, hand-rolled 2x4 ft... 0 23 0 25	

Zinc Spelter.

Foreign, per lb.....	0 06½ 0 06¾
Domestic "	0 05½ 0 05¾

Zinc Sheet.

5 cwt casks.....	0 06½ 0 07
Part casks	0 07 0 07½

Lead.

Imported Pig, per lb.....	0 04 0 04½
Domestic "	0 04 0 04½
Bar, 1 pound	0 05 0 05½

Sheets, 2½ lbs, per square ft,	
by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft,	
by roll	4 75 5 00

Note.—Cut sheets half cent per lb extra.
Pipe, by the roll, usual weights
per yard, lists at 7c per lb and 27½ p.c.
discount.

Note.—Cut lengths, net price; ton lots
27½ and 5 p.c. dis.; waste pipe, in 7 ft
lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb 0 20 0 22	
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Note.—Prices of this graded according to
quantity. The prices of other quali-
ties of solder in the market indicated
by private brands vary according to
composition.

Antimony.

Cookson's, per lb.....	\$0 21 \$0 22
Other makes "	0 19 0 20

Pure White Lead, ground in oil,
Associat'n guarantee, per lb. 5½ ..

No. 1 Do.....	" 0 5½
No. 2 Do.....	" 0 4½
No. 3 Do.....	" 0 4½

Prepared Paints.

(In ½, 1 and 1 gallon tins.)	
Pure, per gallon	\$1 05 \$1 10
2nd qualities "	0 85 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)	
Venetian Red, per lb	0 05
Chrome Yellow "	0 09
Golden Ochre "	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry.

Yellow Ochre (J.C.) in bbls, per lb 0 01½	
" (J.F.L.S.) " " 0 01½	
Venetian Red (R.C.2) " " 0 01½	
" (1343) " " 0 02	
Can. Red, Cookson's " " 0 02	
English Oxides " " 0 03½	
American " " 0 02½	
Paris Green, per lb	0 15½ 0 16½
Burnt Sienna "	0 08½
Burnt Umber "	0 06
Drop Black "	0 09
Chrome Yellows "	0 12
" Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 70
Brown Japan "	0 70
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 20
Hard Oil Finish "	1 50

Linseed Oil (in bbls).

Raw, per gal	0 70
Boiled "	0 73

Turpentine (in bbls).

Selected Packages, per gal.....	0 62 0 64
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Castor Oil.

Best, per lb.....	0 10½ 0 12
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Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 12 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	0 05½
" No. 2	0 04½
" No. 3	0 04½

Acme Paints.

Neal's Carriage, discount 40 p. c.	
English Oxide, by the barrel	0 02
American Oxide	0 01½
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p. c.	
Granite Floor, in tins, 90c, 47½c	0 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	
" Wagon and Imperial, dis 40 p. c.	
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns, roofs, etc., inv. bl lots	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz	1 25
Acme Carriage Top Dressing, \$1 75	per doz 4 00 8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 to 45 p. c. Amer.	
Rim Fire Cartridges, Dom. 50 and 10.	
Rim Fire Military, net list. Amer.	
Central Fire Pistol & Rifle, 15 to 18 per cent. Amer.	
Central Fire Cartridges, Dom. 30 & 10	
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p. c. Amer.	

Wads.

Eley's, per 1,000	\$0 25 \$1 60
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Anvils.

Per lb	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	5 65 1 59
Pegging, " "	0 65 1 25
Brad, " "	0 85 1 60
" handled	3 60 7 30
Saddlers', " "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, " "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	6 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Brass, N.P., 60 to 66½, 50 and 10 to 60 p. c., dis.	
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Door.

Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 18 50

Cov.

American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 p. c.	

Farm.	
American, each	2 00 5 00
House.	
American, per lb	0 35 0 40

Bellows.

Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount 35, 40 per cent.	

Belting.

o. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 percent.	

Bench Stops.

Per doz	5 00 6 00
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Bits—Auger.

Gilmour's dis 55 to 60 p. c.	
Excelsior—Jennings, discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jennings' Gen, net list to 5 p. cent dis.	

Car.

Gilmour's, 47½ to 50 per cent.	
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Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb	0 11 0 15
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Bolts.

Carriage, dis, 60 and 5 per cent. to 60 and 12½ per cent.	
Tire, dis, 50 to 50 and 10 per cent.	
Stove, dis, 45 to 50 p. c.	
Elevator, dis, 35 to 40 p. c.	
Machine, dis, 60 to 60 and 5 p. c.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers' "	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 35 to 40 per cent.	
Reversible, dis., 65 to 70 per cent.	
Vegetable, per doz	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	500 40 23
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Butts—Brass.

Wrought Brass dis. 60, 60 and 10 per cent.	
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Cast Iron.

Loose Pin, dis. 60 to 60 and 5 per cent.	
Wrought Steel	
Fast Joint, dis. 60, 60 & 5pc.	
Loose Pins, " 60, 60 & 5pc.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz	3 75 4 50

Card.

Horse, per doz	0 70 0 95
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Carpet Stretchers.

American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz	22 50
World	21 75
Daisy,	24 00
Star,	18 00

Crown Jewel, per doz	29 00
Grand Rapids,	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50pc.	
Plate " dis. 50pc.	

Cattle Leaders.

No 31 and 32, per gross	8 50 11 25
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Cement.

Portland, car load lots	2 70
Thorold	1 10
Queenston	1 10
Napanea	1 10

Chalk.

Carpenters' Colored, per gross	0 50 0 85
White, lump, per lb	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz	0 85 4 00

Churns.

Amer., dis. 50 p. c. to 60 p. c.	
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Clamps.

Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clips.

Axle, dis. 65 p. c.	
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Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
No. 2	2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p. c.	
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Cradles, Grain.

Canadian, discount 25 p. c.	
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Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English,	2 00 4 00

Draw Knives.

American, dis. 70.	
Canadian, dis 25 to 35 p. c.	

Drills and Drill Stock—Brest.

Millar Falls, per doz	16 00 51 50
P. S. & W., dis. 40 per cent.	

Twist.

Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.

Dis. 17½ to 22½ p. c.	
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Fawcets.

Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star,	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10	
Barton Smith, dis. 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis. Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25pc.	
Horse Rasps, Kearney & Foote's dis Am list, 50 pc.	
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33½ p. c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc, dis. 40 p. c. to 42½ p. c.	
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Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis, 50, 50 & 10 p. c.	

Fruit Presses.

Henis' per doz	4 00
Enterprise, discount 10p. c.	

Fry Pans.

Acme, discount 50, p. c.	
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Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p. c.	
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Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 40
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Glass.

4th quality Star, 1st break	1 55 1 60
" 2nd "	1 65 1 70
" 3rd "	3 90 4 00
" 4th "	4 20 4 25
" 5th "	4 50 4 55

Window Glass.

Pilkington's ordinary	
1st break	\$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	6 50

Picture Glass.

Pilkington's ordinary.	
1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Glue Pots.

Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list.	
Can. discount 25 to 27½ p. c.	

Tack.

Magnetic, per doz	1 10 1 50
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Sledge.

Canadian, per lb	0 12½ 0 15
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Ball Pean.

English and Can., per lb.	0 25 0 37½
---------------------------	------------

Handles.

Axe per doz	1 00 3 50
Store door "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 30 p. c.	
----------------------------	--

Hoe.

C. & B., discount 30 p. c.	
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Saw.

American, per doz	1 00 1 25
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Plane.

American, per gross	3 15 3 75
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Hammer and Hatchet.

American, per doz	0 50 0 80
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Cross Cut Saw.

Canadian, per pair	0 18 0 25
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Hangers.

Door 4 and 5 inch, per pair	0 40 0 80
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Hatchets.

Can., dis. 37½, 40 p. c.	
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Hinges.

Heavy, per lb.....	0 5	0 03
Screw and Strap, per lb ..	0 03 $\frac{3}{4}$	0 04
	Per doz	set

Hooks—Cast Iron			Pencils.			Scale Beams.			Cigar Box Nails, dis. 35 p.c.		
Bird Cage, per doz	0 50	1 10	Dixon's, per gross	1 00	4 25	Canadian, B. S. & M. dis. 40 per cent.			Shoe Finders' Tacks & Nails, dis. 25 p.c.		
Clothes Line, " "	0 27	0 63	" Carpenter	2 25	3 60	Scrapers.			Tape Lines.		
Harness, " "	0 72	0 88	Picks.			Box, per doz	2 10	4 50	English, ass skin per doz.	\$2 75	\$5 50
Hat and Coat, per gross	1 00	3 00	per doz	6 00	9 00	Foot, " "	40	3 50	English Pat. Leather	5 50	9 75
Chandelier, per doz	0 50	1 13	Picture Nails.			Screens.			Chesterman's, each	0 90	2 85
Wrought Iron.			Porcelain Head, p. gross	1 65	3 00	Window, patent, per doz	6 00	7 50	" steel, each..	0 80	8 00
Wrought Hooks and Staples, Can. dis. 17, 20 p.c.			Brass Head, " "	40	1 00	Screw Drivers.			Thermometers.		
Wrought Hooks and Staples, Amer. dis. 75 to 75 and 10 per cent.			Planes.			Sargent's, per doz	65	4 00	Tin case & dairy, dis. 75 p.c.		
Wire.			Wood, bench, Canadian, or American dis. 50.			Screws.			Ties.		
Hat and Coat, dis. 35, 40 p.c.			Wood, fancy Canadian, or American dis. 35, 37, per cent.			Wood, flat head iron, dis. 47, per cent.			Cow, per doz	1 25	2 50
Belt, per 1,000	0 60	2 70	Bailey's (Stan R. & L. Co.) 33, to 35 per cent.			Wood, round head iron, dis. 42, per cent.			Tinner's Shears and Snips		
Screw, bright, Eng., dis. 40, 5, 45 per cent.			Miscellaneous, dis. 10 to 12, per cent.			Wood, flat and round head, brass, dis. 25 p.c.			P.S. & W., 10 p.c. advance on American list.		
Horse Nails.			Bailey's Victor, dis. 10 to 12, per cent.			Bench, wood, per doz	3 25	4 00	Tinware.		
Canadian, dis. 50 to 60 per cent.			Plane Irons.			Bench iron per doz	4 25	5 75	Stamped, dis. Assn list, 70, and 12, per cent.		
Horse Shoes,			English, per doz	2 00	5 00	Scythes.			Japanned, dis. Prices on application		
Per keg	3 50	3 60	Pliers and Nippers.			Discount 40 per cent. to 42, per cent.			Pieced, dis. " "		
Ice Picks.			Button's Genuine, per doz. prs. dis. 37, 40 p.c.			Scythe Snaths.			Transom Lifters.		
Star, per doz	3 00	3 25	Button's Imitation, per doz.	7 40	10 25	Canadian, dis. 33, to 35 p.c.			Payson's, dis. 25 per cent.		
Kettles.			German, per doz	60	2 60	Shears.			Traps.		
Brass spun, per lb	0 28	0 30	Plumbs and Levels			B. & W., japanned, dis. 75 per cent			Game, Newhouse, dis. 17, 20 per cent.		
Copper, " "	0 40	0 45	S. R. & L. Co., dis. 65 p.c.			B. & W. N. P., dis. 65 p.c.			Game, H. & N., or P.S. & W., discount 57, to 62, p.c.		
Enamelled Can. 50 p.c.			Poppers.			Seymour's dis. 60 p.c.			Mouse, per doz	0 35	1 50
American, 50 and 10, 60 and 5 per cent			Corn, square, per doz	1 35	2 00	Ætna, dis. 75 to 75 and 10 per cent.			Rat " "	2 00	4 50
Keys.			Pruning Shears.			Heinrich 60 per cent.			Trowels.		
Lock, Can, dis. 50 p.c.			Per doz	4 00	5 50	Sheaves.			Disston's, discount 10 p.c.		
Cabinet, Trunk, and Padlock, Am. per gross	1 60	4 75	Pulleys.			Sliding Door, per set	77	1 40	German, per doz	4 75	9 00
Knobs.			Hothouse, per doz	55	1 00	Shot.			Brade's " "	00	10 50
Door, japanned, and N.P., Can. list dis. 50 p.c.			Axle, " "	22	33	Canadian, dis. 7, per c.			S. & D., discount 35 p.c.		
Bronze, Berlin, per doz	2 75	3 25	Screw	27	1 00	Shovels and Spades.			Triers.		
Bronze, Gem, " "	6 00	9 00	Awning	35	2 50	Canadian, dis. 37, to 40 per cent.			Butter, per doz	6 25	9 00
Lava, " "	8 75	10 00	Pumps.			Sieves.			Trucks.		
Shutter, porcelain, F. & L screw, per gross	\$1 30	4 00	Rumsey, Cistern & Pitcher Spout, 55, 60 per c.			Wood Rim, black, p. doz	1 15	1 35	Warehouse, each	2 25	6 50
Ladles.			Punches.			" tinned, " "	1 35	1 60	Twines.		
Melting, per doz	1 70	4 50	Saddler's, per doz	1 00	1 85	Tin Rim, " "	2 30	2 45	Bag, per lb	0 12	0 20
Lemon Squeezers.			Conductors, " "	9 00	15 00	" black, " "	1 80	2 25	Wrappg, mott'd, pr. pack.	0 50	0 60
Porcelain lined, per doz	2 20	5 60	Tinner's solid, per set	72		Snaps.			cotton, per lb	0 18	0 20
Galvanized, " "	1 87	3 85	hollow, per inch	1 00		Harness, German, p. gro.	2 00	5 50	Mattress, per lb	0 33	0 45
King, wood, " "	2 75	2 50	Putty.			Acme, " "	3 00	5 00	Staging " "	0 27	0 35
glass, " "	4 00	4 50	Bladder, per 100 lbs	2 00	2 25	Lock, Andrew's " "	4 50	11 50	Broom " "	0 30	0 55
All glass, " "	1 20	1 30	Tins, lbs	2 50	2 75	Soldering Irons.			Binding, flax, per lb		
Lines.			Rail.			Per lb	0 30	0 32	" jute " "		
Fish, per gross	1 05	2 50	Barn Door, per foot	3	3 1/2	Wrought Spikes.			Vises.		
Chalk, " "	1 90	7 40	Sliding Door, " "	3 1/2	3 3/2	Discount, net list to 10 per cent.			Hand, per doz	4 00	6 00
Locks—Door.			Rakes.			Spoke Shaves.			Bench, parallel, each	2 00	4 50
Canadian, dis. per cent		50	Cast Steel and Malleable, Canadian list dis. 40 to 42, per cent.			Wood, English	1 80	5 00	Coach, each	6 00	7 00
Russell & Erwin, per doz	2 90	7 50	Razors.			Iron, American	1 35	2 35	Peter Wright's, per lb	0 12	0 13 1/2
Cabinet.			Boker's, per doz	7 50	11 00	Spoons and Forks.			Pipe, each	5 50	9 00
Eagle, dis. per cent	33 1/2		Wade & Butcher's " "	3 60	10 00	Sheffield Sterling.			Saw, per doz	6 50	13 00
Padlock.			Razor Stropps.			Tea Spoons, per gross	7 50	12 00	Washer Cutters.		
English and Am. per doz	50	6 00	Currier's, per doz	1 25	3 60	Dessert " "	21 00		Per doz	4 00	8 50
Scandinavian, " "	1 00	2 40	Rivets and Burrs.			Table " "	30 00	30 00	Well Wheels.		
Eagle, dis. per cent	15	1 17 1/2	Copper Rivets, dis. 40 to 42, p.c.			Dessert Forks, " "	24 00		Amer., per doz. 8, 10 & 12 in.	3 38	6 00
Mallets.			Iron " 40 per cent.			Medium " "	27 00		Wire.		
Tinsmiths', per doz	1 25	1 50	Burrs, Iron, 30, 33, per c.			Table " "	36 00		Market, bright and annealed, Nos. 1 to 16, 5 per cent. advance on list from stock.		
Carpt'rs', hickory " "	1 25	3 75	Rivet Sets.			Squares.			Market, oiled, coppered, 5 p.c. advance.		
Lignum Vita, " "	3 85	5 00	Canadian, dis. 30, 35 per c.			Iron, per doz	1 65	2 90	Market, tinned per lb	0 04 1/2	0 08
Caulking, each	1 60	2 00	Sisal, per lb	12	12 1/2	Steel, dis. 75 p.c.			Galvanized Fence, 5 per cent. advance on list.		
Mattocks.			Manilla, " No. 1	14 1/2	15	Try and bevel, dis. 50 to 52, per cent.			Tinned Broom, from 19 to 22 gauge, per lb.	0 07	0 07 1/2
Canadian, per doz	8 50	10 00	" No. 2	18 1/2		Staples.			Malin's Wire on spools, dis. 30 to 35 per cent.		
Meat Cutter.			Cotton, " "	22	25	Fence, galvanized, per lb	5	5 1/2	Clothes Line, galv., p. 100ft	0 25	0 55
Enterprise, dis. per cent	20	25	Deep Sea, " "	15	16	Wrought Iron, dis. 75, 75 and 10 per cent.			Barbed Wire.		
Dixon's, each	1 60	2 00	Rules.			Stocks and Dies, Amer. dis. 25 per cent.			Galv. steel barb fencing	0 51	0 05 1/2
Woodruff's " "	1 10	1 70	Boxwood, dis. 75 & 10 & 5 80 per cent.			Stone.			Ditto Glidden 2 point	0 05 1/2	0 06
Hale's, " "	1 05	1 50	Ivory, dis. 40, 40 & 5 per cent.			Washita, per lb	0 15	50	Galv. Steel plain twist		0 05
Hume, " "	13 00	16 00	Sad Irons.			Hindostan, per lb	0 06		Galvanized Barb, "Lyman," 2 to 4 points	0 05	0 05 1/2
Mining Knives.			Mrs. Potts, per set	0 95		Slips, per lb	9		Terms, 60 days or 2 per cent off for cash—10 days.		
American, per doz	42	2 35	N. P.	1 25		Labrador, per lb	0 13		Wire Cloth.		
Molasses Gates.			Sand and Emery Paper.			Axe, " "	0 15		Ordinary, discount 25 p.c.		
Stebbin's Patent, dis. per cent, 65 to 70 per cent.			B. & A. sand, dis. 25, 30 p.c.			Turkey " "	0 50		Painted Screen, p. 100 sq ft	2 25	2 5
Nails.			Emery, per quire	55	90	Arkansas " "	1 50		Wrenches.		
Cut, 3 in. and upwards per keg	2 60		Sash Cord.			Water-of-Ayr " "	0 10		Agricultural, dis. 70.		
Car lots	2 55		Per lb	22	50	Scythe, per gross	3 50	5 00	Standard, dis. 60, 60 & 10 p.c.		
Brads & Moulding Nails, discount 55 to 60 per cent.			Sash Locks.			Grind, per ton	15 00	18 00	Coe's Gen'l, dis. 40, 45 p.c.		
Wire Nails, 60 to 65 per cent.			Triumph and Morris, dis. 37, 40 per cent.			Stove Polish.			Diamond, dis. 33, 35 p.c.		
Nail Pullers.			Kempbell's dis. 40, 62, per cent.			Per gross	1 80	7 50	Tower's Engineer, each	2 00	3 00
German & American	1 85	3 50	Canadian, dis. 45, 50 p.c.			M.L.S., per gross	2 50		G. & K's Pipe " "	5 80	7 50
Nail Sets.			Sash Weights.	2 1/2	3 00	Jacoby " "	5 00		Burrell's " each		6 00
Square, round and octa-			Sectional, per lb			Mirror Black Lead, per gr.	2 00		Pocket, per doz	1 25	2 00
gon	3 38	4 00	Sausage Stuffers.	1 00	3 00	Jos. Dixon's, bulk, per lb.	0 07		Wringers		
Diamond	12 00	15 00	Each			Dixon's Plumb. " "	0 15		Each	3 25	5 50
Oil.			Saws.			M.L.S. Paste, per gross	9 00				
Canada Refined Oil (Toronto)	0 14 1/2		Hand, Disston's, dis. 10 p.c.			Nicholson's, per doz	1 00	1 25			
Carbon Safety " "	0 17 1/2		S. & D., dis. 35 to 40 per cent.			Tacks, Brads, etc.					
Canada W.W. " "	0 20		Cross-Cut, Disston's, per ft. 35 to 55.			Cut, Carpet, gimp, blue, dis. 35 p.c.					
American W.W. " "	0 25		S. & D., dis. 25 to 35 per cent.			" tinned, dis. 45 p.c.					
Castor " per lb	0 11 1/2	0 12	Hack, complete, each	1 75	2 75	Swedes iron, blue or tinned, dis. 42, p.c.					
S. R. Seal " per gal	0 63	0 65	" frames only		75	Upholsterers' dis. 42, p.c.					
Oilers.			Saw Sets.			Copper Tacks and Nails, dis. 35 p.c.					
McClary's Galvan. Iron			Per doz	1 65	9 00	Trunk and Clout Nails, " 40 p.c.					
Oil Can, with Pump,			Scales.			atent Brads, dis. 40 p.c.					
per doz	19	50	Canadian List, dis. 40 p.c.			Finishing Nails, dis. 35 p.c.					
Zinc and Tin, dis. 50, 50 and 10.											
Copper, per doz	1 25	3 50									
Brass, " "	1 50	3 50									
Malleable, dis. 25 per ct.											
Pails.											
Galvanized, per doz	2 00	3 50									

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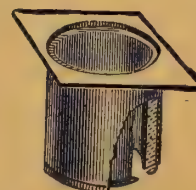
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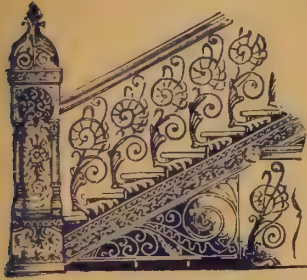
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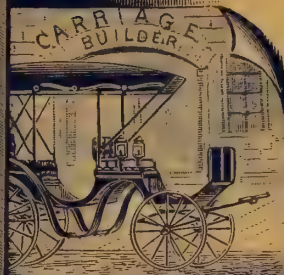


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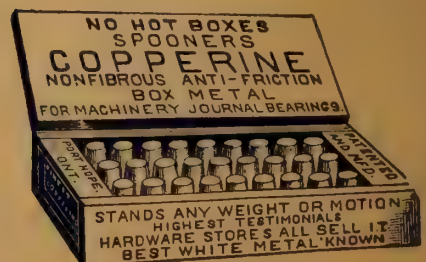
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No. 41

VIEWS OF OUR MINERAL WEALTH.

In response to invitations from both the Dominion and Ontario Governments, the members of the British Iron and Steel Institute, now making a tour through the iron fields of the United States, will visit this country in the last week of the present month. It is auspicious for the development of our mineral wealth, that the attention of so important an association has been called to the natural deposits of that wealth, and that this attention has been sought and formally solicited by the governments of this country and this province respectively. Our iron talent, which we have so persistently kept buried in the ground, now stands some chance of being unearthed, if this co-operation of great political, with great industrial and financial interest be the means of inaugurating a policy to develop our mines and the industries of which the germ lies latent in the mines. One great natural land resource of wealth, our forests, has received almost the monopoly of economic development from our federal and provincial governments, until that resource is showing signs of exhaustion. The fact that its frontiers are shrinking far away from the line of general settlement is perhaps the chief circumstance that was needed, along with the discovery of mineral riches, to bring the latter into recognition as an immediately available national asset. That it was not immediately available was the only drawback that was ever alleged against it. It had no intrinsic depreciating property, its extent and its quality were long ago conceded. The only reason that was ever urged as a ground for national and provincial neglect was mistrust in the prematurity, the almost precociousness, of a country so backward in population and capital, undertaking to develop

industries that involved so much financial and productive energy.

Such an excuse for a laissez faire policy with reference to our mineral wealth would only tend to perpetuate the conditions that were advanced as hindrances. The real hindrance would be governmental inaction. The first thing to learn would be was there a demand for our ore. The demand being discovered, the next thing would be the contriving of a policy that would make it worth while for outside capital to come in. A great deal in the way of inducement has already been done. We have an excellent distributive system in our transcontinental railway and its tributaries, we have the admission duty free of mining machinery, and the concession of a bonus for the production of pig iron. But the development of our iron mines will have to be given the same chance as has that of the mines of the United States; it must be protected from the depressing influence which is the effect of free admission of external production. Once we had adequate protection we should soon be in a position to produce our own pig iron and steel and we should soon be competitors in the markets of the world with the iron producing nations.

The visitors we expect this month may do a great service to the cause of our mineral development. They are the men to say what there is in our mines, and to judge the natural economic conditions upon which the working of and manufacturing from them are dependent. We hope their verdict will be encouraging to the government to give some guarantee to capital, that its investment in the opening of mines and furnaces may not appear so hazardous as it does in the face of the present unrestricted importation.

The other morning at 3 o'clock fire broke out in the general store of Lowe & Co., Fargo, and in a short time the entire store and contents vanished in smoke.

THE TRAVELLER'S MOULDING INFLUENCE.

There is but one existing agency which has in itself the possibility to become a power equal to and co-ordinate with the trade press. It is that great arm of commercial service, the travelling department. In it lies the germ, already somewhat developed, of a usefulness not foreseen in the mission to which the traveller was called. The traveller came to facilitate business between wholesaler and retailer. He came when the field of trade had become enlarged, and the shares in it had grown more numerous. When the retailer had more wholesale sources of supply to choose from, when he need not return to any house for re-stocking, the circumstances which invoked the traveller were at work. The mountain was becoming less likely to go to Mahomet, and so Mahomet went to the mountain. In the traveller the wholesale establishment became portable and ubiquitous, instead of stationary and indivisible. Now it is, virtually, wherever one of its travellers is. The original Mahomet has multiplied himself. The primary function of the traveller was to make trade, and he made it. Through his mediation there has been an increase of wants that the voluntary movement of retail trade, with no pressure from the source of supply, would not have produced for perhaps a score of years yet. He who increases the wants of a people is an influential minister of trade. Commercial travellers have done nearly as much to increase the wants of the people, as the increase in internal production has done.

But there is another modern condition of trade in which the impress of the travellers' handiwork may be traced. It is the assimilation of trade methods. Travellers are contributing their quota to this effect, which is now in course of attainment. It is in this

work that the salesmen of the road may be considered the allies of the trade press. Like the latter medium the travelling fraternity is a diffuser of ideas and a circulator of late intelligence to and from these seats of distribution. Ideals may differ with different men. Among a hundred men there may be fifty or even a hundred distinct conceptions of beauty, music, tint, etc., and even such clearly apprehended things as justice, patriotism, etc., etc., may be questions of argument with some men. But after all, there is but one test of perfection or worth of any kind, and that is truth. To harmonize the different conceptions of business rectitude, policy, or method, there must be investigation constantly at work upon these conceptions to extract from them what is essential to a general ideal. The men who have the best chance of doing the observing which is necessary for this induction are undoubtedly our travelling salesmen. What each studious traveller observes, rejects, and selects, if multiplied by the number which represents how many travellers there are, would leave a vast residuum of practical business wisdom in the minds of those who sell from samples. They see stores, their faults and excellences, they observe methods, their errors and advantages, they know men, their shortcomings and strong points; above all, they are much and intimately acquainted with the complex subject from which observations have to be taken to get at the particular applications of truth that we call business principles. Their opportunities should soon make our travelling salesmen an itinerant faculty, a circulating college of business teachers.

But not all travellers are observers. Some, good observers though poor conductors, learn a great deal about business but never teach anything. It is the few who really aid to make our retailers better businessmen, the few who give the advantages of their own observation to their customers. If there were more who did, there would be less eccentricity in trade to-day, for undoubtedly the travellers' power to affect trade in this respect is enormous. Too much are some travellers prone to make use of their wide knowledge of the imprudent tendencies most common among business men, for their own very temporary advantage. An incautious retailer may be led to overstock, and it is seldom there is any one so capable of warning him as is the traveller. In the case of this fault the traveller is very frequently a tempter towards the path of error, instead of a counsellor in the way of wisdom.

STOVES AND COOKING IN DIFFERENT LANDS.

The National museum, says an exchange, has cooking utensils of every nation and every tribe, and therein may be seen how women wash and iron, boil and bake, stew and steam all the world over, says a correspondent. A picture of a Samoan kitchen has just been received, and there are complete outfits of Japanese and Chinese houses, with the models of women working away within them. The Samoan range is a hole in the ground, and the cooking is done with red-hot stones. When the people want a feast they dig a hole as big as a cider barrel, fill it full of wood and cover it with stones. They light the wood, and when the stones are red-hot they pull them off to one side and clean out the whole. They then put a layer of the hot stones in the bottom of it, and upon this layer bananas, chickens, and vegetables wrapped in leaves are laid. Another layer of red-hot stones is put on top, and in this another layer of eatables, and so on until the hole is filled. Upon the top a fire is built, and the whole steams and cooks away until the lightly dressed Samoan lady pronounces the dinner cooked. It is said to be a feast for a king.

The Alaskans also cook with hot stones, and there are boiling and baking baskets in the museum brought from the Esquimaux. The boiling baskets are, of course, waterproof, and the water is heated by dropping red-hot stones into them. They are of about the size of a peck measure and are as beautiful as any fancy work-basket you will find in the United States. The baking-baskets are a little larger. The food is put into them and is roasted by hot stones being rolled over them. The shaking of the basket keeps it from burning, and the people get fat upon such food. Among some of the tribes a small cast-iron stove has been lately introduced. It stands in the center of the room, and the fuel is often made of seal oil. The chief food is fish and the kindling is grass. The women are the wood-cutters of the family, but they are the washer-women only so far as their own clothes are concerned. Every man in Alaska washes his own clothes, and ironing is practically unknown.

The Japanese kitchen is always supplied with running water, and the cooking-stove shown in the museum would be laughed at by an American housewife. They are little affairs about two feet square, and the average stove cooks but one dish at a time. They are heated with charcoal and in both Japan and China a great deal of cooking is done with little round balls made of coal dust mixed with mud. The Chinese and the Koreans do a great deal of their cooking on kangas. The kang is an immense oven-like ledge built in one side of the house, upon which the family sleeps during a cold night, and in holes in which the cooking is done by day. I once stopped in a Chinese inn and

took a notion to go into the kitchen where my meal was being cooked. I found twenty dirty Tartars sleeping on one end of the stove, and though the mutton was sizzling away over the open fire, my appetite rapidly disappeared at the sight. The Burmese cooking stove is a box filled with ashes in which a fire is made and the food is cooked upon the coals.

A COMMENDABLE ENTERPRISE.

For some time past there has been more or less talk in the Pittsburg district, relative to a scheme by which the window glass manufacturers were to establish a training school where apprentices could be taught the "art and mystery" of blowing window glass. This of course would necessitate something of a conflict with a trade organization, which, although it has made some blunders of the largest size, has an acknowledged standing. A more commendable project is that by which the Pennsylvania Museum, and the school of Industrial Art at Philadelphia, will, with the aid of the United States Pottery Association open a special school in which the art of pottery making will be scientifically taught. An extended account of the enterprise states that for several years past the members of the association have been convinced that there have not been afforded the proper facilities in this country for such education in this art. Several of them, Homer Laughlin, of East Liverpool; Hon. J. Hart Brewer, of Trenton, and D. F. Haynes, of Baltimore, have lately made a systematic inquiry in the industrial schools of the country with a view of finding the one best adapted for the establishment of a school of pottery. About three weeks ago the directors of the association held a special meeting and selected the Pennsylvania Museum and School of Industrial Art as the most suitable institution in which the special school could be founded.

Nearly all the arrangements have been made for the founding of the new school. The association intends to lay a small assessment, probably \$10, on every kiln in the country. There are about 300 kilns, and the total amount of the assessments will be \$3,000. This sum, it is thought, will pay for all the appliances needed in the new school, and for the investigations of an expert chemist into clay material. It is admitted that the art of pottery making in this country has not been developed, and the new school is intended to educate pupils in all phases of the art.—American Manufacturer.

Ault's store at Aultsville, was broken into last Wednesday night and the burglars carried away a silver watch, two rolled plate watches, two revolvers, and three or four blue and gray flannel shirts, brooches, scarf pins, cuff buttons, etc.

CAVERHILL, LEARMONT & CO'Y,

AMERICAN MEAT CUTTERS.

"ENTERPRISE" AND "PERFECTION"
ALL NUMBERS IN STOCK.

✉ Write for Prices, as we
are Headquarters.

MONTREAL.

THE METAL SCHEDULE IN THE TARIFF BILL.

The following is a list of duties compiled by the American Artisan, finally agreed upon by the conference committee as applying to metal, iron and steel. The first figures are the duties presented by the McKinley bill, and the last are the old rates, per cent of ad valorem :—

Iron ore containing not more than 3 1-2 per cent. copper, 75c. a ton ; ore containing 25 per cent or more of sulphur free, except on the copper it contains ; no deduction to be made from weight of ore on account of moisture (new provision).

Ferro manganese and ferro silicon iron in pigs, 3-10 cent a pound (new provision).

Round and square iron not less than 3/4 inch cross section, 9-10 cent a pound ; 1 cent.

Flat iron less than 1 inch wide and 3/8 inch thick, round iron not less than 7-16 inch in diameter, and square iron less than 3/4 inch, 1 cent a pound ; 1 1-10 cents.

Round iron less than 7-16 inch rolled iron shape, 1 1-10 cents ; 1 2-10 cents.

Structural iron, 9-10 cent ; 1 4-10 cents.

Plate iron or steel not thinner than No. 10, valued at less than 13 cents a pound. 1/2 to 3 1/2 cents a pound ; above 13 cents, 45 per

cent ; old law, 1 1/4 cents if iron ; 45 per cent steel.

Forgings of iron or steel not specially provided for, 2 3-10 cents, but shall not pay less than 45 per cent ; 2 1/2 cents.

Band or scroll iron, valued at 3 cents a pound or less, 8 inches wide or less, 1 to 1 3-10 cents a pound, according to thickness ; 1 to 1 4-10 cents.

Hoops or ties, manufactured, 2-10 cent additional ; 1 1-10 cents if iron ; if of steel, 45 per cent.

Railway bars, 6-10 cent a pound ; old rates varied from 7-10 cent a pound to \$17 a ton.

The duty on tin-plate goes into effect July 1, 1891 ; 2 2-10 cents a pound on manufacturers of which tin is a part, 55 per cent. It is provided that if on Oct. 1, 1897, the amount of plates manufactured in the United States does not equal for the preceding year one-third the importations, then the duty shall cease. The old rate was 1 4-10 cents.

Steel ingot billets, saw plates, etc., 4-10 to 7 cents a pound, according to value ; old law, 45 per cent. on all valued at less than 4 cents a pound ; from 2 to 3 1/4 cents a pound on higher values.

Wire, smaller than No. 10 gauge, 1 1/4 to 3 cents a pound ; 1 1/2 to 3 cents.

No article manufactured wholly or in part of tin-plate, or hoop, bound or scroll iron or steel, shall pay a less duty than the material of which it is composed (new provision).

Forgings of iron or steel or both combined, 1 8-10 cents a pound : 2 cents.

Axles, 2 cents ; 2 1/2 cents. When fitted in the wheels they shall pay the same duty as the wheels.

Heavy tools, 2 1/4 cents ; 2 1/2 cents.

Boiler tubes, etc., 2 1/2 cents ; 2 1/4 and 3 cents.

Bolts, hinges, etc., 2 1/4 cents ; 2 1/2 cents.

Steel card cloth, 50 cents a square foot ; all others 25 cents ; 45 and 25 per cent.

Cast iron pipe 9-10 cent a pound ; 1 cent.

Cast-iron vessels, 1 2-10 cents ; 1 4-10 cents.

Castings, malleable iron, 2 3-4 cents ; 2 cents.

Chains, 1 6-10 to 2 1-2 cents ; 1 3-4 cents to 2 1-2 cents ; no chain to pay less than 45 per cent.

Pen-knives and erasers, 12 cents to \$2 a dozen and 50 per cent ; old law, 50 per cent.

Razors, \$1 to \$1.75 a dozen and 30 per cent. all other knives, 10 cents to \$5 a dozen and 30 per cent ; 35 per cent.

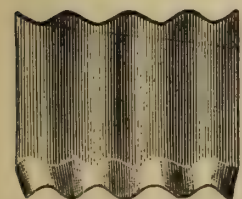
Files, etc., 35 cents to \$2 a dozen ; \$1.50 to \$2.50.

CORRUGATED STEEL FASTENERS.

A Perfect, Secure Joint!

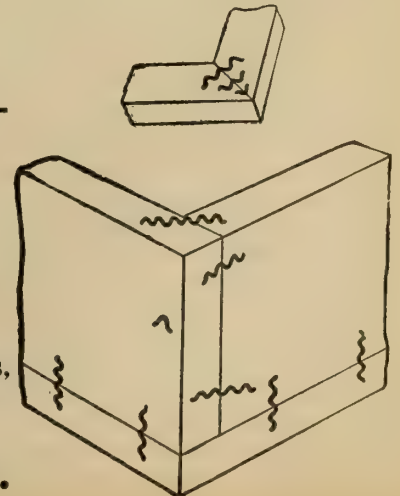
NO GLUE, NO SCREWS, INEXPENSIVE.

All Manufacturers of Wood-work are interested in this Invention.



Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.

THE ONTARIO TACK CO., Hamilton, Ont.



FERGUSSON, ALEXANDER & CO.,

MANUFACTURERS OF

THE ELEPHANT BRAND

**LEADS, COLORS, VARNISHES, JAPANS
AND READY MIXED PAINTS.**

PAINT WORKS AND OFFICES : 22 College St.,
VARNISH WORKS : St. Gabriel Locks.

MONTREAL, and Glasgow, Scotland.

FULL STOCK !

QUICK SHIPMENT !

Shotguns, \$1 to \$6 each and 25 per cent.;
35 per cent.

Revolvers, 40 cents to \$1 and 35 per cent.;
35 per cent.

Iron and steel articles, glazed with vitreous
glasses, 45 and 50 per cent. (new provision.)

Cut nails and spikes, 1 cent a pound; 1 1/4
cents.

Wire nails 2 and 4 cents; 4 cents.

Spikes, horseshoes, etc., 1 8-10 cents; 2
cents.

Cut tacks, 2 1/4 to 2 3/4 cents; 2 1/2 and 3
cents.

Plates, engraved or lithographed, for
printing, 25 per cent. (new provision.)

Railway splice bars, 1 cent; 1 1/4 cents.

Wood-screws, 5 to 14 cents a pound; 6 to
14 cents.

Ingots and blooms for wheels, 1 1/4 cents;
2 cents.

Aluminum, crude or alloy, 25 cents a
pound; free.

Bronze powder, 12 cents; 15 per cent.

Aluminum in leaf, 8 cents a package; 10
per cent.

Copper ore, 1/2 cent; 2 1/2 cents.

Old copper, 1 cent; 3 cents.

Coarse copper and cement, 1 cent; 3 1/2
cents.

Pig copper, etc., 1 1/4 cents; 4 cents.

Free copper for the United States mint is
omitted in the new law.

Bullion and metal thread, 30 per cent; 25
per cent.

Gold leaf, \$2 a package; \$1.50.

All ores containing lead, 1 1/2 cents a pound
on the lead (new provision).

Sheet lead and shot, 2 1/2 cents; 3 cents.

Mica, 35 per cent; free.

Nickel oxide or alloy, 10 cents; 15 cents.

Gold pens, 35 per cent; 12 cents a gross.

Quicksilver, 10 cents a pound; 10 per
cent.

Type metal, 1 1/2 cents a pound for lead
contained; 20 per cent.

Block tin, 4 cents; free unless product of
tin mines in the United States in any year
prior to July 1, 1895, shall have exceeded
5,000 tons; then it shall come in free.

Chronometers, 10 per cent; 25 per cent.

Pig zinc, 1 1/4 cents a pound; 1 1/2 cents.

Manufacturers of metal, including alum-
inum (new provision), not otherwise provided
for, 45 per cent; 40 per cent.

"SNAP" ADVERTISING SCHEMES.

There is probably no branch of business
so little understood by business men gener-
ally, and there is certainly nothing so essen-
tial to success in any mercantile or manu-
facturing enterprise, as advertising. The
most successful men in both advertise in
newspapers; and no one who has any fore-
sight or experience would think of not using
newspapers first, and other mediums only
as an adjunct.

No field is so thoroughly worked and
so much ingenuity displayed to induce peo-
ple to invest money as in these numerous
schemes which are generally of but little
benefit and often worthless. Thousands of
dollars are annually expended in this way
and people will patronize them, paying ex-
orbitant prices for some transient benefit;
people who would refuse to pay the same
money for a standing advertisement in a
local newspaper.

This class of people is the first to com-
plain bitterly when outside parties who un-
derstand their business, open in their midst
and take away their patrons by liberal news-
paper advertising. They censure the news-
papers because they carry these advertise-
ments for strangers, and they seem to forget
that the press has any power until it is de-
monstrated to their disadvantage, when they
invoke its influence to correct the very evils
they are directly responsible for. Nothing
delights wide-awake, energetic advertisers

so much as to get into a locality where those
in business are too penurious or indifferent
to make use of the newspapers, and when
they do, there are both profit and amuse-
ment in store for them.

There is no safeguard like a local news-
paper. Nothing can do more to keep up a
town and help business; and merchants,
above all, should give them the preference.
Yet frequently the only return the papers
get for their enterprise is depreciation from
those whom they have benefitted both di-
rectly and indirectly. As long as this is the
case newspapers will be prone to welcome
newcomers in the field, even if their visits
are brief.—Harrisburg (Pa.) Call.

SAMPLE ITEM FROM THE NEWSPAPERS OF FIFTY YEARS HENCE.

Considerable anxiety prevails over the
non-arrival of the steamship "Electric Im-
pulse" which left Liverpool for this port 47
hours ago. She is now 19 minutes over due.
Her owners say, however, she is a slow boat;
and it may be possible that she was detained
at Cable Station No. 10, in mid-ocean, where
the African mails for America are trans-
ferred from the boats enroute to Greenland.
She was last reported from Ocean Station
No. 6. Her electric motors, of which she
has 20, are of 10,000 horse-power each, and
are of old pattern. This boat, as slow as she
is, is a wonder compared with the slow craft
that ploughed the ocean 50 years ago, when
steam was the motive power. The only part
electricity played on steamers in those days
was to light the boat, and the lamps gave a
very feeble light as compared with the pre-
sent system.—Electric Age.

Every line of goods embodies a history and a
science worth years of study to understand.

Goods conveniently located save time, money
and temper in showing.

Work can always be found in a store without
double-million microscope

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.



DEAD SHOT F. G.



DEAD SHOT F. F. G.

GUNPOWDER. "American Dead Shot." TRY IT.



The Stacey Hardware and Manufacturing Company has been organized in St. Thomas.

Cyrus Moore placed an obstruction in a machine in the Gananoque hinge factory, and injuries followed. Moore's act was told, and several lads were arrested, but when it was found that the penitentiary was the penalty, the charge was not pressed. The lads were whipped in vigorous fashion.

Cragg Bros. & Co., Halifax, are sending out a handsomely illustrated catalogue of the house furnishing hardware, cutlery, etc., kept in stock by them.

Messrs. Gowdy and Reid, travellers for Muckleston & Co., Kingston, were attacked by a 250 pound black bear near Verona, last week. They succeeded in killing the brute.

Mr. W. B. Dalton, of Kingston, had an interview with the Commissioner of customs on Wednesday in reference to the proper valuation for duty of certain classes of hardware.

The corner stone of a Presbyterian Church at Grand Pre, N. S., was laid last week. A church bell will, no doubt, be wanted there, and there is a chance for our Nova Scotia friends to make a sale.

Mr. Alf. Barron, who has been three years with Bowman, Kennedy & Company, of London, is about leaving for Detroit, where he has secured a position in one of the largest wholesale hardware houses in the State.

The fire brigade were called out between eight and nine o'clock on Friday morning for a small blaze in the cellar of Mr. Herman Young's hardware store, on Bridge street, Quebec, caused by spontaneous combustion of a barrel of paint oil. A clerk,

who was near by at the time, had his hands slightly burned. The damage will amount to six or seven hundred dollars, which is fully covered by insurance.

Mr. Eli Snyder, carpenter, Toronto, formerly of Guelph, has secured a patent for his "Improved Metal Stovepipe collar." It is an ingenious device, which does away with discoloration of the walls by the accumulation of soot and moisture around the stovepipe.

These companies have been incorporated under the Ontario Joint Stock Act:—The Kerr Engine Company (Limited), capital \$100,000 in 4,000 shares of \$25 each. The Ontario Telephone Company (Limited), capital \$50,000, in 2,000 shares of \$25 each. Hendrie & Company (Limited), capital \$300,000 in 3,000 shares of \$100 each. The Kerr Engine Company will be located at Walkerville, the Ontario Telephone at Peterboro, and Messrs. Hendrie & Company at Hamilton.

That story of the drummer bluffing his customers into a magnified idea of his importance, and standing by lighting his cigars with ten dollar bills, the ends of which were redeemed on presentation at the Treasury, recalls that drummer of a New York house who by means of a friend used to get his five dollar notes before they were cut. He would go into a store, pull out a long tape, hold one end and let the other fall, then asking for a pair of scissors, cut one off, and tender it in payment. The dealer would very seldom accept it, and then there was fun—and advertising.—Ex.

A party of gentlemen, in Kingston, interested in the business of mining, arrived on Tuesday, from the United States, and left on Wednesday morning for a trip which will last two weeks. Their names are; Messrs. Ball, Boston; Siebert Flower, New York, and B. W. Folger, of this city. They left in the K. & P. railroad palace coach "King-

ston," and went to Renfrew. They intend to inspect a number of iron mines before they return. From Renfrew they will go to Sudbury to look over a copper mine. From there they will go to Sault. Ste. Marie, and afterwards will visit Gun-Flint-Lake mines.

HOW TO STRENGTHEN ROPES

It has been suggested by a French exchange that, in order to insure greater strength and more safety in ropes used for scaffolding purposes, particularly in localities where the atmosphere is destructive of hemp fibre, such ropes should be dipped, when dry, into a bath containing twenty grains of sulphate litre of water, and kept in soak in this solution some four days, afterward being dried; the ropes will thus have absorbed a certain quantity of sulphate of copper, which will preserve them for some time, both from the attacks of animal parasites and from rot. The copper salt may be fixed in the fibres by a coating of tar or by soapy water, and in order to do this it may be passed through a bath of boiled tar, hot, drawing it through a thimble to press back the excess of tar, and suspending it afterward on a staging to dry and harden. In a second method the rope is soaked in a solution of 100 grammes of soap per litre of water. The copper soap thus formed in the fibre of the rope is stated to preserve it even better than tar is capable of doing, which acts mechanically to imprison the sulphate of copper, which is the real preservative in the case.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

SITUATION WANTED.

IN HARDWARE STORE OR AS TRAVELLER—eight years' experience; testimonials. Address HARDWARE, Box 461, Galt, Ont. 36

WANTED—By a young man, position as hardware clerk, two years' experience, best of reference. Apply 172 Spadina Avenue, Toronto.

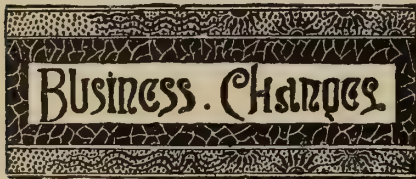
J. W. PATERSON & BRO.,

TORONTO AND MONTREAL.

MANUFACTURERS AND IMPORTERS.

Roofing Material, Building Paper, Plaster, Cement, etc.

IMPORTANT NOTICE.---We have almost completed the enlargement of our Roofing Pitch Works, and we hope now to be able to promptly fill all orders entrusted to us.



ONTARIO.

Hensall—McDonell & Waugh, hardware, dissolved, J. E. McDonell continues.

Sarnia—Lowrie, Joseph, blacksmith and wagon maker, called meeting of creditors.

Toronto—Guy, W. J., plumber, assigned to Campbell & May, Toronto.

Woodstock—McBean, A., hardware, sold out to Gardner & Falls.

QUEBEC.

Montreal—Warminton, R. & W., W. & R., tins, dissolved.

NOVA SCOTIA.

Truro—Forbes, A. & Co., tinsmiths, assigned.

THE NICKEL SUPPLY SCARE.

There is something surprising in the passage of the resolution to authorize the purchase of nickel ore and nickel matte to the value of \$1,000,000, at the discretion of the Secretary of the Navy. This nickel is to be used in the manufacture of nickel steel for armor. Somebody has evidently frightened the authorities into the belief that unless our Government promptly jumps into the market, the supply of that metal will not suffice to impart to our armor steel the qualities which are claimed for the addition of a small quantity of nickel. Those who are connected with the greatest nickel producer in the world, the Canadian Copper Company, could certainly not have been the alarmists, since they are on record as to their capacity to supply at a profit the world's requirements at 25 cents a pound. Confessedly their chief concern has been to extend the market. The excellent results obtained with the alloy in armor plate must be very gratifying to them, but as a matter of tonnage the whole armor plate business is very trifling indeed. Even now it is a question whether the nickel steel is worth

the additional cost, plus the royalty of 2 cents per pound. To the nickel producer the results are chiefly of greatest importance as opening up the prospect that nickel steel may be used for commercial purposes. Possibly representations have been made to the Secretary that the rush for nickel steel for those purposes will endanger the supply for the Government. If that is the case the Secretary will not be called upon to exercise his discretionary powers of purchase at once. He may rest assured that boiler and ship plate consumers will require a great deal more evidence as to the value of the alloy before they use it to any extent. It is true that James Riley, of the Steel Company of Scotland, one of the foremost authorities, has published an excellent paper on the subject. Still, the process of education is a slow one.

If the Sudbury deposits at all approach the magnitude claimed for them, and we accept the authority of such men as Dr. Peters without a question, then production of the metal can readily keep pace with the supply. It seems to us that the scare has in it the elements of the ludicrous. Even if nickel were worth a dollar a pound, which it is not now, 1,000,000 pounds would suffice for 12,000 to 15,000 tons of armor, the nickel steel used carrying about $3\frac{1}{2}$ to 4 per cent. Now, such a tonnage of armor plate will not be made in this country for some time to come. It is somewhat absurd, therefore, to claim that there is danger of short supply. The wild stories of Krupp's ambition to control the Canadian nickel deposits and the longing of the Schneiders, of Creusot, for the same may well be dismissed. The many industries which utilize nickel in one or another form may therefore rest easy. The demand for armor plate containing $3\frac{1}{2}$ per cent. of the metal is not likely to create a famine.—Iron Age.

Advertisements should be attractive. First, captivate the eye. The eye is the sentinel of the will. Captivate the sentinel, and you captivate the will. The feet follow the eyes. It is the untiring, unremitted, everlasting, never take-no-for-an-answer appeal to the eyes of the people that brings trade.—Exchange.

Restore goods to their proper places as soon after using as possible.

GOLDIE & McCULLOCH'S SAFES

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DEALERS SHOULD BE POSTED ON PRICES.

It is a somewhat singular coincidence that almost simultaneously should be printed in a Chicago daily and in the columns of a weekly journal published in the interior of Missouri, complaints, alleged to emanate from dealers, of recent advances in the market values of some lines of hardware and kindred goods.

These remonstrances, if such they may be called, are peculiar in that they expose what one would suppose average dealers would prefer to keep to themselves, namely, their ignorance of fluctuating values of goods that form at least a considerable part of the stock of general merchandise in which they deal. Perhaps the latter complaint may best serve the purpose of present illustration. As published, the story is to the effect that a hardware dealer in one of the interior counties of Missouri, who is also a tin roofer, lately entered into competition, with others, for a contract to roof a new public building. When the proposals were opened, his bid was found to be much lower than that of his competitors and the contract was awarded him. His own stock of material being insufficient, he was obliged to order in St. Louis, and then he discovered, to his amazement, that prices had so greatly advanced since his last purchases, early in the summer, that the net cost of the material would exceed the entire sum he was to receive for the work he had undertaken. His bid had been based upon July prices, it seems, and not keeping track of the rising market, through perusal of the trade papers, or otherwise, his loss is solely attributable to his own negligence in that regard, although in his published complaint he censures the tariff bill, and the importers and the jobbers as responsible for the enhanced prices. His competitors for the roofing contract, however, seem to have kept themselves better informed regarding the tendency towards a higher level in prices, and hence avoided the mistake of contracting to put on a tin roof for a less sum than the material would now cost at first hands.

The case that furnishes the basis for the Chicago publication is reported by an Iowa dealer who having delayed purchase of Fall stock until now, because he had carried over some goods from last season, complains that higher prices are now asked him for certain lines of new goods than he has but lately been charging, at retail, for the remnant of his old stock of similar wares. The paper publishing the complaint, immediately assuming that such a condition of affairs was due to a sudden and unwarrantable advance in values, instead of being solely attributable to the negligence of the complaining dealer in not keeping posted on prices, immediately caused leading jobbing houses in Chicago to be interviewed regarding the rise in values. This inquiry resulted in establishing what the market reports of the trade pa-

pers had for weeks past already shown, that the advance complained of was rather gradual than sudden, and not extraordinarily large. To those who have followed the course of the markets, the upward tendency was long since apparent and commented upon. The enhanced cost of raw materials had not in many cases been followed by an advance in finished products and such a readjustment of values on a higher level was inevitable. The Chicago houses interviewed explained that the enhancing values were not yet general, but largely confined to lines in which prices had been confessedly too low; some of them for two years past. But all this, it is added, was or ought to have been within the knowledge of the trade during the past three months.

In the last statement is found the essence of the matter. Those who were in a position to be informed, ought to have been informed of the upward tendency of the market. It has been published from week to week with other advices of trade happenings and prospects. Only those who neglect to avail themselves of the sources of trade information open to all dealers can now plead ignorance of the state of the market and ruling prices from time to time; and complaints based upon such negligence or lack of good judgment solely, are neither tenable or creditable to the intelligence of those who make them. It may also be added for the benefit of the latter class, that even now prices are not guaranteed for any length of time. Buyers are offered such goods as can be made and forwarded soon at the lowest market rates, but prices of wares ordered for future delivery must depend on cost of material and labor and the general course of the market. —Stoves and Hardware Reporter.

AN ELECTRIC PROCESS FOR MAKING WROUGHT IRON.

A process of making wrought iron from pig metal without puddling is one of the discoveries made by Dr. Emmens, of Greensburg, near this city. The doctor accomplishes his object with the aid of electricity. He takes a vat which is filled with a chemical solution and a number of thin sheet iron plates. Then the pig iron is also placed in the vat, after which the pig iron and the sheet iron are connected with a dynamo. The current generated by the dynamo is said to have the effect of causing the pure iron to be separated from the impurities in the pig iron and form a deposit on the sheet iron plates.

The quality of this wrought iron is stated to be superior to that of the best Swedish metal. It can be bent, rolled or twisted into any shape, while cold. Dr. Emmens says that he can take a horse shoe nail of this iron, fasten the head in a vice and twist it into an almost perfect screw without breaking. —Pittsburg Correspondence of the N.Y. Electrical Engineer.

DEPARTMENT STORES.

From a dealer we have received the following emphatic protest against the practice of department stores especially, as they interfere with business. Our correspondent also indicates, it will be observed, the action that in his judgment should be taken to check the present tendency in this direction:—

How long will the business men stand this new and mean competition called department stores? Every business man in the country knows that no single firm doing a retail business can compete with these concerns, because their methods are so "maliciously perfected" that no one can meet their "bait price" without working his own ruin, and a man does not need to be a philosopher to judge what influence this kind of business will have on trade! If left unchecked the department store will soon ruin every retailer in the land, and the jobber will feel it, too; but not only this, they will ruin the price of everything. Now, this would be a mean example to the rest of the world, and it would show that we had departed in business from the good old ways which worked evil to nobody. I say it will serve us right, because business men have it in their power to squeeze the life out of this piratical business, which has no more right to exist than a pirate on the ocean. How long, then will business men remain different to this evil? Would it not be better for retailers, jobbers and manufacturers, all of whom are interested in this matter, to come together and devise measures for its removal? Is it not mean, for instance, for a manufacturer to send his agent around in a city to sell his goods to all the retailers or jobbers, and then go to the department man and sell him the same goods, thus ruining the prices for all the rest. A manufacturer who will do this deserves no patronage from people who do business on business principles. Still, this is practiced every day; and I ask again. How long shall we stand it? Can we not teach the manufacturers a lesson in this respect? Does anybody desire any more opposition than we have in the legitimate way? Those department men are evidently devoid of business principles, and I think that justice and self preservation demand that business men should organize against them, because their interests are antagonistic to all but themselves. There is a very bitter feeling all over the land against this department business, and it would be an easy matter to get every dealer in line against them. Common sense teaches the manufacturer, too, that it would also benefit him, and it would, in short, be a great reform in business. I hope sincerely that some of the leading business men who read this will sound the bugle, and all will fall into line, and we will teach these concerns that they must either quit their piratical business or else do business on principles which work evil to nobody. —The Metal Worker.

PLEASURE IN BUSINESS.

A happy life is more likely to come as the effect of reflecting on life's pleasures than on its troubles. It pays better to count over the things to rejoice about than to enumerate those the contemplation of which is calculated to create weeping, and wailing, and gnashing of teeth. It was with this thought in mind, possibly, that Sir John Lubbock wrote his little book on "The Pleasures of Life." Doubtless the same philosophy was held by the apostle, Paul, when he spoke of things 'honest,' 'just,' 'pure,' 'lovely,' and of "good report," of "virtue," and praise," with the injunction to "think these things." The mind becomes like the things that fill it. Thinking on good things will make a man better. Thinking on one's possible pleasures will make him happier. Suppose we apply these axiomatic principles to the grocery business.

The trade journals, and possibly the grocer himself, are often much concerned about the troubles of the business. If they would both more frequently make inventory of the satisfying things in the trade, they might not have cause to regret it.

It is a pleasure to plan the store, and all its appurtenances, with the purpose of making them most suitable to transacting the business with economy and convenience. The mind is of such nature that it takes pleasure in things that work well. There is consequently a great deal of pleasure to be got out of inventing proper stores, and perfecting store furniture, that, by their economy of power and ease in accomplishing their purpose, come near to satisfying the human desire for perfection. From the nature of the case, this is a sort of pleasure that can never be exhausted, since perfection never is, but always to be, reached. Every week may bring to a thinking dealer the pleasure of a new conception looking toward greater improvement in his material machinery for carrying on the business.

The goods in some groceries make the interior of the stores much more beautiful than the same assortment of goods in other places of business. Who can doubt that the owners of the former—the more attractive interiors—have given vastly more pleasure by the work of arranging displays of their goods than provided by persons who have made the ugly, or, at least, not beautiful, disposition of the same kinds of wares? And if any one urges that it is the business of grocers to sell goods and not to gratify his esthetic nature by seeing how nice he can make the store look with them, is not the reply ready, that making the store look nice is one of the best things he can study to do, even if he thinks only of selling the goods, and cares nothing for the pleasure he can get out of making the tasty arrangement of them? That one man sells some goods with no esthetic tools attending his handling of them is true. The other man will sell as

many, or probably more, and have the esthetic gratification besides. Here is a source of pleasure connected with groceries which might be cultivated a good deal more than it is; and if grocers who have the habit of fretting about business would worry less, and give themselves more to the pleasure that can be got out of their own business in the development and gratification of their faculty of taste, the result would probably be no worse than if they spared no time from strictly business cares, and it might possibly be better. The thought is worth at least a moment's consideration. The brain needs a change at times to do its best work, and a change to esthetics may serve to give it the rest it requires.

There ought to be pleasure in the thought that the business is eminently useful and honorable. The grocer is really in a sort of partnership with the producer. To grow or make articles of human need is still to leave them far from contact with the consumer—the man who needs them. So far as concerns the goods in which the grocer deals, he really puts the finishing touch to production by producing the goods ready for the hand of the consumer. He can think that he is needed by the world. He may stand in his store and congratulate himself that his calling injures no man.

He must take pleasure in the fact that he is not doing work which is of doubtful service to the world, even if it is not positively hurtful.

This article is long enough, but it doesn't exhaust the subject. There is the topic of the pleasure the dealer may get in exercising a proper influence on his clerk; the pleasure he may get an impression himself on his patrons as a just man, and some regardful of their interests as well as his own; the pleasure he may get out of the gradual post-

ing of himself in all lines of the business; the making of a merchant of himself in the full sense of the word; the pleasure he may receive from watching the steady growth of his trade, brought about by the broadening and spreading out of his reputation as an honest and an able merchant. If business was thought of more than it is in the lines here indicated, would less dollars be made out of it, and wouldn't more enjoyment be harvested?—Brooklyn Grocers Gazette.

Soap and water are cheap, but soil on goods is expensive.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

CHARTERED BANKS.

The following is a list of the banks in Canada acting under a Dominion Government Charter:

ONTARIO.

Bank of Toronto.	Imp'l Bank of Canada.
Can. Bank of Commerce.	Traders' do
Dominion Bank.	Bank of Hamilton.
Ontario Bank.	Bank of Ottawa.
Standard Bank.	Western Bank of Can.

QUEBEC.

Bank of Montreal.	Merchants Bank of Can
Bank of B. N. America.	Banque Nationale.
Banque du Peuple.	Quebec Bank.
Banque Jacques Cartier	Union Bank of Canada.
Banque Ville Marie.	Banque de St. Jean.
Banque d'Hocheville.	Banque de St. Hyacinthe.
Molson's Bank.	East. Townships Bank

NOVA SCOTIA.

Bank of Nova Scotia.	Halifax Banking Co.
Mer. Bank of Halifax.	Bank of Yarmouth.
People's Bank do	Exch. B'k of Yarmouth
Union Bank do	Com'l B'k of Windsor

NEW BRUNSWICK.

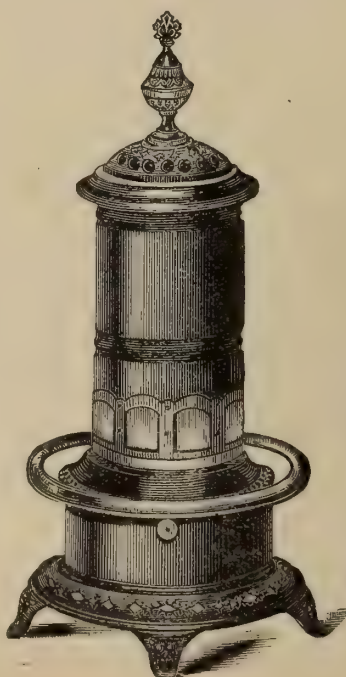
Bank of N. Brunswick.	People's Bank.
St. Stephen's Bank.	

MANITOBA.

Commercial Bank of Manitoba.

BRITISH COLUMBIA.

Bank of British Columbia.



This cut represents our Grand Oil Heater

of which 20,000 were marketed in the United States last season. This stove will burn Water White Canadian Oil without smoke or odor, and will heat a large room at a cost of one cent per hour. It is artistic and beautiful in design, and the best selling article ever placed upon the market. It must be seen in operation to be appreciated.

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NORTHUMBERLAND PAPER AND EGG CASE CO.

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BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

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 — APPLY TO —

THE MILLS, Campbellford, Ont.

Palace Range

— WITH —

OVAL FIRE POT and BASE BURNER GRATE

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Duplex Grate and Square Fire Chamber.

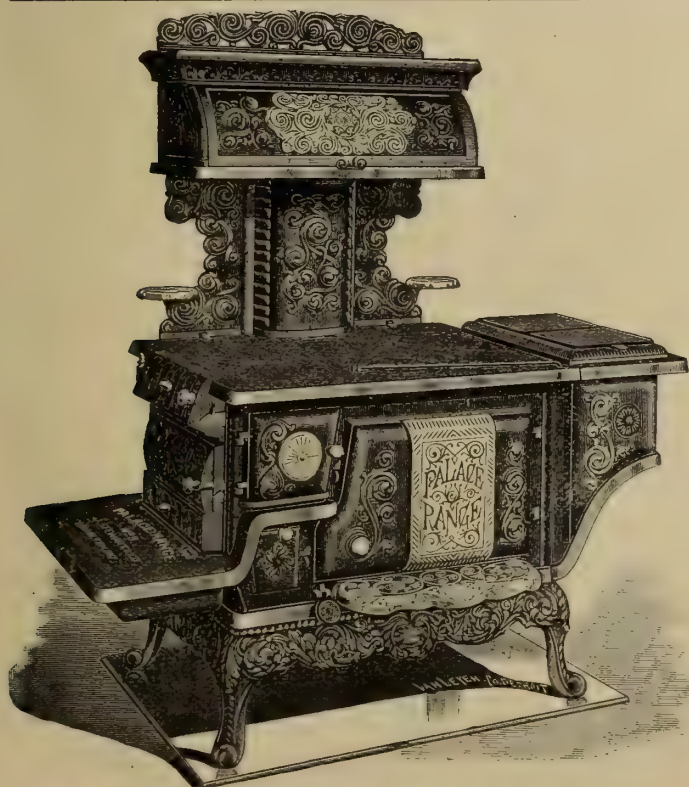
THE ONLY RANGE

With Interchangeable Fire Place and
 Grate using same water Front
 in both.

LARGE VARIETY OF SIZES AND STYLES.

EXTRA LARGE OVEN. PERFECT BAKER.

Sold by Leading Dealers. Send for Circular.



JAMES STEWART & Co., - HAMILTON, ONT.

TORONTO SHOW ROOM: J. BOXALL'S, 183 KING ST., EAST.



TORONTO, Oct. 10, 1890.

In the general trade this week a decided improvement is shown, in fact there has been a quite active business doing all round. Orders are coming in from the country more freely and dealers appear to be purchasing with more caution. Trade would seem to be on the increase, and merchants are confidently looking forward to a further expansion. Stocks in both wholesalers and retailers hands are light, and this, together with the strong outside market, gives a very firm feeling to values, and late advances will, it is anticipated, be followed by further appreciations.

It is probable that the late advances have had some effect in creating the present activity in the market. The advances have been so steady, so well maintained, and the present outlook is so strong that a good many consumers have preferred to order at once rather than take the risk of paying higher prices later on, and they appear to have got the idea that no decline need be expected, at least not for some time.

Building operations are now going on with considerable vigor, and this has created a demand for all manner of building material, the sale of which in the past few weeks has been larger than for some time past. All the foundries are busy, and this means a good movement of all raw material. Shelf goods are in pretty good request, and in fact in all lines there is a more active trade doing.

The increased movement of grain to the market lately has resulted in the distribution of a great deal of money throughout the province, and the good results of this is being felt in better payments to the wholesale trade. There was a great rush of stuff across the border into the States just before the passage of the McKinley Bill, and the money that has been paid for this produce is now being put into general circulation. Harvesting operations have been so backward in the North-West that very little grain has yet been sold there, and as a consequence payments from that district cannot be reported any better, nor is trade opening up there as well as could be desired.

IRON.

Further orders for pig iron have been placed, and higher prices are being asked. The sales made, however, are on a basis of Montreal quotations, and practically all the orders have been placed through there. Consumers appear to be more anxious to get their orders through without further loss of time, as the situation in Britain looks alarming. Prices are steadily advancing, and the blowing out of furnaces through labor troubles may result in a curtailment of consumption, which of course will result in a jump in prices, and probably delay in getting shipments through. Bar iron is moving out steadily at previous figures, and the mills appear to be busy. In galvanized sheet iron the feeling is very firm, the demand being better, while zinc and spelter are high. Stocks of block sheet iron are somewhat depleted, while this article is moving out freely. It is held stiffly at

quotations. English advices say:—Five furnaces have been put out, reducing the number in operation to 73, against 84 at the same date last year; and it is evident that even that if no further steps are taken the production will be considerably reduced. Stocks in Connel's stores are steadily decreasing, and now stand at about 650,000 tons, compared with 1,005,000 tons at the same time in 1889. Shipments are well sustained, and are 42,000 tons in excess of the corresponding period of last year. The manufactured iron and steel makers are busy, and have sufficient work booked, or in view, to cause them to be firm in upholding the advanced rates they are asking. Merchants, moreover, who were not inclined to put much faith in the reports of increased activity are beginning to find difficulty in some instances in getting quotations for prompt delivery, which appears tolerably conclusive. At Middlesbrough stocks in public stores are just half what they were at this time last year. Shipments are well maintained. A good deal more iron is being sent to Scotland than for a long time past. Manufactured iron and steel makers have been doing a good business lately, and some firms have further advanced their prices, and are asking as much as £6 7s. 6d. per ton for iron ship-plates. Staffordshire manufacturers are experiencing a better demand for bar iron, and galvanized sheets are in greater request for export.

TIN AND TIN PLATES.

Ingot tin is strongly held, and holders are asking 26c, which is in most cases paid, as there is a good enquiry now, and the condition of the foreign market warrants the advance being asked. Large operations, lately, on New York account, have somewhat reduced stocks in Montreal. The London market shows signs of greater easiness, due partly to the cessation of buying for American account, and also to the fact that heavy shipments from the Straits have induced freer selling. These shipments, however, are still insufficient for probable requirements.

The tinplate market is showing a considerable amount of activity, and the late advances are very firmly held to. Prices ruling in the old country hardly permit of the plates being sold here at present market figures. Dealers do not anticipate any immediate decline, and many are looking for higher prices. The English market is cabled steady with holders offering sparingly.

CANADA PLATES.

These cost at least \$3.20 to import, and deliveries can only be got with difficulty, as makers have been so busy on tin plates, that they were unwilling to turn their attention to Canadas, unless at better figures than they had been getting. Round lots can still be purchased at \$3 to \$3.10, but stocks are light, and further advances might at any time be asked, as holders seem to think that consumers are behind hand in their orders, and will eventually have to place them.

COPPER.

Ingot copper is in steady demand only, the enquiry having rather fallen off in the past couple of weeks. Sheets are moving out fairly well at the recent advance. Copper is rather weaker in London, but purchases for consumption continue on a fairly large scale.

LEAD.

Lead continues very firm in the old country, and London cables soft Spanish at £14 17s. 6d. In the face of outside advices holders here are not disposed to push sales, and some of them have been advised from their

agents in England not to part with lead too freely. Present stocks are said to be light.

ZINC AND SPELTER.

Prices for these still keep high, for cask lot of sheets 6¾c. being asked and 7c. for less quantities. Ordinary Silesian is cabled from London at £25 5s.

STEEL RAILS.

The cable says:—There is more business and the market is stronger, with prices rather high. Heavy sections quoted at £5 2s. 6d. and light sections £5 17s. 6d. to £6, f.o.b. at N. W. England shipping point.

GLASS.

Glass is rather weak, and is quoted on a basis of \$1.50 to \$1.60 for first break. There is reported to have been some cutting in the Montreal market, which may have had an effect here.

HORSESHOES.

These are moving out fairly well, and are firmer, being quoted at \$3.60 per keg.

SCRAP METALS.

There is no change in the situation, except that an advance in wrought scrap appears to be as far off as ever. The mills write that they have lots of scrap and refuse to pay more than \$15 for No. 1 wrought. Holders refuse to part with their scrap at this figure and are storing it for a rise. A lot of 100 tons was offered this week, but withdrawn as only \$15 per ton could be obtained for it. Dealers say that the American market is now reaching that condition when it will be profitable to ship there, and if Buffalo should advance another \$1 per ton, shipments will probably be made there. In Montreal No. 1 wrought scrap is quoted at \$19. Cast scrap is moving out steadily to foundrymen, but there is no change in the price. Foundries are also taking all the copper and brass that come forward, but supplies of these metals are light. Dealers' prices are as follows: No. 1 heavy scrap, 60 per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 25c.; new scrap copper, 10c.; heavy scrap copper 10½c.; old copper bottoms, 8½c.; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 9c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2½ to 2¾c.; country mixed rags, \$1 to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PAINTS AND COLORS.

The only change in prices this week is a further advance in white lead and red leads, values for these having gone up 10s. in England, which, in connection with the recent advances in red lead, makes that article very



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**THE CANADIAN
WHITE ENAMEL SIGN CO.,**
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SOLE AGENTS IN CANADA FOR
Cæsar Bros. Patent Dome Enamelled
Letters and Figures.

Agents wanted in every City and Town
in the Dominion

MARKETS—Continued.

firm here. Turpentine is in very good demand, but while stocks are low, prices have not advanced, owing probably to the weakness in the south, where late declines are noted. Linseed oil is firm, and Canadian crushers are still behind in their orders. For glue and varnishes fair orders are coming in, but prepared paints are moving very quietly.

HIDES, ETC.

HIDES—There is no alteration in the hide market. Cured are 8c., and No. 1 green cows' are 7c., No. 2 being 6c.

TALLOW—Rough is 2c., and rendered is 5½c.

WOOL—Is 20c. in the fleece, and clothing wool is 22c. The enforcement of the McKinley Act brings to a close the spell of brisk exportation that we have lately had.

CEMENT AND FIRE BRICK.

There has been no change in the cement market this week. The prices are not likely to change until navigation is closed. Local dealers are ordering as called for. Portland, \$2.70; Native, \$1.10; English brands of fire-brick, \$20 to \$25 per 1,000.

NEW YORK MARKETS.

NEW YORK, Oct. 10, 1890.

Surface appearances indicate a rather quiet condition of affairs in the iron and steel trades, and no facts come to light that would afford any reason to suspect that affairs are brighter below than above the surface. Certain it is that no extensive transactions in finished or partly finished productions are talked of, nor is there any sign of greater inquiry. Crude materials are likewise without movement other than the routine, and meet with merely fair demand. On rails and some lines of soft steel, prices are rather unsettled, although very little if at all lower than they were last week; but pig iron fairly holds its own in the absence of any considerable accumulation of supplies. Advices by cable reflect considerable irregularity in the speculative branch of the English market, but no change otherwise nor new developments calculated to withhold the sale of foreign products in this market. High grade American foundry pig iron being still in light supply, is firmly held at former prices, but low

grade foundry and mill irons are barely steady. Business is merely firm and demand tame. Northern foundry is quoted \$17.50 to \$18 for No. 1 and \$16 to \$17 for No. 2, according to brand. Southern No. 1 remains at \$17 to \$17.50 and No. 2 at \$16 to \$16.50. Mill grades at \$15 to \$15.50. Standard Pennsylvania Bessemer pig rather slow and barely steady \$18 to \$18.50. Scotch pig is nominally \$24.50 for Coltness, \$24 for Summerlee, \$22 for Dalmellington and \$20.50 to \$21 for Eglinton. Foreign 20 per cent. spiegeleisen is quoted at \$30 to \$31.05, according to brand, and 80 per cent. ferro manganese \$70, future shipment.

STEEL RAILS.

The steel rail market is in practically the position outlined last week. Desirable orders are no more numerous, and, while somewhat anxious for business that would afford winter work for the mills, agents are backward about venturing to take hold of orders that involve considerable financial risk. For standard sections, \$30 f. o. b. Eastern mills is the general quotation. Steel in the form of billets, slabs, rods, etc., is moving at rather irregular prices, but to a fair extent.

OLD RAILS.

There has been slightly more enquiry for old iron rails, but buyers and sellers are still apart on prices and little business goes through. For tees, \$25 to \$25.50 is quoted. Wrought scrap iron has been in fair demand and prices are steady at about \$21.50 to \$22 on cars for No. 1 wrought, with sales reported of about 300 tons.

TIN.

The pig tin market is in somewhat uncertain shape at the present time. Supplies here seem to be ample for current wants. "Short" interest is thought to be moderate and no one seems inclined to try a hand at 'bulling' prices. In the London market prices have moved about in an erratic manner without showing any radical change. The latest cables quoted £103 for spot and £100 for futures. In this market spot stock is valued at 23½c. in round lots and 23¾ to 23⅞c. in jobbing quantities. Small parcels have been sold at 23¾c. to the out-of-town trade. On futures there is a margin of about 1c. between buyers' and sellers' views. October delivery could probably have been purchased at 23⅞c. and November at 23c. net cash.

LEAD.

Domestic pig lead has been sold in single car load lots at up to as high as 5¾c for early delivery. Holders are now asking as much

as \$5.80 to \$5.85 for spot stock, and offer practically nothing for future delivery. Foreign may be had at about \$5.25 to \$5.35 laid down here, late November or early December delivery, but no considerable quantities appear to be taken.

COPPER.

Lake Superior copper has been sold at 16¾ to 16⅞c from second hands, and it is believed that there are still a few lots that may be picked up at the inside figure. Despite the rather weakish appearance of the "outside" market, it is stated that consumers have made contracts with large producers for supplies for the balance of the year at 17c. Arizona ingot is rather easier, with sellers at 15¼c, and common casting copper is offered at 14¼ to 14½c, as to brand. In the London market, there has been a drop of about £1 5s per ton, Tuesday's cables quoting £59 spot, £59 10s future.

SPELTER.

Spelter has moved another fraction higher, prime Western having been sold at \$5.75 to \$5.85 for October, November and December shipment, in carload lots. Sellers are now quoting \$5.85 to \$5.90, and it is claimed that supplies are very moderate in both this and the Western markets.

TIN PLATE.

Prices are higher for all descriptions of tin plate, and the market is strong at the advance. Supplies here are under very close control, and futures are difficult to obtain in the foreign market at reasonable prices. Business has dropped off, buyers being very cautious at the high cost.

MONTREAL

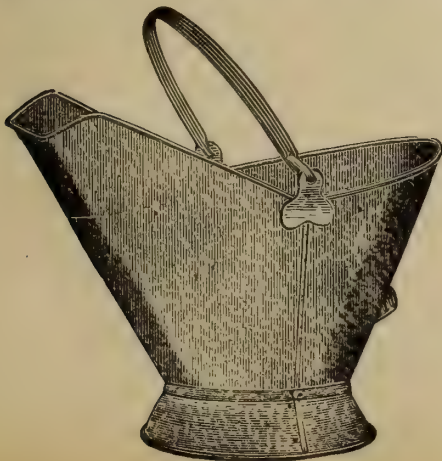
MONTREAL MARKETS.

OCT. 10, 1890.

IRON AND HARDWARE.

All advices from primary centres point to the probability of the present firmness being maintained, and it is quite likely that iron at any rate will be exceptionally firm throughout the coming winter. A private letter from a leading Glasgow house of a week ago explains this fully. It states that the iron trade at that centre is at present in an

When in want of Coal Hods, Elbows, Lanterns, Stove Boards, Shovels, Stamped Ware, Japanned Ware, Pieced Tinware or specialties in sheet metal, write us as below :



THOS. DAVIDSON & Co., Montreal or Toronto.
MERRICK, ANDERSON & Co.,

Agents for Manitoba and N.W.T., Winnipeg

Agents in Western Ontario for Chown and Cunningham Co., Limited.
Stove Manufacturers.

TORONTO ADDRESS : 11 FRONT ST. WEST.

MONTREAL Markets Continued.

anxious and peculiar position, as the pending strike may lead to wholesale blowing out of the furnaces, which may stop steel work and cause no end of trouble and loss to the makers, who, however, are determined not to accede to the demands of the men, which are considered to be unreasonable in the extreme. Recent cables confirm this, and add further that several of the furnaces have damped down. It is quite probable in view of recent developments that they will remain so for some time, and this will cause a material decrease in the output of makers' brands, so that expectations are for high prices on Scotch pig during the ensuing season. As regards the movement here, manufacturers in the west have been placing contracts pretty freely recently at firm figures, and the same applies to spot business where contracts have been made for delivery at strong prices. We have noted this for a couple of weeks back, and now the indications are that Western consumers are pretty well supplied ahead for winter wants, and no further tansactions of magnitude are looked for. As noted a week ago American pig has been cutting quite a figure in the west and further lots have been placed of late. On the whole, allowing for some reluctant buyers in other lines, the condition of the iron market is favorable, and dealers report a good position financially and otherwise. Values on pig are firm at outside rates for everything, except a good round lot. Coltness is stiff at \$23, and Summerlee, and equal brands are the same, although \$22.50 might move a good round lot. Bar iron is unchanged at \$2.25 to \$2.30. Tin plate continues excited, late cables noting an advance to 16s. 9d for coke at Welsh ports, with a proportionate rise in charcoal. This means that the former could not be laid down here under \$4.40, and the latter \$5.50, but sales are being made out of stock at lower figures, about 40c per box less. Pig tin is unchanged, and prices rule at 23 1-2c to 24 1-2c. Other lines continue quiet.

NAILS.

There is no change to the nail market, business is done in a jobbing way at inside figures, but makers talk firm prices, and claim to be receiving orders in a regular way, from the West, on the basis of \$2.45. Horse-shoes continue firm with orders still ahead of deliveries. We quote \$3.65 to \$3.75.

CHEMICALS AND DYE-STUFFS.

The chemical market continues fairly active, in fact there has been a nice business done during the week. There is no change in feeling which generally rules firm. Advices from primary centres cite substantial advances in some instances. Bicarb soda in which an advance was noted at Liverpool last week has gone up again and is now at £7, a gain of 10s. as expected, and round lots are now worth \$2.25 per keg on spot. Caustic soda is firm and unchanged and nothing could be moved here under \$2.75 to \$3.00. Sulphur flour is cabled stronger.

PAINTS AND OILS.

As noted last week cables spoke of higher prices for paints, and expectations have materialized in an advance, red lead being higher at £10 in Liverpool which is equivalent to an advance of about an 1/8 of a cent on the prevailing prices, which stand at present at 4 3/4 to 5c. Oils are quiet on the whole, but there is some enquiry for cod and

sales are reported of small sized lots at 40 to 45c.

GLASS.

There is an ordinary trade doing in glass at steady prices, which are quoted firm at \$1.59 to \$1.60 as a basis.

CEMENT AND FIREBRICKS

Advices over the cable talk of firm cement market on the other side, and with the advance in freights on the first of the month it will cost fully 10 per cent. more to lay down any fresh supplies. The spot market is in consequence firm in sympathy with the home market, and English brands are firm at \$2.55 to \$2.75, and Belgium at \$2.35 to \$2.50. Fire-bricks are steady at \$20 to \$26.

NAVAL STORES.

Trade in this line continues dull, and on the easy side, with the exception of coal oil, which rules firm at \$3.75. Low grade rosins are easier, and prices are now in proportion to grades. Turpentine is easy, and prices are lower at 60 to 62c. Turpentine, 62 to 63c.; rosins, \$2 to \$4.25, as to brand; coal tar, \$3.70 to \$3.80; cotton waste, 5 1/2c. for colored, and 7 to 10c. for white; oakum, 5 1/2 to 7 1/2c. and cotton oakum 10 to 12c.

PETROLEUM.

This article moves pretty freely now that short days are at hand. Crude is strong at Petrolia, but refined is unchanged. We quote:—Canadian, 13 1-2c. at Petrolia in car lots and 16c in Montreal; smaller lots 17 to 17 1-2c. American 23c in car lots, 23 1-2c to 24 1-2c for smaller quantities. American benzine 23 1-2c to 25c, and Canadian at 15 to 15 1-2c.

T. J. Lewis, of 98 Wellington street, London, Ontario, has applied for a patent for his most recent invention, a new bread cutter, which, from its simplicity and usefulness, ought to supplant the common knife in slicing bread of all descriptions.

A report is current that the Imperial Oil Co. is seeking to obtain possession of certain oil claims in the Crow's Nest Pass, N. W. T. If they are successful large refineries will be established there, and the Galt railway will be extended to that point.

Ald. Muckleston says that the City Council and Board of Trade, of Kingston, should co-operate in the matter of inviting the members of the British Iron and Steel Institute to that city. Ald. Minnes said it would be a great thing to let the members of the institute see the mineral lands in the vicinity of the city.

There was a fire at Mr. Herman Young's hardware store in Bridge street, Quebec, Friday. It originated in the cellar where the oils, glass and other goods are stored, but how is unknown. Damages will probably be \$1,000. One of the employees named Webb had his hand badly burned, and Mr. Young got an ugly blow in the face from a board.

Mr. J. S. Gill, manager of the Alabastine Co., received by express this morning, a handsome cane from the Adamant Wall Plaster Co., of Toronto, of which Mr. W. J. Hynes is manager. The cane is made of leather cut in round pieces, and strung on a steel rod, then gradually trimmed to a taper, with a gold plate on the head. It is a handsome piece of workmanship and Mr. Gill

feels proud of it, and thankfully acknowledges the gift from that company. A letter accompanying it, stated that there was a parcel for "a cure for lameness."—Brant Review, Paris.

A general meeting of the Toronto Rolling Mills Company was held at Messrs. Hoover & Jackson's office, West Toronto Junction, on Monday afternoon. The following were elected directors: Messrs. Wm. Mathers, D. Adams, J. Burney, Thos. Mulvey and D. W. Clendenan. At a subsequent meeting of the directors Mr. Mathers was elected president.

At the Welland Assizes, on Monday, the suit of Jarrold vs. City Mutual Fire Insurance Co. was tried. It was an action to recover \$1,000 policy on plaintiff's stock, which was burned, the defence being that the fire occurred in May, 1889, and proofs of loss were not sent in till February, 1890, and that the premium was not paid till after the fire. Judgment for defendants, dismissing action, with costs.

A meeting of the dry goods section of the Toronto Board of Trade, was held on Wednesday afternoon, to consider the question of the substitution of a business tax for a personal tax. It was decided that the section as a whole should wait upon the city council next Monday night and lay the matter fairly before that body. Other merchants will also be invited to take part with the dry goods men.

The new owners of the Feigel gold mine, at Malone, Marmora township—a wealthy syndicate of Montreal capitalists—have arranged to get out a large quantity of ore during the winter from the old vein and from other veins on the property. In the spring, if the ore pans out favorably, they will erect reduction works, and operate the mine on a large scale. It is expected that a great impetus will thus be given to gold mining in North Hastings.

The Kamloops Sentinel says:—Mr. J. W. McKay has received an order from the Tacoma smelter for 100 tons of iron ore from his Cherry Creek mines. The managers of this smelter who have tried a sample of the ore pronounce it of the very best quality—better than can be obtained anywhere else on the west coast. Should the 100 tons ordered prove of the same quality as the first samples, and undoubtedly it will, all the ore of this class required by the Tacoma smelter will be ordered of Mr. McKay, who has evidently a bonanza within his grasp.

The factory bonus and the electric light by-laws, to be submitted in West Toronto Junction on October 14th, and present appearances indicate that a very large vote will be polled. The manager and secretary of the Detroit Iron Works, one of the factories affected by the bonus, were in town on Tuesday, and stated that, in the event of the by-law being carried, they were ready to commence the erection of their works at once, so as to be ready for business about January 1st. They employ ninety-seven men at present, and expect to increase that number when they commence operations here. The Rolling Mills and Toronto Drop Forge Company are also ready for business if the by-law carries, and will employ about 200 men between them. This is an opportunity to build up the town that should not be neglected, especially when it is considered that only \$30,000 is asked for three factories, \$10,000 at least of which will be spent by the town for permanent improvements on the streets leading to the factories, the balance only going as a bonus.

THE PIG LEAD SITUATION.

The steady advance in the price of pig lead to a point that opens this market to foreign sources of supply brings about a condition of affairs that contrasts strongly with the experience of the past. Under the influence of the ruling of the Treasury Department, restricting the importation of Mexican silver lead ores, the production of pig lead in this country has gradually diminished, the falling off for the current year being estimated at probably 15,000 tons. Under the provision of the McKinley Tariff bill it is believed a further curtailment of outside supplies will be effected. In any event it is the fact that supplies of pig lead in the West and in this quarter have fallen off to unprecedentedly small proportions, the market value of the metal meanwhile gradually advancing. At the present time carload lots are selling at $5\frac{1}{4}$ to 5.30 cents per pound in this market and 5.15 cents in St. Louis. This rise has opened up our markets to the Europeans, who, with soft Spanish lead selling at £13 15s. in London, have placed upward of 1500 tons at a cost of 5.20 to $5\frac{1}{4}$ cents, laid down here, for delivery in November and December. These purchases, however, have caused an advance to £14 7s. 6d. in London, and that market appears, by latest advices, to be in a stronger position now than for some time past. Whether the foreign or the home markets will govern values in the near future is a matter of no little interest, and one upon which opinions differ widely. In the present state of affairs Europe is practically the key to the situation, as there is little doubt that the current American production is inadequate to supply the demand, while the producers, having thus a decided advantage, would naturally go as far as the European market would permit in exacting the highest possible prices. It would be in the natural order of things that home production becomes heavier under the stimulus of high prices, but until an increase does take place the foreign markets are likely to govern prices here in a great measure.—The Iron Age.

Rivalry, open, fair, good natured and enterprising, is the life of business.

TIN PLATE FACTORY TO BE ESTABLISHED.

A great tin-plate manufactory is to be built in Baltimore, as a result of the tin-plate tariff. A company of Eastern capitalists, principally from Baltimore and New York, have quietly been working on the scheme.

The capital stock of the company is \$7,000,000. The company expects to be able to compete with English importers, even if the latter cut prices. The new concern will have its own tin mines and reducing plant in the West. At the works in Baltimore several new processes for the manufacture of tinned plate, which have been recently patented, will be applied. The Baltimore plant will cover several acres, and it will be the largest tin-plate concern on the globe. Foreign

capitalists are to erect a tinned-plate-mill at Duquesne, 10 miles east of Pittsburgh, at a cost of \$1,500,000, on the property of John A. Woods.

A number of Hamilton commercial travellers have formed a 'Travellers' Circle, to promote Christian work on the road.

W. J. Morrison, of New York, representing the Fort Wayne Electric Light Company, of Fort Wayne, Indiana, is in Kingston with the intention of arranging for the location of branch works in Canada. He may decide to locate in Kingston; at least negotiations to that end are now going on. Electrical apparatus will be manufactured on a large scale making the employment of from 150 to 200 men necessary.

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DRUM TAPS.

Leaves from the Diary of a Commercial Traveller.

BY WM. H. MAHER.

CHAPTER V.

When Mr. Bender said—"You may send me a small assortment of cutlery" I was happy again. He was turning to go away as if we were now through, but I felt as if we had but just begun.

"Don't be in a hurry," said I, "here is a very fair cigar; try it."

My opinion is he would much rather have been back in his store, but courtesy compelled him to thank me for the cigar, and when it was lit he sat down again. I took his full name, left a blank for the knives I would select for him and then took up the matter of spoons.

No, he didn't want any spoons.

"How about table knives?"

"Full."

I took out an all steel knife and fork that cost us \$1.20 a set and showed it to him. "When you need anything in this line," said I, "please remember this. The fork is steel," and I twisted the tines in the floor to prove my words, "and I can sell it at \$1.25 a set."

The selling price on the knife was \$1.40, but I wanted to start him. The bait took; he made up his mind he would not add to the pocket knife order, but he saw that this knife and fork were cheap. He handled them in such a way that I could see this.

"Our regular price," said I, "is \$1.40, but I told you I would sell you close, and I will. You can get \$2.00 for this knife, can't you?"

"Yes, it ought to sell for that," he said.

"Suppose you try a package," I suggested.

"How many is there in a package?"

I chose to understand that question in my own favor; table cutlery was put up two sets in a paper, and then three of these packages were tied up together and repapered. For this occasion I concluded to call the larger amount a package, so I answered, "six sets."

"Well, you may send me a package," he answered.

Before entering it I picked up a fancy English knife among the samples, one that cost 92 cents a set. "Don't you want a few of these, too?" I asked.

"No, six set are enough."

If he was going to buy just that one kind, I began to be sorry that I offered it so cheap. "This is a very neat knife," I continued, still holding the English knife, "and costs you the same—\$1.25."

He took it, and the fancy handle caught his eye.

"Try a package of each," said I, coaxingly.

"No, six sets will keep me in stock till you come again. But this knife will outsell the other."

As I made 28 cents on this and only 5 cents on the other, I was willing he should think the English the best-selling goods.

"If you like I will send these instead of the other."

"I guess you had better," and I entered the order.

Then he added a few files, some hinges, and other notions, until the bill was about \$60.

I walked over to the store with him,

thanked him cordially for his order, promised that the goods should come all satisfactory, and begged him to come and see me when in the city, promising to show him round and give him a good time. Then we shook hands and parted.

By this time it was well on to 5 o'clock. There was still one "grocery and saloon" to conquer, and I went toward it very hopefully. As a matter of course, there were half a dozen or more loafers there, and they were gathered around the stove. They watched me from the moment I opened the door. A tall specimen of humanity stood behind the counter, and leaned forward, as if to get his head nearer the crowd by the stove. I walked up to him with a "Good evening, sir," in my briskest voice.

"How are you?" said he, without changing his position. I saw I must do my talking before them all, and I worked myself up to it, though I would have given a dollar to have been home sitting by my desk.

The store was the ordinary one-horse grocery, and no signs of the saloon part were visible.

"How is trade?" I asked, for the want of something better to ask.

"Well, we've plenty of time to visit; hain't we, boys?"

The "boys" were delighted at being taken into the conversation, and each one added his mite of wit. "All right," thought I; "I guess I can make a strike one way, if I can't another," and I laughed at each one's remark, as was expected of me, and then I took a seat on the counter and proposed to be at home with them.

As good luck would have it, I had a string of stories to draw upon, and I remembered one that came in under the subject we had started, so I told it in my best manner. It took; the "boys" haw-haw'd, and the dealer clapped me on the back as if I was an old friend.

From that on it was free sailing; one after another had a story to tell, and I exerted myself more than I remember ever to have done before in my life. No topic is ever quite so entertaining to rural ears as that of city ways and life, and I found myself rehearsing every event that had happened in the city in the last six months—murders, burglaries, fires, etc.

When this had gone long enough I swung my feet around inside the counter, and proposed to do some business, if possible. My eyes had not been idle while I had been there, and I could have given him a pretty fair inventory of the stock.

"Mr. Jackson," I began, and every noise was hushed, so curious were the men to know my business, "I am a traveling missionary, preaching from the text 'Hardware'; I am traveling for Heman & Co., and if there's anything you want in my line I want to send it to you; as the bitters say, 'Try me and I'll do you good.'"

He took the card I offered him, but without looking at it, said, "I'd like d—n well to give you an order, but it's so cursed dull I ain't buying or selling anything."

"But, my good friend," said I, putting my hands on his shoulders, "it will not always be so dull; spring is right here and the farmers want shovels and spades, and you must keep your stock up if you want to hold your own."

"Fact is," said he, "I've about made up my mind I will go out of the hardware trade; everybody keeps it here, and no one sells enough to make it pay for bothering with it."

"Don't you do anything of the kind," said

I, energetically; "you are keeping store to make money, and a dollar made on hardware is as good as a dollar made on soap, and if you don't sell your shovels this spring they won't go out of fashion; they're just as good next spring. This is my first call on you and I want an order. If it isn't more than \$5, why, well and good, so that is all you want; but a small order I must have."

He laughed; "I've got to order, have I?"

"You have; so you might as well do it at once. How is your stock of nails?"

"If I should give you an order, I will want some nails."

"Let's not have any 'ifs' about it; give me a little order, old fellow, and next time you are down to the city see if I don't get up some sport for you. I am not a very bad fellow; I'll treat you well, sell you goods right, and send you just what you order."

"Well," said he, "d—n the odds! I'll give you a little order, and if you don't do the fair thing I'll break your back the next time I see you."

"Good," said I; "I am willing. What is your first name, Mr. Jackson?"

"G. W. What do you ask for nails?"

"Three dollars."

"For all sizes?"

"No, for 10-penny; 8's are a quarter more."

"Blazes! You're away out of the way."

"I guess not; what makes you think so?"

"I know you are; I haven't paid that much for nails."

"You can tell in a minute; just hunt up your last bill."

He went toward the desk, and I followed him. His papers were in fearful disorder, but after a deal of rummaging he found a bill. While he was looking for nails I was looking at the entire bill, and taking notes of the prices charged in it.

"I guess you're right," said he, "here's 8's \$3.75. But ain't they down now?"

"No, they are firm \$3 for 10's."

"How long time do you give?"

"Give you all you want."

"That's fair; say twelve months."

"Twelve months it is; now will you pitch in, or will you hang off longer?"

"No, but what are your terms?"

"Thirty days, invariable; but if you take a day or two more we won't sue you."

"Well, send me a keg of 8's."

TO BE CONTINUED IN NEXT EDITION.

IRON AND STEEL MEN.

Dr. Selwyn, director of the geological survey, has returned from New York, where he was attending the sessions of the British Iron and Steel Institute. He says it has been decided that the association will visit Sudbury on October 23, returning to Niagara for Mr. 'Ras Wiman's banquet the following day. They then go to Washington to be presented to the President on the 27th. Ten days will remain for them to visit Canada before leaving for home. The delegates will reassemble at Niagara on the 29th, where they will be met by the Canadian reception committee, and from that point they will visit Toronto, Ottawa, Montreal and other places. The civic reception committee will at once take steps to give the visitors a fitting welcome to the capital.

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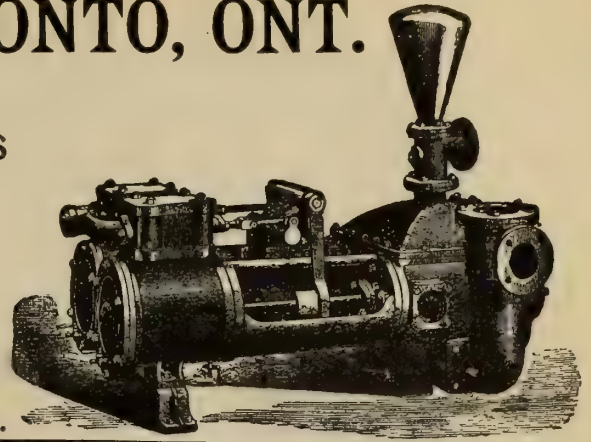
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THE NICKEL BONANZA.

The tests made at the naval academy at Annapolis, on the plates used by different countries for armored battle ships, resulted in favor of the nickel steel plate as used in the British navy was pronounced by the Ordnance experts as practically useless—when exposed to the same projectile as the nickel plate, which was invulnerable under the same fire. The results of the ordnance experiments were so conclusive, that an appropriation of \$1,000,000 for the purchase of nickel was made in Congress without debate, the object being to secure the metal for immediate use in the armor of the war ships now in course of construction.

There is practically no nickel produced in the United States, the Pennsylvania mine being exhausted some time since, and our nearest supply is only found along the Sudbury district, on the line of the Canadian Pacific railroad.

A syndicate of Cleveland capitalists secured 13,000 acres of land some five years ago in this district, which is said to contain the richest nickel deposits in the world. These deposits are in combination with copper, in ridges more than 100 feet high. The principle mine of the Ohio syndicate has a shaft of 600 feet in depth, and is drifted to a radius of 400 feet. They employ 150 miners, blast the rock by electricity and dynamite, elevate it by steam, pulverize and load at the pit's mouth, and transfer it to the smelting works by cars.

There are two other mines in the district one of which is operated by a famous Swansea smelting firm, but the mineral deposits is in such abundance that there is ample room for more extended operations. The output of the mines in the Sudbury district for this year is estimated at about 2,800 tons.

Nickel was valued thirty years ago at \$1.20 a pound, it is now worth 40 cents and can be mined at a profit at 25 cents. When

alloyed with steel its breaking strains is increased 30 per cent. and it is incorrosible.

The importance of the Canadian deposit may be inferred by the late visit of Krupp, the nephew of the famous gun maker of Essen, who was investigating its resources and product for military and naval uses.

The prompt appropriation of the necessary sum to secure control on the Canadian output was wisely effected to ante-date the probable rush for the metal when the Annapolis disclosures would open the eyes of the naval powers of Europe. It was placed on the free list, with something more than an anticipatory guess at its coming importance, to the naval interests of this country and the world. It is sure to be in heavy demand, and as a commercial product of but two countries, Canada and New Caledonia, it is not likely to glut the market for some time.—The Age of Steel.

STEEL AND IRON MAKING IN CHINA.

About two years ago we referred to the new departure on the part of the Chinese Imperial Government in purchasing from this country rolling mills for the manufacture of steel and iron plates and bars, with the view of developing the mineral resources of their vast territory. These mills were sent into the interior, hundreds of miles away from any European settlement; and as the Chinese lower classes entertain a deadly enmity against the introduction of European workmen, it was not considered safe to send out any Englishmen to superintend the erection and working of the plant, so that the Chinese officials had to depend entirely upon the written instructions furnished by the makers—Messrs. Taylor and Farley, of the Summit Foundry and Engineering

Works, West Bromwich. Under these circumstances the following verbatim extract from a letter, in very fair English, just received from one of the Chinese officials, bears evidence to the natural aptitude of the Celestials for picking up a new industry:—"I am now authorised by our chief manager to acknowledge that the rolling mills supplied by you are and have been working from the very first with great satisfaction, giving pleasure to all officials who have been here to see the working of the same, and great surprise and wonder to all natives whom never before have seen such machinery working." Messrs. Taylor and Farley are now engaged on similar mills for China. Iron Trade Circular (Ryland's.)

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POINTS FOR CLERKS.

It is a common expression with most of us who lead busy lives, that if we had less to do we could do our work much better. We could have time for personal improvement, and for perfecting our plans in a handsome manner. If the coveted leisure has come to us by some chance, we are surprised to see how little we accomplish, and how really inferior are the results compared with the old busy days.

The truth is, no one will develop his best powers unless he is pushed. There needs to be always a little more ahead to be done than can be compassed in one day to keep the working powers up to their full strength. Did you never find, on a day when you had very little to do, that it was almost impossible to get that little done? Did you ever find people who abounded in leisure to "have time" to attend to anything you wished done? The people I have known who were the most oppressed with care and labor were those who spent the summer fanning themselves and whisking a fly or two out of their rooms. The flies would come back, and there they were, with all their work to do over again, and "that was the way it was the whole long summer."

You can put in the whole time doing little or much, according as you are trained to it, and there is no tramer like necessity. If business rushes at your place, so that every

one's capacity is taxed to the full all day, you are likely to develop into a wide-awake business man, far ahead of what you would have become in that "easier place" you coveted. Perhaps, too, you are not more wearied when night comes than the clerk where business favors much idleness, with grumbling at the little which has to be done. The grumblers seem to be constitutionally tired. Certainly there is something in a brisk business that should awaken the enthusiasm and give satisfaction to every right-minded employee. He will make a note of how it was brought about, for his own future good, also see how such a large business is successfully handled.

The more you have to do the more you can do, and the converse seems also true. It is hard to gauge an enterprising, healthy man's ability to work. Whatever may be true of an ambitious employer, a clerk does not often break down by over work. He will not be likely to stay long enough for that in these days with a really oppressive employer. The "breaking down" cause should be looked for in the hours after work.

A farmer friend brought home two new chains one day and put them both into service on the farm. After a time one was lost, and years after was found in an old log-heap. They tried to use it, but the links were rust-eaten through and through; there was no strength in them; and it was tossed aside for old iron. The other working chain was

worn in places, but bright and strong yet for many a long, hard pull. So idleness will rust a man out faster and sooner than work can wear him out.—American Grocer.

TAG THE TRANSIENT TRADERS.

Predatory traders will soon have outlived the privilege they have long enjoyed, of opening stores wherever they will, exempt from taxation. Hamilton is not alone in its determination to levy a license-fee upon these vagrants in tax-paying communities. In our statement that Hamilton was the first municipality to enact a by-law for the protection of resident against temporary traders, we were mistaken. The Newmarket Era corrects us, with the information that the council of that town long ago had set up a by-law requiring transient traders to pay a license fee. We are glad to learn this, and thank our contemporary for the correction. If Hamilton was not the first, certainly West Toronto Junction is, up to the present, the last to adopt such legislation. The council of that town at a recent meeting passed the report of one of its committees, which recommended that transient traders pay \$75 per annum. We hope the example of these three places will be extensively imitated.

There is no doubt about it, law cannot do everything. After it has done all that it is desirable it should do, there is still a wide

Toronto File Co.'s Works,

99 NIAGARA ST.

BERTRAM & Co., - Proprietors.



MANUFACTURERS OF

HIGH CLASS FILES AND RASPS,

Guaranteed equal, if not superior, to those imported from England and the United States. Using only special steel, all files stamped Toronto File Co. are warranted to give satisfaction.

PROMPT ATTENTION will be given to letter orders, and SPECIAL DISCOUNT from list price on application.

ADDRESS,

BERTRAM & CO.,

76 Wellington St. W.,

TORONTO.



margin of conduct that is not under its sway at all. But neither is there any doubt about it that this conduct should be regulated, and for the systematic regulation of it there is nothing better than organization. Voluntary organization restrains the individual in a sphere wherein it is not expedient the civil law should have force. But in some respects law has fallen short, and trade association, to make up for the lack, has had to encroach upon the domain that civil law alone can properly keep in order. In this question of protecting internal trade against interloping outsiders, while municipal authority seems to have been competent to enact law for the purpose, yet it did it not. Protection, however, had to be supplied from some source, and trade organization had to be invoked. Yet it was not made the most of, and if it had been, it would not have been an adequate bulwark against the particular mode of assault that is under consideration. Law was needed, and it is a reassuring sign to see that it is now coming to the rescue. We

hope that the time is at hand when it will not anywhere avail these would-be fugitives from taxation to fold their tent and silently steal away. Tag the transient trader, ye town and city councils. And, ye retailers, be coy with the promise of your suffrage, until you hear the amiable candidate who shakes your hand for your vote and influence, say that he will support a by-law to tax the outsider who comes in with a squatter's intent to lay hold of your vested rights. Aspirants to the municipal council that will rule your town or city another year, are now at work making their hay while the sun shines. You can now do a little coquetting with them for your vote on the conditions indicated. That is one of the ways an association can show its strength, by acting as a mass for the interests of local trade. Such a mass tells on the policy, virtually determines it, which will be followed by the new council with reference to trade.

A feather duster disperses but does not remove the dust from the store.

Bond or Free

Advances made on Surplus Stocks.

R. CARRIE,

27 Front St. E. Toronto.

60W

STORAGE

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

TRADE
"EASTLAKE"
MARK.

Metallic Shingles.

Price List and Catalogue sent on application

The Metallic Roofing Co. of Canada
[Limited.]

Rear 84, 86, 88 and 90 Yonge Street,
TORONTO.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

Write for Quotations on our Specialties as below :

GORDON CROWN GALVANIZED IRON, guaranteed equal to any in the market.

M. L. S. TIN PLATE, equal to Bradley's.

M. L. S. STOVE PASTE, best in use.

We also have on hand a complete stock of all kinds of Elbows, Stove Boards, Pipe Varnish, Dampers, Black Lead, etc.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL



The above Brand of Lead

Requires no Association Guarantee.

It is the STANDARD of the Dominion for

Purity, Fineness and Whiteness.

WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

W. G. A. Lambe & Co.

Late Williamson & Lambe.

STORAGE.

54 & 56

Wellington St. E.,
TORONTO.

DESKS

**OFFICE, LIBRARY,
CHURCH AND SCHOOL
FURNITURE.**

JOHN M. BLACKBURN & CO.,
41 COLBORNE ST., TORONTO.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	26, 27
Straits 100 lb ingots.....	26, 27
Strip " " " " " "	28, 30

Tin Plates—Charcoal Plates, Bright.

Bradley M.L.S.	Per box.	
I.C., usual sizes	\$6 00	\$6 25
I.X., " "	7 50	7 75
I.X.X., " "	8 75	9 00
Raven & P.D. Grades—		
I.C., usual sizes	5 00	5 25
I.X., " "	6 00	6 25
I.X.X., " "	7 00	7 25
D.C., 12 1/2 x 17	8 00	8 25
D.X., usual sizes	4 75	
D.O.X., " "	5 75	
D.O.X., " "	6 10	6 65

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	4 40	4 50
I.C., special sizes	4 50	4 75
B.V. Grade, I.C., usual sizes	4 40	4 50

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets ..	8 25	8 50

Charcoal Tin Boiler Plates.

Cookley Grade—		Per lb.
I.X.X., 14x56, 50 sheet bxs	}	
" 14x60, "		6½c, 7c
" 14x65, "		

Iron and Steel.

Common Iron, per 100 lb	\$2 35	2 40
Refined " "	2 60	2 65
Horse Shoe " "	2 60	2 65
Band " "	2 87 1/2	3 00
Hoop " "	2 87 1/2	3 00
Swedish " "	4 00	4 50
Nova Scotia Bar Iron.....	2 75	
Sleigh Shoe Steel	2 50	2 75
Machinery, Tire Steel	3 00	3 25
Best Cast Steel, per lb.	0 13	0 14
Russian Sheet	0 11	0 12
Tank Plates	2 25	2 50
Boiler Rivets	4 75	5 00

Boiler Tubes.

2-inch	13c
3-inch	18 1/2

Boiler Plate.

1/4 inch.	\$2 75
5-16 " "	2 60
3/8 " "	2 50

Sheet Iron.

1 to 20 gauge	3 1/2, 3 1/4
22 to 24 " "	2 3/4, 3
26 " "	3, 3 1/4
28 " "	3 1/4, 3 1/2

Canada Plates.

Blaina.....	1/2 bright	\$ 10	3 15
Boars Head.....	" "	3 15	3 25
Maple Leaf.....	" "	3 10	3 25
All Bright.....	" "		None

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5 1/2, 6c
26 gauge, " "	5 1/2, 6
28 " "	5 1/2, 6 1/4

Gordon Crown—	
16 to 24 gauge, per lb	5 1/2, 6 1/4
26 gauge, " "	5 1/2, 6 1/4
28 " "	5 1/2, 6 1/4

Note.—Cheaper grades about 1/2 cent per lb less.

Chain.

Proof Coil, 1/4 inch, per lb.....	4 1/2, 4 3/4c
" 7-16 inch " " " "	5 1/2, 5 3/4
" 1 " " " " "	5 1/2, 6

Trace, per doz. pairs	\$3 60	5 90
German coil, per 100 ft	1 65	2 70

Jack chain, iron, single, per doz yards	0 13	0 50
Jack chain, double, per doz yards	0 15	
Jack chain, brass, single, per doz yards	0 20	1 10

Copper—Ingot.

Lake Superior, per lb	0 00	0 00
Baltimore " "	0 17 1/2	0 18 1/2
English B.S. " "	0 17 1/2	0 18 1/2

Bolt or Bar.

Cut lengths, round, 1/4 to 1/2 in.	\$0 28	\$0 31
" round & square		
1 to 2 in	0 26	0 28

Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,		
16 oz, 14x48 and 14x60	\$0 21	0 22
Untinned, 14 oz, and light,		
16 oz, irregular sizes	0 22	0 23

Note.—Extra for tinning, 2 1/2 cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x		
48 and 14x60	0 30	0 32

Braziers. (In sheets.)		
4x6 ft, 25 to 30 lb ea, per lb..	0 22	0 26
" 35 to 45 " " "	0 21	0 22
" 50 lb and above per lb	0 20	0 21

Boiler & T. K. Pitts.		
Plain Tinned, per lb.	0 26	
Spun " "	0 30	

Wire.		
Pure, in coils—		
From 1 to 20 gauge.....	0 25	0 27
From 20 gauge, up.....	0 28	0 30

Brass.		
Roll & Sheet, 14 to 26 gauge.	0 21	0 25
" 27 to 30 " "	0 23	0 29
" 30 and up.....	0 26	0 29
Sheets, hand-rolled 2x4 ft..	0 23	0 25

Zinc Spelter.		
Foreign, per lb.....	0 06 1/2	0 06 3/4
Domestic " "	0 05 1/2	0 05 3/4

Zinc Sheet.		
5 cwt casks.....	0 06 1/2	0 07
Part casks.....	0 07	0 07 1/2

Lead.		
Imported Pig, per lb.....	0 04	0 04 1/2
Domestic " "	0 04	0 04 1/2
Bar, 1 pound.....	0 05	0 05 1/2
Sheets, 2 1/2 lbs, per square ft,		
by roll.....	5 00	5 25
Sheets, 3 to 6 lbs, per sq ft,		
by roll.....	4 75	5 00

Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 27 1/2 p.c. discount.

Note.—Cut lengths, net price; ton lots 27 1/2 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7 1/2c.

Solder.		
Half-and-half (guar.) per lb	0 20	0 22

Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb.....	\$0 21	\$0 22
Other makes " "	0 19	0 20

Pure White Lead, ground in oil,		
Associat'n guarantee, per lb.	5 1/2	
No. 1 Do.....	"	0 5 1/2
No. 2 Do.....	"	0 4 1/2
No. 3 Do.....	"	0 4 1/2

Prepared Paints.		
(In 1/2, 1 and 1 gallon tins.)		
Pure, per gallon.....	\$1 05	\$1 10
2nd qualities " "	0 85	0 90

Colors in Oil.		
(25 lb tins, Standard Quality.)		
Venetian Red, per lb.....	0 05	
Chrome Yellow " "	0 09	
Golden Ochre " "	0 06	
French " "	0 05	
Marine Black " "	0 09	
" Green " "	0 09	
Chrome " "	0 08	
French Imperial Green.....	0 14	

Colors, Dry		
(25 lb tins, Standard Quality.)		
Yellow Ochre (J.C.) in bbls, per lb	0 01 1/2	
" (J.F.L.S.) " "	0 01 1/2	
Venetian Red (R.C.2) " "	0 02	
" (1343) " "	0 02	
Ven. Red, Cookson's " "	0 02	
English Oxides " "	0 03 1/2	
American " "	0 02 1/2	
Paris Green, per lb.....	0 15 1/2	0 16 1/2
Burnt Sienna " "	0 08 1/2	0 09 1/2
Burnt Umber " "	0 06	0 06 1/2
Drop Black " "	0 09	
Chrome Yellows " "	0 12	
" Greens " "	0 12	
Golden Ochre " "	0 03 1/2	

Varnishes (in bbls).		
No. 1 Furniture, per gal.....	0 70	
Brown Japan " "	0 70	
No. 1 Carriage " "	1 50	
Gold Size Japan " "	1 40	
Pure Orange Shellac " "	2 20	
Hard Oil Finish " "	1 50	

Linseed Oil (in bbls).		
Raw, per gal.....	0 71	
Boiled " "	0 74	

Turpentine (in bbls).		
Selected Packages, per gal.....	0 59	0 60

Castor Oil.		
Best, per lb.....	0 10 1/2	0 12

Gtue (in bbls)		
Common, broken.....	0 10	0 11
French medal.....	0 12	0 13
Cabinet makers.....	0 17	0 18
White.....	0 16	0 17

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	" 0 05½
" No. 2	" 0 04½
" No. 3	" 0 04½

Acme Paints.

Neal's Carriage, discount 40 p. c.	
English Oxide, by the barrel	0 02
American Oxide	0 01½
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p. c.	
Granite Floor, in tins, 90c, 47½c	0 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	
" Wagon and Imperial, dis 40 p. c.	
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz.	1 25
Acme Carriage Top Dressing, \$1 75	per doz 4 00 8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 to 45 p. c. Amer.	
Rim Fire Cartridges, Dom. 50 and 10.	
Rim Fire Military, net list. Amer.	
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.	
Central Fire Cartridges, Dom. 30 & 10	
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p. c. Amer.	

Wads.

Eley's, per 1,000	\$0 25 \$1 60
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Anvils.

Per lb.	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz.	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each.	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	6 65 1 59
Pegging, " "	0 65 1 25
Brad, " "	0 85 1 60
" handled	3 60 7 30
Saddlers', " "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing,	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	6 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Brass, 60 to 66½.	
" 50 and 10 to 60 p. c.	

Door.

Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50

Cow.

American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 p. c.	

Farm.	
American, each	2 00 5 00
House.	
American, per lb.	0 35 0 40

Bellows.

Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount	35, 40 per cent.

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 per cent.	

Bench Stops.

Per doz	5 00 6 00
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Bits—Auger.

Gilmour's dis 55.	
Excelsior—Jennings, discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jennings' Gen, net list to 5 p. cent. dis.	
Car.	
Gilmour's, 47½ to 50 per cent.	

Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell " "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb.	0 11 0 15
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Bolts.

Carriage, dis, 60 and 5 per cent. to 60 and 12½ per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis., 45 to 50 p. c.	
Elevator, dis., 35 to 40 p. c.	
Machine, dis., 60 to 60 and 5 p. c.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 35 to 40 per cent.	
Reversible, dis., 65 to 70 per cent.	
Vegetable, per doz	1 12 2 35
Henis, No. 8	2 00 2 75
" No. 9	6 00 7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	500 40 25
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Butts—Brass.

Wrought Brass dis. 60, 60 and 10 per cent.	
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Cast Iron.

Loose Pin, dis. 60 to 60 and 5 per cent.	
Wrought Steel.	
Fast Joint, dis. 60, 60 & 5pc.	
Loose Pins, " 60, 60 & 5pc.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.

Horse, per doz	0 70 0 95
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Carpet Stretchers.

American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz	22 50
World	21 75
Daisy,	24 00
Star,	18 00

Crown Jewel, per doz	29 00
Grand Rapids,	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50pc.	
Plate " dis. 50pc.	

Cattle Leaders.

No 31 and 32, per gross	8 50 11 25
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Cement.

Portland, car load lots	2 70
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.

Carpenters' Colored, per gross	0 50 0 85
White, lump, per lb.	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15
Chisels—Socket, Framing and Firmer.	
American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz.	0 85 4 00

Churns.

Amer., dis. 50 p. c. to 60 p. c.	
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Clamps.

Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clips.

Axle, dis. 65 p. c.	
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Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
No. 2	2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p. c.	
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Cradles, Grain.

Canadian, discount 25 p. c.	
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Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English, " "	2 00 4 00

Draw Knives.

American, dis. 70.	
Canadian, dis. 25 to 35 p. c.	

Drills and Drill Stock—Brest.

Millar Falls, per doz	16 00 51 50
P. S. & W., dis. 40 per cent.	

Twist.

Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.

Dis. 20 to 33½ p. c.	
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Fawcets.

Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star,	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10	
Barton Smith, dis. 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis., Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25pc.	
Horse Rasps, Kearney & Foote's dis Am list, 50 p. c.	
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33½ p. c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc, dis. 40 p. c.	
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Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis, 50, 50 & 10 p. c.	

Fruit Presses.

Henis' per doz	4 00
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Enterprise, discount 10p. c.	
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Fry Pans.

Acme, discount 50, p. c.	
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Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p. c.	
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Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 40
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Glass.

4th quality Star, 1st break	1 50
" 2nd "	1 60
" 3rd "	3 80
" 4th "	4 10
" 5th "	4 40

Window Glass.

Pilkington's ordinary	
1st break	\$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	6 50

Picture Glass.

Pilkington's ordinary	
1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 75

Glue Pots.

Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list.	
Can. discount 25 to 27½ p. c.	

Tack.

Magnetic, per doz	1 10 1 50
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Sledge.

Canadian, per lb.	0 12½ 0 15
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Ball Pean.

English and Can., per lb.	0 25 0 37½
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Handles.

Axe per doz	1 00 3 50
Store door "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 30 p. c.	
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Hoe.

C. & B., discount 30 p. c.	
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Saw.

American, per doz	1 00 1 25
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Plane.

American, per gross	3 15 3 75
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Hammer and Hatchet.

American, per doz	0 50 0 80
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Cross Cut Saw.

Canadian, per pair	0 18 0 25
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Hangers.

Door 4 and 5 inch, per pair	0 40 0 80
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Hatchets.

Can., dis. 37½, 40 p. c.	
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Hinges.

Blind, Parker's, dis. 60, 60 and 5 per cent.	
Light T and strap, dis 60, 62½ percent.	
Heavy, per lb.	0 5 0 05½
Screw and Strap, per lb.	0 03½ 0 04½

Hooks—Cast Iron			Pencils.			Scale Beams.			Cigar Box Nails, dis. 35 p.c.		
Bird Cage, per doz	0 50	1 10	Dixon's, per gross	1 00	4 25	Canadian, B. S. & M. dis. 40 per cent.			Shoe Finders' Tacks & Nails, dis. 25 p.c.		
Clothes Line, " "	0 27	0 63	" Carpenter	2 25	3 60	Scrapers.			Tape Lines.		
Harness, " "	0 72	0 88	Picks.			Box, per doz	2 10	4 50	English, ass skin per doz.	\$2 75	\$5 50
Hat and Coat, per gross..	1 00	3 00	Picture Nails.			Foot, " "	40	3 50	English Pat. Leather	5 50	9 75
Chandelier, per doz	0 50	1 13	Porcelain Head, p. gross			Screens.			Chesterman's, each	0 90	2 85
Wrought Iron.			Brass Head,			Screw Drivers.			" steel, each.	0 80	8 00
Wrought Hooks and Staples, Can.	dis. 17½, 20 p.c.		Planes.			Window, patent, per doz	6 00	7 50	Thermometers.		
Wrought Hooks and Staples, Amer	dis. 75 to 75 and 10 per cent.		Wood, bench, Canadian, or American			Sargent's, per doz	65	4 00	Tin case & dairy, dis. 75 p.c.		
Wire.			dis. 50.			Screws.			Ties.		
Hat and Coat, dis. 35, 40 p.c			Wood, fancy Canadian, or American			Wood, flat head iron, dis. 47½ percent.			Tinner's Shears and Snips		
Belt, per 1,000.	0 60	2 70	dis. 35, 37½ per cent.			Wood, round head iron, dis. 42½ per cent.			P.S. & W., 10 p.c. advance on American list.		
Screw, bright, Eng., dis. 40, 5, 45 per cent.			Bailey's (Stan R. & L. Co.) 33½ to 35 per cent.			Wood, flat and round head, brass, dis. 25 p.c.	3 25	4 00	Tinware.		
Horse Nails.			Miscellaneous, dis. 10 to 12½ per cent.			Bench, wood, per doz....	4 25	5 75	Stamped, dis. Assn list, 70, and 12½ per cent.		
Horse Shoes,			Bailey's Victor, dis. 10 to 12½ per cent.			Bench iron per doz.....			Japanned, dis. Prices on application		
Per keg	3 60		Plane Irons.			Scythes.			Pieced, dis. " " "		
Ice Picks.			Pliers and Nippers.			Scythe Snaths.			Transom Lifters		
Star, per doz	3 00	3 25	Button's Genuine, per doz. prs. dis 37½, 40 p.c.			Canadian, dis. 33½ to 35 p.c.			Traps.		
Kettles.			Button's Imitation, per doz.			Shears.			Game, Newhouse, dis. 17½, 20 per cent.		
Brass spun per lb	0 28	0 30	German, per doz			B. & W., japanned, dis. 75 per cent			Game, H. & N., or P.S. & W., discount 57½ to 62½ p.c.		
Copper, " "	0 40	0 45	Plumbs and Levels			B. & W. N. P., dis. 65 p.c.			Mouse, per doz	0 35	1 50
Enamelled Can. 50 p.c.			S. R. & L. Co., dis. 65 p.c.			Seymour's dis. 60 p.c.			Rat	2 00	4 50
American, 50 and 10, 60 and 5 per cent			Poppers.			Ætna, dis. 75 @ to 75 and 10 per cent.			Trowels.		
Keys.			Corn, square, per doz....			Heinrich 60 per cent.			Disston's, discount 10 p.c.		
Lock, Can, dis 50 p.c.			Pruning Shears.			Sheaves.			German, per doz	4 75	9 00
Cabinet, Trunk, and Pad-lock, Am. per gross.....	1 60	4 75	Pulleys.			Sliding Door, per set	77	1 40	Brade's	00	10 50
Knobs.			Hothouse, per doz.....			Shovels and Spades.			S. & D., discount 35 p.c.		
Door, japanned, and N.P., Can. list dis, 50 p.c.			Axle.			Sieves.			Triers.		
Bronze, Berlin, per doz ..	2 75	3 25	Screw			Wood Rim, black, p. doz	1 15	1 35	Butter, per doz	6 25	9 00
Bronze, Gem, " "	6 00	9 00	Awning			Tin Rim, " "	1 35	1 60	Trucks		
Lava, " "	8 75	10 00	Pumps.			" black, " "	2 30	2 45	Warehouse, each.....	2 25	6 50
Shutter, porcelain, F. & L screw, per gross.....	\$1 30	4 00	Rumsey, Cistern & Pitcher Spout, 60 and 60 and 10 per cent.			Snaps.			Twines.		
Ladles.			Punches.			Harness, German, p. gro.	2 00	5 50	Bag, per lb	0 12½	0 20
Melting, per doz.....	1 70	4 50	Saddler's, per doz.....			Acme, " "	3 00	5 00	Wrapp'g, mott'd, pr. pack.	0 50	0 60
Lemon Squeezers.			Conductors			Lock, Andrew's	4 50	11 50	" cotton, per lb	0 18	0 20
Porcelain lined, per doz	2 20	5 60	Tinner's solid, per set.....			Soldering Irons.			Mattress, per lb	0 33	0 45
Galvanized, " "	1 87	3 85	hollow, per inch			Per lb.....	0 30	0 32	Staging " "	0 27	0 35
King, wood, " "	2 75	2 90	Putty.			Wrought Spikes.			Broom " "	0 30	0 55
" glass " "	4 00	4 50	Bladder, per 100 lbs			Discount, net list to 10 per cent.			Binding, flax, per lb		
All glass, " "	1 20	1 30	Tins, lbs			Spoke Shaves.			" jute " "		
Lines.			Rail.			Wood, English			Vises.		
Fish, per gross	1 05	2 50	Barn Door, per foot....			Iron, American	1 80	5 00	Hand, per doz	4 00	6 00
Chalk, " "	1 90	7 40	Sliding Door,			Iron, American	1 35	2 35	Bench, parallel, each	2 00	4 50
Locks—Door.			Rakes.			Spoons and Forks.			Coach, each	6 00	7 00
Canadian, dis. per cent..	50		Cast Steel and Malleable, Canadian list dis.			Sheffield Sterling.			Peter Wright's, per lb	0 12	0 13½
Russell & Erwin, per doz	2 90	7 50	Razors.			Tea Spoons.			Pipe, each	5 50	9 00
Cabinet.			Boker's, per doz			Dessert			Saw, per doz	6 50	13 00
Eagle, dis. per cent	33½		Wade & Butcher's			Table			Washer Cutters.		
Padlock.			Currier's, per doz			Dessert Forks....			Per doz	4 00	8 50
English and Am. per doz	50	6 00	Rivets and Burrs.			Medium			Well Wheels.		
Scandinavian, " "	1 00	2 40	Copper Rivets, dis. 40 to 42½ p.c.			Table			Amer., per doz 8, 10 & 12 in.	3 38	6 00
Eagle, dis. percent	15	1 17½	Iron " 40 per cent.			Squares.			Wire.		
Mallets.			Burrs, Iron, 30, 33½ per c.			Iron, per doz	1 65	2 90	Market, bright and annealed, Nos. 1 to 16, 5 per cent. advance on list from stock. From factory net list.		
Tinsmiths', per doz	1 25	1 50	Rivet Sets.			Steel, dis. 75 p.c.			Market, oiled, coppered, 5 p.c. advance.		
Carp'trs' hickory	1 25	3 75	Canadian, dis. 30, 35 perc			Try and bevel, dis. 50 to 52½ per cent.			Market, from factory net list.		
Lignum Vita, " "	3 85	5 00	Rope.			Fence, galvanized, per lb	5	5½	Market, tinned per lb	0 04½	0 08
Caulking, each	1 60	2 00	Sisal, per lb			Wrought Iron, dis. 75, 75 and 10 per cent.			Galvanized Fence, 5 per cent. advance on list. From factory net list		
Mattocks.			Manilla, " No. 1			Stocks and Dies, Amer. dis. 25 per cent.			Tinned Broom, from 19 to 22 gauge, per lb.....	0 07	0 07½
Canadian, per doz	8 50	10 00	" No. 2			Stone.			Malin's Wire on spools, dis. 30 to 35 per cent		
Meat Cutter.			Cotton, " "			Washita, per lb	0 15	50	Clothes Line, galv., p. 100ft	0 25	0 55
Enterprise, dis. per cent	20	25	Deep Sea, " "			Hindostan, per lb	0 06		Barbed Wire.		
Dixon's, each	1 60	2 00	Rules.			Slips, per lb	9		Galv. steel barb fencing		
Woodruff's	1 10	1 70	Boxwood, dis. 75 & 10 & 5 80 percent.			Labrador, per lb	0 13		" "Lock Barb," 4 point....	0 5½	0 05½
Hale's, " "	1 05	1 50	Ivory, dis. 40, 40 & 5 per cent.			Axe, " "	0 15		Ditto Glidden 2 point	0 05½	0 06
Hume, " "	13 00	16 00	Mrs. Potts, per set			Turkey	0 50		Galv. Steel, plain twist		0 05
Mincing Knives.			N. P.			Arkansas	1 50		Galvanized Barb, "Ly man," 2 to 4 points.....	0 05	0 05½
American, per doz.....	42	2 35	Sand and Emery Paper.			Water-of-Ayr	0 10		Terms, 60 days or 2 per cent off for cash—10 days.		
Molasses Gates.			Emery, per quire.....			Scythe, per gross.	3 50	5 00	Wire Cloth.		
Stebbin's Patent, dis. per cent, 65 to 70 per cent.			Sash Cord.			Grind, per ton	15 00	18 00	Ordinary, discount 25 p.c.		
Nails.			Sash Locks.			Stove Polish.			Painted Screen, p. 100 sq ft	2 25	2 5
Cut, 3 in. and upwards per keg	2 60		Triumph and Morris, dis 37½, 40 per cent.			Per gross			Wrenches.		
Car lots	2 55		Kempshell's dis. 40, 62½ per cent.			Per gross	1 80	7 50	Agricultural, dis. 70.		
Brads & Moulding Nails, discount 55 to 60 per cent.			Canadian, dis. 45, 50 p.c.			M.L.S., per gross	2 50		Standard, dis. 60, 60 & 10 p.c.		
Wire Nails, 60 to 65 per cent.			Sash Weights.			Jacoby	5 00		Coe's Gen'ne, dis. 40, 45 p.c.		
Nail Pullers.			Sectional, per lb			Mirror Black Lead, per gr.	2 00		Diamond, dis. 33½, 35 p.c.		
German & American....	1 85	3 50	Sausage Stuffers.			Jos. Dixon's, bulk, per lb.	0 07		Tower's Engineer, each	2 00	3 00
Nail Sets.			Saws.			Dixon's Plumb.	0 15		" S., per doz	5 80	7 50
Square, round and octagon	3 38	4 00	Hand, Disston's, dis. 10 p.c.			M.L.S. Paste, per gross	9 00		G. & K's Pipe		6 00
Diamond.....	12 00	15 00	S. & D., dis. 35 to 40 per cent.			Nicholson's, per doz.....	1 00	1 25	Burrell's " each		3 40
Oil.			Cross-Cut, Disston's, per ft. 35 to 55.			Tacks, Brads, etc.			Pocket, per doz.....	1 25	2 00
Canada Refined Oil (Toronto)	0 14½		S. & D. dis. 25 to 35 per cent.			Cut, Carpet, gimble, blue, dis. 35 p.c.			Wringers		
Carbon Safety	0 17½		Hack, complete, each....			" tinned, dis. 45 p.c.			Each	3 25	5 50
Canada W.W.	0 20		" frames only			Swedes' iron, blue or tinned, dis. 42½ p.c.					
American W.W.	0 25		Per doz.....			Upholsterers' dis. 42½ p.c.					
Castor	0 11½	0 12	Saw Sets.			Copper Tacks and Nails, dis. 35 p.c.					
S. R. Seal	0 63	0 65	Scales.			Trunk and Clout Nails, " 40 p.c.					
Oilers.			Canadian List, dis. 40 p.c.			atent Brads, dis. 40 p.c.					
McClary's Galvan. Iron						Finishing Nails, dis. 35 p.c.					
Oil Can, with Pump,											
per doz	19 50										
Zinc and Tin, dis. 50, 50 and 10.											
Copper, per doz.....	1 25	3 50									
Brass, " "	1 50	3 50									
Malleable, dis. 25 per ct.											
Pails.											
Galvanized, per doz.....	2 00	3 50									

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filthy, greasy
cloth. As the
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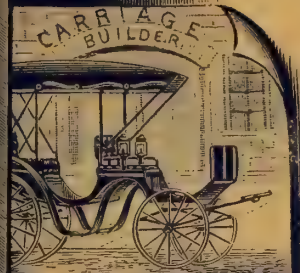
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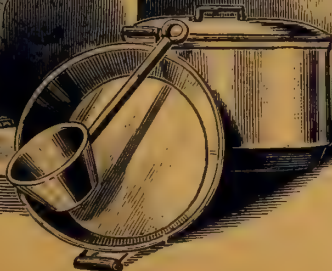
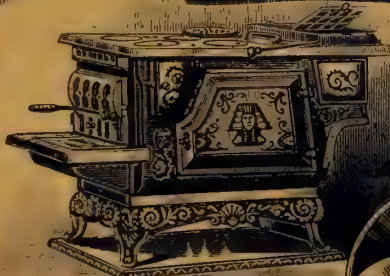
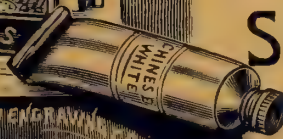
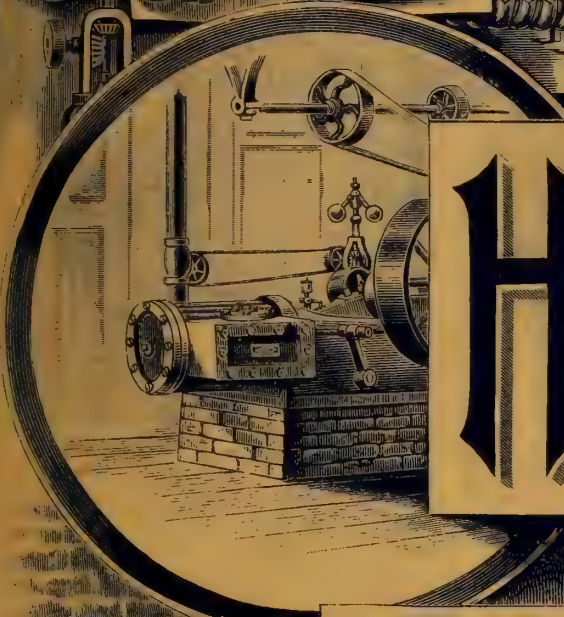
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Vol. 2.

TORONTO AND MONTREAL, OCTOBER 18, 1890

No. 42

NICKEL OPERATIONS STIMULATED.

From the beginning to the end of its new tariff, the Republican party of the United States has steadfastly chosen, between the sacrifice of its country's consumers on the one hand and benefit to Canada on the other, always in favor of the former. It seemed to be its policy that Canada should be thwarted though the heavens fall, and for every instance that tighter restrictions have been put on Canadian trade, another straw has been laid on the back of United States consumers. In one important exception, however, the apparent identity of interest to both countries has not prevailed to the seeming disadvantage of Canada; or to put it otherwise, in that respect the apparent mutual advantage so overwhelmingly preponderated on its United States side, that the benefit thereby accruing to Canadians might be neglected. The exception referred to is the nickel ore. That article is now admitted free to the United States, the duty formerly imposed being taken off by the McKinley Act. The reason arises out of these facts: that there are no nickel mines to speak of in the United States, that tests made at Annapolis show nickel steel makes the best armor-plate for vessels, and that the United States Congress has appropriated \$1,000,000 for the purchase of nickel to be used in the manufacture of nickel steel for armouring war vessels. These facts have hammered down the gates of United States exclusion.

The result is beneficial to Canada. Its immediate effects are now unfolding. They are exhibited in greater activity in the sale of ranges. United States buyers are now on the spot and a considerable exchange of ownership has already been effected of ranges that have not been opened. English and Canadian capitalists are also on the market. The claims that have changed

hands have been bought at prices far above those asked before the removal of the United States duty. What is wanted to animate business in claim-selling is better inducement to the prospector. The men capable of being prospectors have not the stimulus that usually exists in a new mining region. Independent discovery is robbed of its fruits, by the present indulgent terms to those who make application for a Crown patent. The prospector knows that he may locate a rich find, and then learn that it is on a range within a tract covered by some other man's blanket application. The tract might never be taken up if it were not for this discovery, which at once sets the applicant moving to get full possession. Our Mining Act wanted modifying to the end that this drawback would be removed and it was expected to be so modified at the last session of the Ontario Legislature, but to the disappointment of the people of Algoma, it was not.

Meanwhile, the McKinley Act, hostile to so many Canadian industries, has been friendly to the development of our nickel mines. We hope free admission to the United States may serve our purpose as well as it serves the purpose of the Republican party, but we hope soon to find it more to our interest to smelt the ore all within the country.

SUSSMAN, SON & CO'S. FAILURE.

A meeting of the creditors of the above firm was held last Friday at the office of the assignee, Mr. E. R. C. Clarkson, at which Mr. Sussman was asked to make an offer, but could not. Messrs. Auldgo, of B. & S. H. Thompson, Montreal, and Sloan, of the Quebec Bank, were appointed inspectors, and it was decided to wind up the estate. The direct liabilities of Messrs. Sussman,

Son & Co., amounted to \$28,000, and indirect to 84,163. The principal creditors are Messrs. Wilson, Patterson & Co. \$13,472; B. & S. H. Thompson \$2,094; H. Dobell & Co. \$5,30, all in Montreal, and W. W. Park & Co. \$4,163; James Robertson & Co. \$319; Royal Oil Co. \$272, of Toronto. The privileged claims amounted to \$3,645. The estate has been sold to W. W. Park & Co., Toronto, at 36c. on the dollar on the liabilities.

Messrs. Sussman, Son & Co. first started in Toronto several years ago, engaging in the manufacture of soap. At this they made some money, and a couple of years ago branched out and dealt largely in oils, varnishes, gums, etc., they were supposed to be doing a large business and the trade therefore were hardly prepared for the notice of their assignment. It is a well known fact that this firm were steadily and persistently cutting the prices of linseed oil and turpentine, and this probably enabled them to get a large connection, on this account very little sympathy it extended them by the trade. It is also stated that the firm had been dabbling in accommodation paper. The stock was valued at about \$12,000 and consists of varnishes and raw material. There were in stock about 140 bbls. of linseed oil, 60 of turpentine, \$1,000 worth of gums, and varnishes to the value of \$2,500. It is not yet known what the purchaser will do with the stock, but probably some of it will be thrown upon the market. The linseed oil is said not to be first-class stock. At the beginning of the year the books of the firm showed a surplus of \$3,000.

The Indian rubber of commerce is yielded by a tree very unlike the so-called rubber plant shown in northern greenhouses. It is tall, with a smooth, white trunk, often somewhat crooked, and branching at the top into a thick cluster of small gnarled limbs scantily covered with lustreless green foliage.—Ex.

HIGHER PRICES FOR TINWARE.

Tinware, says the American Artisan, is advancing, and the probabilities are that it will continue to advance. It is difficult to say what the full effect of the tariff law will be upon prices of this material, but it is safe to assume that the days of cheap tinware are numbered.

In order to learn the feeling among leading dealers and consumers, a Chicago daily which has vigorously opposed the tariff measure now a law, has been interviewing some of them. The results of these interviews are here presented. Considering the question: Will the American consumption of tin be as large under the new as it was under the old law? the answer is given:

"Dealers in tin shake their heads in doubt when this question is asked. They cannot tell, but they seriously suspect that the enormous duty will make the price of tinware so high that a substitute for tin will be sought by a great number of concerns which have used the metal because it was so cheap.

"The tin tax will fall with greatest force on the poor and middle classes, as proportionately much more tinware is used in their households than in the homes of the rich. The well-to-do can use silver plate; the poor man must use tin. In his pantry will be found tin pales, tin cups, tin plates, tin dip-pers and tin pans of a wonderful variety. Scattered about other parts of his home are numberless useful tin articles that he has bought because they were cheap and answered well the purposes for which they were made. He must continue to use these tin articles, and the protection party has decreed that he shall pay all the way from 20 to 50 per cent. more for these necessities than he did before the bill was passed. The advance will not be much on a 5 cent tin cup or a 10 cent pan, but on a complete outfit of tinware for housekeeping the young workingman will find the difference quite an item. He will be compelled to pay a tin tax for which he will not be able to see any benefit to himself or family or to any other member of the working class.

"The importers of tin-plate are in doubt how far-reaching will be the effects of the new tariff. A member of the firm of D. G. Trench & Co., large importers, said: In all probability there will not be as much tin used in this country as there has been in the past. Tin has been so cheap that it has been put to a great variety of uses on that account, and the field has been steadily increasing, much to the benefit of the whole tin trade of the country and the people who used tinware. All the immense canning industries of this country have been able, at a very

small cost, to put up their goods in attractive form because of cheap tin. They have been enabled to sell their goods in foreign markets, and, although the margin of profit has been small, the great volume of business done has made it possible for them to make a good annual showing. The fraction of a cent profit on a can of any kind of goods meant a good profit on thousands of cans. Now that McKinley has added a fraction of a cent to the cost of their cans, they must get higher prices in order to sustain the extra expense that McKinley has put upon them. Some kinds of business here can put this additional price on their product, but there are some which have been obliged to sell so close to meet foreign competition that the least rise in their goods will drive them out of the foreign markets.

"In this fact lies one of the great commercial dangers of the McKinley law. If manufacturers of any kind are driven out of the foreign markets on account of the rise in tin it will be a savage blow at the whole tin trade as well as the industries themselves. They will simply be crippled. All we do as dealers in tin is to anticipate so far as we can and make our prices conform to existing conditions. We have raised the price of tin plate 1 cent a pound and, later, we shall be compelled to raise the price still higher. We used to pay 1 cent a pound duty. Now we shall be obliged to pay a little more than 2 cents a pound. Even after we have added this extra tariff to the price of tin-plate we will probably not be as well off as we were before, since the volume of our trade is pretty sure to be materially reduced. So far as I am concerned personally, it serves me right, for I have been voting the republican ticket. I am now getting a good dose of my own medicine. I have tried to make it look all right when other lines of business have been affected, but I cannot persuade myself that any one in the tin trade, or the people at large, will be even remotely benefited by the new tax on tin.

"To the legitimate, unprotected packing industries of every description the McKinley tax on tin is a millstone, and it is a grave question whether or not some of them will be able to carry the load. A member of the firm of Armour & Co., said that so far as he could conjecture at present the tax on tin would make a difference to the firm of \$150,000 a year, figuring on the basis of last year's output. Another member of the same firm placed the difference at something over \$200,000 a year. How much more than \$200,000 a year Armour & Co. make has nothing to do with the tax on tin, but this amount in itself is a good profit, and the concern could run along happily if it only cleared that much. Smaller concerns are likely to have their profits entirely wiped out. If it should come to a question of competition in foreign markets this small matter of a fraction of a cent on a tin can might ruin the foreign trade of many establishments. They

could go into foreign markets and make a fair profit under the old tax, while under the new tariff they might be able to sell only at a loss.

The business of canning fruits and vegetables, which has grown enormously in this country, largely on account of cheap tin, will suffer a serious set back by the operation of the McKinley bill. The margin of profit on these goods has been so small that they have been able to carry on their business successfully only by reason of the great volume of product they have turned out. The difference in the old and the new price of cans will make such a difference in their profits that they will be obliged to raise the price of goods or close the doors of their factories. At an advanced price for their product they will be shut out of some foreign markets, and their home trade will be apt to fall off so much that some of them will have to go out of business. The small dealer will be affected first. Little establishments that give employment to twenty or thirty men will have to give away to the larger concerns, which will be forced to combine in order to maintain living prices. In any event, the people who buy canned goods will have to pay the tin tax that McKinley has imposed.

Milk dealers complain that they are now obliged to pay more for milk cans and can see no way in which they can get a return for the extra expense. The condensed milk industry will also suffer seriously. In order to make the same profit it has made in the past it will be obliged to raise the price of goods.

O. P. St. John, inspector of steamboat boilers, was in Sarnia this week, for the purpose of inspecting the boilers of the Hiawatha and examining candidates for engineers.

An offer has been submitted by Ross, Mann & Holt, the well-known railway contractors, for the construction of the Winnipeg water power scheme. They offer to complete the work within three years, and to furnish a minimum of 400-horse power to be used by the city for water works, electric lights, etc., (but not to be sub-let to private persons or corporations), at the rate of \$20 per horse power per annum, to be paid for on completion of the works. The company further agrees to supply the city with additional power above 400 horse power up to 2,000 horse power at the rate of \$18 per horse power per annum. The following conditions are attached: The company to have absolute ownership of the works and power, with usual property, the city to secure legislation at the next session of the Dominion Parliament; navigation works, including locks, not to form part of the plans, and the company not to be obliged to construct the same; this offer to be accepted and given effect within thirty days. An accepted cheque for \$10,000 accompanies the tender.

CAVERHILL, LEARMONT & CO'Y,

AMERICAN MEAT CUTTERS.

“ENTERPRISE” AND “PERFECTION”
ALL NUMBERS IN STOCK.

Write for Prices, as we
are Headquarters.

MONTREAL.

READY MIXED PAINTS IN HARDWARE STORES.

The handling of ready-mixed paints has become one of the most important branches of the retail hardware business. A few years ago the retailer handled them very gingerly, if at all. To undertake to push their sale, was to incur the opposition of every painter in town. They sold them when called for, but always recommended the regular old-fashioned, ground colors and oil, which required mixing to suit. Many of the goods were bad, and gave poor satisfaction, while some were passably good and a few were really meritorious. Calls for the better goods increased, for users were quick to see their general utility and advantage over the old goods, and there was a promise of emancipation from thralldom to the old professional house painters. Reputable paint manufacturers saw the way the tide was turning, and cutting loose from prejudice and the natural inclination to cling to old methods, they took measures to control the business by adopting it as a part of the regular trade, which it now is. They set to work to devise the best means of making a ready-mixed paint that should be as standard as the old brands of ground white lead. Experts in colors and chemicals were put in charge of the mixing

room, that became veritable laboratories. The properties of colors were studied scientifically. Mixing became an art or profession. The blending of the three primary colors, red, blue and yellow, so as to form the secondary colors in their highest perfection, and the blending of these to form the tertiary colors, is indeed an art. Any one can see at a glance that all this can be better done under these new and improved conditions than with the crude methods of the old paint shops. An hour spent in one of the large manufactories of mixed paints, would convince the most skeptical of the truth of this. To-day the trade has reached an enormous volume. There are a number of large concerns, who, in addition to handling immense lines of paints and oils, are also prepared to meet the large and growing demand for ready-mixed. They have skilled men engaged in the work of mixing, and their knowledge of colors enables them to produce shades and effects impossible to the painter who buys his lead and oil and colors and does his mixing at his shop, or, perhaps, at the work to be painted. The regular painters have made a valient fight against the ready-mixed, as did the regular dealers in regulation goods. But both have practically abandoned the fight, and the former are using the goods now which

are furnished by the latter. Many of the fine shades and effects of mixed colors, can only be produced by the most skillful manipulation, by experienced hands, and by repeated trituration or grinding by machinery, which accounts often for the superior brilliancy of ready-mixed colors over those produced by the painter's own mixing. Cheapness is another element of popularity of ready-mixed paints, but the greatest cause of the wonderful success of the business is its convenience. To-day, if one wants a little painting done, he can buy a can of ready-mixed colors and a brush, and, if any way deft of hand, can do the job himself, clean his brush, put the cover on his can, and be ready for the next job, instead of having to send to the professional painter and wait his time and pay his price. There is much more painting done than formerly in country localities; out buildings and farm implements getting attention they would not under the old system. The ordinary farmer or mechanic can keep his buildings and door-yard gates and fences, and his wooden implements all nicely painted at small cost, and do all the work himself.—Stoves and Hardware Reporter.

A customer secured is a promise of greater salary in time.

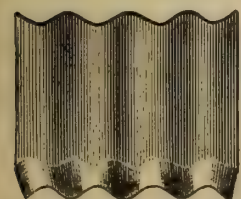
Soap and water are cheap, but soil on goods is expensive.

CORRUGATED STEEL FASTENERS.

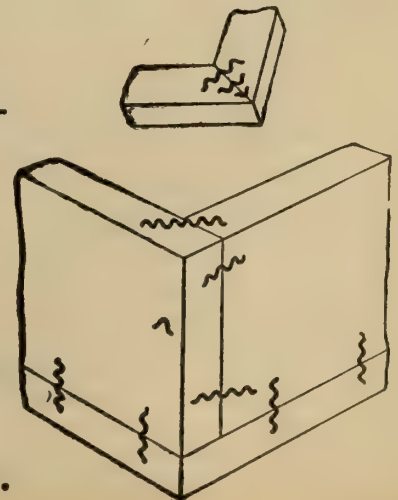
A Perfect, Secure Joint!

NO GLUE, NO SCREWS, INEXPENSIVE.

All Manufacturers of Wood-work are interested in this Invention.



Samples furnished free on application. Also manufacturers of Wire Nail: Tacks, Brads, Shoe Nails, etc.



THE ONTARIO TACK CO., Hamilton, Ont.

FERGUSON, ALEXANDER & CO.,

MANUFACTURERS OF

THE ELEPHANT BRAND

**LEADS, COLORS, VARNISHES, JAPANS
AND READY MIXED PAINTS.**

PAINT WORKS AND OFFICES : 22 College St.,
VARNISH WORKS : St. Gabriel Locks.

MONTREAL, and Glasgow, Scotland.

FULL STOCK !

QUICK SHIPMENT !



The shop of Mr. James M. Smith, tinsmith, Wallaceburg, was burnt down last week.

The St. Thomas pipe foundry, which has been but a short time in existence now, has 57 hands employed.

Creelman Bros. Georgetown, have been rushed during the last few weeks getting out a large consignment of machines for the Old Country.

Mr. W. Y. Scott, second son of Mr. Wm. Scott, Galt, has started business in the stove and hardware line on his own account at Spearfish, South Dakota.

St. John's great exhibition is over and has proved an immense success. There were nearly 60,000 paid admissions registered at the buildings besides other thousands at Moosepath.

The price of rubber, says the Age, appears to have culminated. Starting at 73 cents for new fine Para on January 1, the market steadily advanced until it reached 95 cents by the middle of September. The present price is 88 cents to arrive.

A Washington despatch says the action of the United States government in the adoption of nickel steel for armored battle ships will result in the expenditure of probably a million of dollars in Canada within a short time for the purchase of that metal.

The pumping engines of the Niagara Falls water works system, which was formally opened last week, were built by W. Kennedy & Sons, of Owen Sound, and Mr. Wm. Kennedy is the engineer who laid out the system, which is said to be working most satisfactorily.

There appears to be a gang of burglars operating throughout Waterloo and neigh-

boring counties. Several villages in the North Riding have been visited lately by these gentry, with more or less success, and last week a store at Norwich was relieved of about \$600 in cash and goods. A sharp lookout should be kept on stores and dwellings, and everything made secure against such unwelcome intruders.

About 2 o'clock on Saturday night Stratford citizens were disturbed by the fire alarm, the burning building being a carriage and blacksmith shop owned by Mr. Walter Wright. He says there was no fire in the shop the day before and undoubtedly it must have been set on fire. Several reports are being circulated indicating suspicion. The carriages, waggons and everything were a total loss. Insured for \$600.

At the last session of the Dominion Parliament the duty was taken off all mining machinery not manufactured in Canada. But the machinery for the reduction works at Nickel City is held back by the Customs authorities for duty, though not made in the country, because, they say, it is patented in Canada, and will be made at some future time here. So that the mining community are virtually in the same position as they were before in this respect.

Moffatt & Sons, stove manufacturers of Markdale, have offered to remove their works to Owen Sound if the town will bonus them to the extent of \$5,000. They would guarantee to employ at least twenty-five men, with wages on an average of \$10 per week. Their business has grown too large for their present location, and they intend moving elsewhere if possible. The Finance Committee has recommended to the Council that the bonus be not granted.

An advertising fakir who did up a number of western Ontario business men is in gaol at London. Even John Labatt, the well-known brewer, was one of his victims. The moral of all this is that merchants should

stick to legitimate newspaper advertising. The man who takes a good space, in a good paper, puts in a readable advertisement, and changes it before it becomes stale, will keep himself well before the public without wasting his money on "fakes."—Cornwall Freeholder.

Mr. Bowell has decided to allow the importation, duty free, of smelting machinery to be set up at Revelstoke, N. B. He expresses himself as surprised, not alone at the great mining development in that province, but likewise at the recent appreciation of value in lands suitable for agricultural purposes. One instance is found in the delta of the Fraser river, where land was formerly valued at \$1 an acre. Thousands of acres have been reclaimed from the river, and that land has been sold at \$75 and \$80 per acre.

The pipe house, foundry, pattern shops and rolling mills of the Londonderry Iron Company, Halifax, had a narrow escape on Friday night from destruction by fire. The flames originated in an outbuilding of the pipe house, and were only conquered by the strenuous exertions of the men. One of the employes, named B. K. Solomon, fell from the roof of the burning building down to the casting pit, 60 feet. Had his fall not been broken by striking the top of the lifting crane he must have been instantly killed. As it is he may not recover.

Mr. James Rayside, M.P.P. for Glengary has been inspecting at Sudbury the mining properties of Hall, McGreger & Co., assisted by J. B. Hammond, chemist and metallurgist, of Montreal. These deposits are copper and nickel, and have been pronounced by Mr. Hammond to be the richest he has seen in that region. This is particularly true of the Queen of the West mine, which, according to the assay made by J. T. Donald, of Montreal, will yield from the surface ore 6 per cent. of nickel and 3 per cent. of copper. There are seven mines in the one block

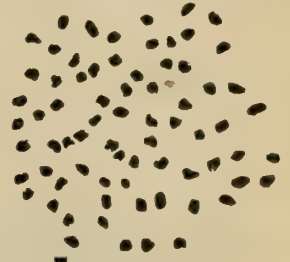
H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.



DEAD SHOT F. G.



DEAD SHOT F. F. G.

GUNPOWDER. "American Dead Shot." TRY IT.

owned by Hall, McGregor & Co., the farthest of which is only three-quarters of a mile from the railway, while the product of the Queen of the West mine can be thrown by shovels from the track.

On Saturday afternoon J. M. Brosius, inventor of the Brosius motor sewing machine, exhibited the machine in the Hamilton board of trade rooms. It was viewed by a large number of citizens. The machine marks by a lever, which winds the motor up. It will then run for thirty minutes before requiring to be rewound. There is no foot pedal and the operator can wind the machine while it is running. Mr. Brosius says that the Canadian company will have a capital of \$300,000, but only one-half that amount of stock will be issued at present. If \$50,000 is subscribed in Hamilton the machine will be manufactured at the Wanzer factory. The company does not ask for any bonus from the city, being satisfied with the inducements of exemption from taxation and free water. He also said he would prefer to have the factory in Hamilton if the stock mentioned was subscribed there, because the Wanzer factory, being fitted up with first-class machinery, was particularly suitable.

A fire broke out at an early hour on Sunday morning in the long established rolling mills of Pillow, Hersey & Co., Montreal, and before the devouring element had finished its work this great establishment, which gave employment to over 400 men, was but a block of smoking ruins. It appears that the flames were first discovered in the main workshop, and in a very few minutes had extended to almost every part of the building. One feature with which the firemen had to contend was the entire machinery and belts of the concern in motion, as the workmen, who are there night and day, did not have time to shut down the propelling power. As before intimated, the rolling mill is as good as wiped out, but the firemen succeeded in

saving the spike, nail and horseshoe factory which is detached from the other and faces on St. Patrick street. Mr. Pillow states that a big force of men will be put at work immediately and a new building will be erected as rapidly as possible at this season of the year. The loss, which will perhaps reach \$70,000, is fully covered. This enterprising company have another factory on Mill street, and in the two establishments they employ over 800 men. The whole concern is insured for \$200,000 in the Association Factory Mutual of the United States, which is the only company taking such risks.

ARTISTIC DESIGNS IN BUILDERS' HARDWARE.

From the Centennial Exposition, says the Age of Steel, may be fairly said to date the revival of taste in this country. The array of beautiful objects, such as had never before been gathered together, gave a new impulse to decorative art, and supplied models and designs for something better than we had been accustomed to in the past. The conventionalities and absurdities we had previously thought beautiful gradually gave way to fresher and more correct ideas, and we began slowly to seek true principles upon which to found our ideas. Through much folly and affectation we have been gradually fighting our way to genuinely artistic conceptions. Architecture, of course, first felt the revivifying process, which gradually extended through every form of house decoration and furniture until builders' hardware is to-day completely revolutionized. Mere scroll work and ornamentation no longer pass current as correct and beautiful creations. It is demanded now that a design be correct grammatically, so to speak, that it shall embody an idea and be harmonious in all its details. The representation of birds and beasts, once thought to be the height of art, is already stale, flat and unprofitable, for

one soon wearies of them. The life of any design depends more upon its simplicity than upon its ornateness, and the perfcity plain surface goods—as in real bronze—are in constantly increasing demand. With the rapid increase in wealth and culture has come the demand for the better quality of goods, and in every flourishing town there are handsome buildings going up upon which only the best hardware is to be seen. In the large cities the question of cost often cuts no figure whatever, since the cost of hardware is ever but a small percentage of the total outlay, and the only points considered are appropriateness, quality and finish.

Nothing more illustrates this great change than the fact that the selection of hardware is the matter of consultation between the architect and the owner—or even more often the owners wife—for women are daily exercising their proverbial good taste and discernment in this as in every other form of house decoration. The time has past when such selections are left to the contractor, who usually bought the cheapest thing he could find. Every large manufacturer of builder's hardware has one or more trained artists whose sole business it is to create and alter designs. There are many periodicals devoted to this business alone, and the essays and books upon this subject are increasing day by day.

After design and design comes the very important question of finishes, for they are innumerable, and no two manufacturers call them alike. They are tantalizing beyond description, for some rare and much desired one will be produced after innumerable experiments, and it will be found impossible ever to duplicate it again. It is the general experience though the simpler and more subdued colors wear best, and longest outlast the necessities of our changeable climate. Such is the present aspect of this large and important branch of the hardware business another year promises to see it greatly altered, constantly growing and constantly improving.

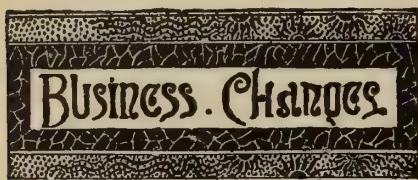
J. W. PATERSON & BRO.,

TORONTO AND MONTREAL.

MANUFACTURERS AND IMPORTERS.

Roofing Material, Building Paper, Plaster, Cement, etc.

IMPORTANT NOTICE.---We have almost completed the enlargement of our Roofing Pitch Works, and we hope now to be able to promptly fill all orders entrusted to us.



ONTARIO.

Bervie—Bloore, Jos., wagon maker, assigned to Jas. McK. Stewart.

Grimsby—Alford & Jarvis, general store. burnt out, insured.

Staffa—Ferguson, A. K., general store, sold out to J. Hamilton & Son.

Strathroy—Wright, Walter, carriage maker, burnt out.

Toronto—Suckling, Cassidy & Co., (company) trade auctioneers and commission merchants, assigned to John Ferguson, Toronto.

Vars—Bell, John M., general store, stock, etc., advertised to be sold by auction on 13th inst.

Wallaceburg—Smith, J. M., stoves and tinware, burnt out.

MANITOBA AND NORTH-WEST TERRITORIES.

Wapella—Smith, T. J., general store, sold out to Pritchard & Co.

QUEBEC.

Lause Au Cascon—Becu, Emile, general store, J. P. Label appointed curator.

Montreal—Foley, Thos., trader, demand of assignment; Pillow Hersey Mfg. Co., rolling mill destroyed by fire, fully insured.

Quebec—Young, Herman, hardware, stock partly damaged by fire and water, insured.

St. Michel—Leclair, J. B., general store, offering to compromise.

St. Momique—Camirand, E., general store, offering to compromise.

NOVA SCOTIA.

Amherst—McDonald, Malcolm, carriage maker, bill of sale.

Tidnish—Pye, John L. & Son, general store, assigned.

NEW BRUNSWICK.

Edmunston—Lucas, Antime, tinsmith, assigned.

The Brantford Board of Trade has appointed a committee to arrange an exhibit for the Jamaica Exhibition.

A NEW WHITE LEAD PROCESS.

The evils attending the manufacture of white lead by the Dutch, or stack process, are too well known to require insisting on. They may be summed up as—expensiveness, tediousness and serious danger to health. Attempts have been made, from time to time, to introduce other methods of manufacture, which have been recorded by us. These, for the most part, have proved failures. Another process for attaining the desired end inexpensively, quickly and safely has just been brought under our notice. This process is the invention of Professor McIvor, and has been in operation for the past nine months at the experimental works, 47, Clapham-road, London. In this process of manufacture, which was recently inspected, the litharge is first made from lead ore and then thoroughly purified by washing. It is then put in a vat, which is fitted with stirring apparatus, and a solution of acetate of ammonia is run into the vat upon the litharge. The mixture is then agitated for six hours, so that the lead is absorbed into the solution, and it is allowed to settle. The supernatant liquor containing the lead is then pumped over into a second vat, in which it is submitted to the action of carbonic acid gas. By this means the lead is precipitated and the acetate of ammonia recovered for use over again. If the litharge is very pure, the carbonic acid gas is introduced into the first vat, with the result that the white lead is produced direct, and the acetate of ammonia separated at the same time for re-use as before. In either case, after the white lead has been precipitated, the mother liquor is drawn off and the unwashed white lead is passed through filter presses to extract from it all the mother liquor. The pressed lead is then put in a washer, and agitated by stirrers in cold water. After eight of these agitated washings, the white lead is again passed through the filter presses and through a hydraulic press, from whence it is removed to the drying room, and when dry, is ready for use. The result is a pure white lead, free from crystals and produced in a few hours, as against months by the ordinary method, the cost of production being also much less.

The process and the products have been examined by several leading chemists. All the operations in the manufacture of lead under this process are done in the wet, so that there is no dust, and therefore no danger to health from that source.—The Chemical Trade Journal, London.

At its last meeting the Montreal Trades and Labor Council adopted a report of the Legislative Committee asking that a law be passed to amend the factory act in order to prohibit the employment of children under sixteen years of age in factories, and to prevent the competition of prison labor.

ESTABLISHED 1803.

MANDER BROTHERS,
LONDON, ENGLAND,
MANUFACTURERS OF

Fine Coach Varnishes,

Sole Makers and Patentees of the

FAMOUS COLOR CARMINETTE.

WALTER H. COTTINGHAM, Montreal,

Agent for Canada.

E. R. C. CLARKSON
TRUSTEE AND RECEIVER

In affiliation with **TORONTO,**

JNO. B. CLARKSON

Temple Buildings, - - - **MONTREAL.**

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention.

FENSON'S
ELEVATORS

Are the best manufactured for
Factories, Warehouses and Stores,

FENSOM ELEVATOR WORKS,

52 TO 56 DUKE ST.,

TORONTO.

THE SUCCESSFUL MERCHANT

He believes that strict integrity is the foundation of all legitimate business success.

He places no limit to his ambition, since the field is free to all and work the price of progress.

He pushes for more business in busy seasons, and if customers are scarce still perseveres.

He depends upon his own exertions and abilities, and they reward his confidence.

He practices strict business economy, but does not condescend to penuriousness.

He has an eye open constantly for new goods, and accepts valuable ideas regardless of their source.

He realizes that the prime object of business is to make money, and he therefore refrains from extreme competition in prices.

He is not bounded by his surroundings, and if they prove too meagre, he seeks wider fields for his operations.

He prefers to be original in his methods, and leads rather than follows.

He never allows customers to prevent departure, or prejudice defeat progress, or obscure facts.

He stands on the happy medium plane, between commercial timidity on the one hand, and ill-digested schemes on the other.

He is not utterly defeated by defeat, nor careless from success.

He is aware of the changes which are almost imperceptibly creeping around his business and tacks to catch the wind.

He is honest, not only from policy, but from principle; he considers success lacking self-approbation, as failure in disguise.

He is not intimidated by unmerited or ignorant criticisms. Opinions have weight with him in comparison with their source and cause.

He pays promptly, and collects as he pays; rather than pays as he collects.

He is courteous in manner, and appreciates the commercial value of cordiality.

He is careful in details, knowing that they are the mortar which bind his operations.

He thinks first and deeply, and speaks last and concisely.

He believes in system, but does not depend blindly upon it for results, since he considers demand the power, and system the method of supply.

He keeps his hand on "to-day," but his eye on "to-morrow," and works in the present, while scrutinizing the future.

He possesses executive ability to a degree which renders him appreciative of the valuable points of his employees.

He seeks education both inside and outside of business, and widens his horizon of ideas by a healthy interest in the interests of the world.

He believes in judicious advertising, but never advertises his competitors by adverse criticisms.

He considers his business his means of existence, but he remembers his duty to his neighbor, and—himself.—Hardware, (N. Y.)

JOTTINGS OF A RETAILER.

The only way left open for the small retailer is to try and do every kind of work which is in any way connected with the hardware business; that is, putting locks on doors, filing keys, repairing locks and repairing lamps; putting new hoops on washtubs, taking orders for other repairs, and working out a commission therefrom. To some it may not look very dignified, but as labor ennobles, I can't see anything out of decency's way. If you succeed in doing enough trade without manual work on your part, so much the better, but do not forget that it is your duty to fight your way through life, and that as long as you pay your way honestly, nobody will care how you do it. The first time I carried a stepladder, which I had sold, to the customer's house, I thought everybody was looking at me, and now I would not object to carrying anything I have to sell.

The one advice I would give to any retailer is to shun "seconds;" don't buy seconds! Don't exchange or handle them in any way, shape or manner, may they be of whatever kind of goods or tools. They can only spoil your reputation for keeping good articles, and the buyer thinks himself cheated in every case, even if you put the price as low as could be expected. Therefore, once more, don't keep "seconds!"

Read your Hardware carefully, find out everything about the prices, try to buy at ruling market rates, show to the salesmen or jobbers that you understand your trade and these endeavors alone will gain you a nice bit every time you are buying advantageously means to be able to sell at low prices and consequently more and oftener than otherwise.

Try to keep certain standards in every branch of your business and to have them always on hand and of the same quality and you will thereby establish a reputation for good wares, and reliability. If an article is selling well don't change it for something else until you have exhausted its salability. I have, for instance, sold for years a certain manufacturer's tools and find that I have done better than if I had shifted from one maker to another, as I have very seldom a complaint and have been always able to supply the same grade of goods. The waves of the stream of trade will carry many a craft, but if you know a steamer is safe you like to travel with her.

Tampico has supplanted bristles in scrubbing brushes for paint or oilcloth to a large extent, and they make really splendid brushes of this material.

Tinned and enameled hollowware seems to gain a fresh foothold. It is after all the most durable of all kinds, and can't be beaten for many uses. It would surprise many readers to know the extent of the trade in these commodities. Some years ago an enterprising firm of hollowware manufacturers tried to introduce European-shaped enameled

pots and frying pans, but failed, as the shapes of the domestic cooking utensil are, after all the most handy and best adapted ones for our needs.

The trade in horse and cattle supplies and in dog and cat furnishings has of late grown to an astonishing extent, and if you look at one of the catalogues of any of our enterprising manufacturers you are surprised how many "needs" our dumb servants can have. Not a great many years ago there was no such a thing as a factory making dog collars and the like exclusively, and now there are many of them. The trade in this line of goods is a remunerative one, if your stock is well chosen for the wants of your neighborhood. A lady or a gentlemen sporting a dog or a cat, usually likes to dress it up, so to speak, and is not niggardly about it. American dog furnishings have gained a world-wide reputation. What a difference, for instance, between one of our American well-fitting wire dog muzzles allowing the animal to breathe freely and even to drink, but checking it from biting, and the old torturous style of leather strap muzzles.—From G. B. R. in N. Y. Hardware.

DUTY ON AXES.

Mr. Kelly, of Lexington, Ky., had an interview with the commissioner of customs the other day in reference to the duty on axes. It appears that Mr. Kelly is about to establish an axe factory in Canada, and with that end in view he has made preliminary arrangements to work at Galt. Should the experiment to be made there turn out successful an independent factory will be located at Belleville. The axe heads will for the present be imported as drop forgings, that is, entirely unfinished, but if the enterprise succeeds Mr. Kelly will put in the necessary machines for turning out axes entirely from the raw material.

FOREIGN IMITATION OF AMERICAN KNIVES.

The importation of foreign goods stamped as if manufactured in the United States ought to have been stopped long ago. Under the guise of home production the country has been flooded with worthless articles which no reputable manufacturer here would attempt to compete with. A very fruitful commodity under this head has been the pocket knife, bearing an American imprint of some nondescript company, but made of inferior materials in Germany or wherever the cost of labor is but a pittance. That our manufacturers engaged in this industry should have felt the injurious effects of such nefarious practices is not surprising, and we shall gladly hail the day when it will no longer be possible to perpetuate them.—American Merchant.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

A PLATE GLASS QUANDARY.

An interesting incident has just come to light as the effect of combinations. It appears that a combination exists between the glass manufacturers of the United States and those of Germany. Agents in Canada of the German manufacturers have recently taken orders for supplying between 30 and 40 tons of plate glass for the western states, but the German firms decline to ship the goods unless the assurance is given them that the duty could be paid in Canada before the glass was sent forward to its destination in the United States. This stipulation, they say, they are compelled to make under the terms of their combination agreement with the manufacturers in the United States. It will readily be seen that the combination, so far as Germany is concerned, would be of little avail if orders could be taken to supply the United States and the goods forwarded through Canada in bond to the parties purchasing. How the consumers in the United States may like this little mode of keeping up prices is for them to say.

CHARTERED BANKS.

The following is a list of the banks in Canada acting under a Dominion Government Charter:

ONTARIO.

Bank of Toronto.	Imp'l Bank of Canada.
Can. Bank of Commerce.	Traders' do
Dominion Bank.	Bank of Hamilton.
Ontario Bank.	Bank of Ottawa.
Standard Bank.	Western Bank of Can.

QUEBEC.

Bank of Montreal.	Merchants Bank of Can
Can. Bank of America.	Banque Nationale.
Banque du Peuple.	Quebec Bank.
Banque Jacques Cartier	Union Bank of Canada.
Banque Ville Marie.	Banque de St. Jean.
Banque d'Hochelega.	Banq de St. Hyacinthe.
Molson's Bank.	East. Townships Bank

NOVA SCOTIA.

Bank of Nova Scotia.	Halifax Banking Co.
Mer. Bank of Halifax.	Bank of Yarmouth.
People's Bank do	Exch. B'k of Yarmouth
Union Bank do	Com'l B'k of Windsor

NEW BRUNSWICK.

Bank of N. Brunswick.	People's Bank.
St. Stephen's Bank.	

MANITOBA.

Commercial Bank of Manitoba.

BRITISH COLUMBIA.

Bank of British Columbia.

SITUATION WANTED.

AS HARDWARE SALESMAN — Experienced, good stockkeeper, best references. G. M. Cadenhead, Renfrew. 47

TRAVELLER — WITH TEN YEARS' CONNECTION — wants to represent manufacturer or importer. Box 558, Toronto. 42

AS MANAGER, OR TAKE CHARGE OF Branch Store, by experienced hardware man, married. First-class references. W. HARDWARE. 42

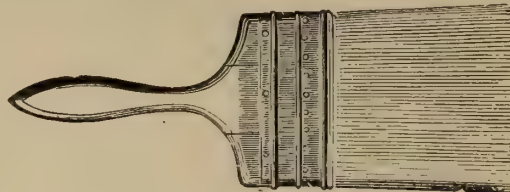
BUSINESS CHANCE.

STORE TO LET AT RICHMOND HILL — immediate possession, best stand in village. Apply, if by letter, box 420, or personally to the undersigned same place. J. K. Falconbridge.

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MANUFACTURERS OF

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The management in organizing their business laid down as a principle that there was room for a really

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that would produce work equal to the best imported, and have secured a corp of Artists in the various branches of their business that ensures that result.

They confidently solicit from Manufacturers, Merchants, Bankers, and others requiring first-class work an opportunity of showing samples and quoting prices.

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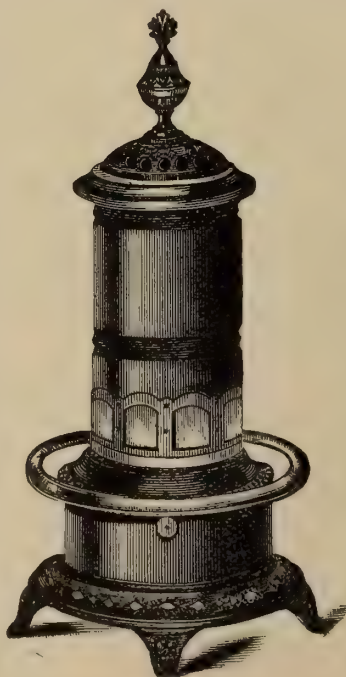
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of which 20,000 were marketed in the United States last season. This stove will burn Water White Canadian Oil without smoke or odor, and will heat a large room at a cost of one cent per hour. It is artistic and beautiful in design, and the best selling article ever placed upon the market. It must be seen in operation to be appreciated.

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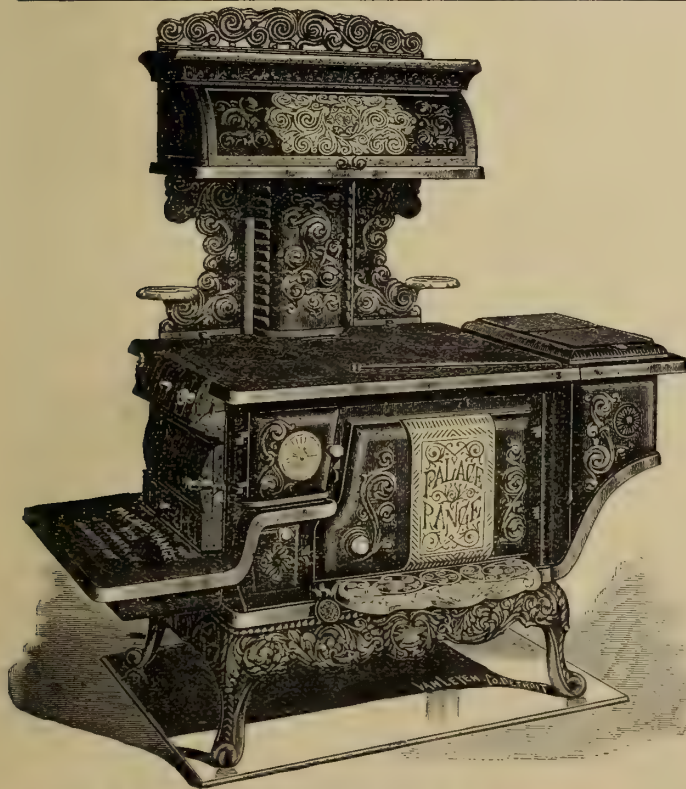
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THE ONLY RANGE

With Interchangeable Fire Place and
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LARGE VARIETY OF SIZES AND STYLES.

EXTRA LARGE OVEN. PERFECT BAKER.

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JAMES STEWART & Co., - HAMILTON, ONT.

TORONTO SHOW ROOM: J. BOXALL'S, 183 KING ST., EAST.

MARKETS

TORONTO, Oct. 17, 1890.

The improvement which we last week noted in the general condition of trade is still exhibited, and things appear to be picking up all round. Some merchants claim that the trade at present doing is, on the whole, hardly up to the average of last year, while others say that there is quite as much business now being transacted as a year ago. Money has commenced to circulate as a result of a considerable movement in barley and other produce affected by the McKinley Bill. This is now beginning to reach merchants in Toronto and elsewhere, and is having the effect of materially reducing outstandings, and causing trade from all sides to be regarded much more favorably. The prospects for a good fall trade, judging by accounts from all parts of the Dominion, have seldom been better, and traders generally are in good spirits, not only from present results, but also from indications pointing to a better trade during the winter. Building operations are going on more rapidly, and new enterprises are continually springing up that will create a demand for material. Prices are still very firm in all lines, and the condition of the foreign market is conducive to greater firmness here.

In Manitoba and the North-West there has been a better business doing in most lines. In building supplies, however, the movement has not been very large, and as there is likely to be considerable work there left over till next spring, the demand for building material is hardly likely to be much better from that source.

Payments on account, as indicated above, are improving, and there is not now very much cause for complaint on this score.

IRON.

Pig iron is not moving so actively as a good many consumers have already placed their orders. The market is still very strong, but the price is prevented from going beyond a certain point by the fact that western pig could then be imported. Quite a considerable quantity of western pig has been placed here of late, but dealers are now pretty well supplied for the winter, so that it is not very likely that many more large orders will be placed. If the English market continues to advance further orders cannot be filled at present figures. In the English market speculation the past few days has been rather of a bearish character, and prices are down to 50s. 7d. for Scotch and 47s. 7½d. for Cleveland warrants. There is at present a feeling that prices must go higher, as the damping of furnaces cuts off about 20,000 tons in the weekly output, while stocks in warrant stores are rapidly diminishing under draughts made by demands from home trade and for export business. Bar iron is moving out steadily, dealers here selling common bars at \$2.30. The mills appear to have all the work on hand they can attend to. Galvanized sheet iron is in fairly active request for building purposes, and stocks have been reduced lately. From 5 1-4 to 5 1-2c. are about the lowest figures obtainable. Black sheet iron is also a scarce commodity at the

present time, and is moving out freely. English mail advices say: Business generally is active and well sustained, but at the same time it cannot be denied that the rise in values during September, amounting to about 4s. a ton, is attributable to the probable large reduction in output, and not to expansion in trade. Since the middle of last month 18 furnaces have been put out, reducing the number in operation to 60, comparing with 84 at the same time last year; and this early action on the part of the ironmasters, the present wages arrangements expiring only to-morrow, was considered indicative of their being little likelihood of an amicable settlement. The nominal point in dispute is the right of the men to demand overtime for Sunday work; but the masters allege this to be only the thin end of the wedge, and resent being dictated to. They are reported to have entered into a combination amongst themselves, with two exceptions representing five furnaces, to blow out all their furnaces and not to relight them, under a penalty of £500 per furnace, until the men give way in their demands. Stocks in Connel's stores are still decreasing at the rate of about 4,000 tons per week. Shipments remain steady, and are 40,000 tons in excess of the same period in 1889. The manufactured iron and steel makers continue busy, and prices have an upward tendency. At Middlesborough, shipments for last month amounted to 75,823 tons, comparing with 65,290 tons in August, and 69,904 tons shipped in September last year. There is a good demand for manufactured iron, and prices are very firm.

TIN AND TIN PLATES.

Recent cable advices indicate further advances in ingot tin, and the market here has reflected the feeling abroad. There is a considerable movement in tin at the present time, and those who are in want of the article find that the late advance is firmly held to, and have to pay holders figures. Stocks of tin in Europe are very much reduced, and fresh supplies are not coming forward very readily. It is thought that the effect of the scarcity will be felt for some time.

Tin plates also show signs of advancing, and higher prices may be looked for at almost any time now. They are higher again in England, according to private cables received here. Cokes could not now be imported under \$4.40 laid down in Montreal, and charcoals under \$5.50. The full advance is not yet being asked, however, as merchants are clearing up old stocks on a basis of former quotations. Ordinary cokes are chiefly in demand in the old country and have been quoted as high as 17s.

CANADA PLATES.

Canada plates are getting scarce, and indications are that \$3.50 will be reached in the course of a few days. Some consumers who have been holding off for a long time past in the hope of lower prices have apparently reached the conclusion that nothing is to be gained by waiting longer, and they have come in at the advance, to find stocks somewhat reduced, while it is difficult to get delivery from the other side, as makers are all busy on tin plates, and shew a reluctance to turn their attention to Canadas, even at present prices.

COPPER.

Ingot copper is firmer, in sympathy with higher cables, but no advance has been established as the demand is hardly active enough to warrant higher prices at the present time. Sheets are in fair request and are firmly held. According to Messrs. Merton & Co's. statistics the stock and vis-

ible supply supply of copper at the end of September was 69,906 tons, in contrast with 69,959 tons at the end of August previously, and comparing with 105,669 tons a year ago. In September last year, compared with August, consumption fell off considerably, as also did supplies. This year there is a small increase in September, compared with August in the supplies, accompanied with a shrinkage in deliveries. The supplies and deliveries have, however, pretty well counterbalanced each other, hence the small reduction in the visible supply. A feature in the September return is that the imports into England and France, while showing a further shrinkage in the receipts from the United States, indicate larger charters from Chili for the month, and a marked expansion in receipts in September from miscellaneous quarters. From this it is interpreted that the recent run up in price, which quite lately advanced to over £61 per ton, has begun to attract supplies from outside quarters.

LEAD.

This article has been moving out pretty freely of late, and as a consequence stocks are reduced and are now said to be pretty low. This fact and the condition of the foreign market makes holders very firm in their ideas, and in some cases they are asking advances, which, however, have not yet been obtained. They are rather indisposed to sell at present figures, and in taking this stand are only acting on the advice of their English correspondents. London cables soft Spanish at £14 10s. to £14 12s. 6d.

ZINC AND SPELTER.

There has been a good demand for zinc and spelter, and 6¾c. is readily obtainable for cask lots of sheet and 7c. for less quantities. There is not a great deal in stock. The cable for ordinary Silesian is unchanged at £25 5s., but the market is reported very firm.

PETROLEUM.

Oil has been advancing lately both here and in Petrolea, the latest despatch from the latter place giving the price \$1.25¼. The refined market advanced 1c. last week and is firm at the advance, while the demand is good. The quotations of the different oils will be found in our price list.

STEEL RAILS.

The cable says: The demand was fairly active and the market firm, but prices are no higher. Heavy sections quoted at £5 2s. 6d. and light sections £5 17s. 6d. to £6, f.o.b. at N.W. England shipping point.

SCRAP METALS.

The situation in scrap metals is still unchanged. All kinds of scrap are coming in slowly. No sales of wrought scrap have been made as the mills will not pay more than \$15 per ton, and holders refuse to part with their scrap at this figure. The mills claim to have all the scrap they want, and that they can import scrap at a less price than they can purchase it here, but holders of scrap profess to doubt this and think that they will soon have to purchase, and in the meantime dealers are simply accumulating stock. Dealers say that they can now ship profitably to Buffalo, but no shipments there have been made yet. Cast scrap is moving out readily to foundries at previous figures, but supplies are coming in from the country



No Duty on Church Bells. Please mention this paper

MARKETS—Continued.

slowly. It is scarce in Montreal, and has sold there at \$19.50 ex-wharf. Other metals are unchanged. Dealers prices are as follows: No. 1 heavy scrap, 60 per 100 lbs.; stovecast scrap, 50c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 25c.; new scrap copper, 10c.; heavy scrap copper 10½c.; old copper bottoms, 8½c.; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 9c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2½ to 2¾c.; country mixed rags, \$1 to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PAINTS AND OILS.

Business in this line has been quiet during the past week. Orders for prepared paints are coming in very slowly, and in white-lead the movement is also limited. Turpentine has advanced 2c. per gal. in the south, and while no advance is made here, it is held firm at quotations. Arrivals of turpentine have been larger lately, and the market is now well supplied, while the demand is hardly as active as it was. Dealers are not looking for any decline however, as freight rates from the south are expected to advance soon now, so that it will cost more to bring the article in. Linseed oil is also very firm at 71c. for raw and 74c. for boiled. Canadian crushers are still behind in their deliveries, but are being pressed by consumers. The crop of seed, both in Ontario and the North-west is said to be a large one, but in the North-West it was a late one this year. However, the Winnipeg Commercial says that "the local linseed oil mill has now commenced crushing on new crop flaxseed, and it will have oil on the market in a few weeks, which will do away with the necessity for the heavy imports of oil which have been made during the past summer, owing to last year's light crop of flax in Manitoba." Messrs. Anderson, Bell & Co., Liverpool, write under date October 1: "With considerable arrivals of linseed, the market has been easier, and the demand for linseed oil having been small, prices have been quietly coming down, quotations being now fully 1s. 3d. below those of a month ago, and present appearances point to a quiet time in the immediate future. Castor oil is also slightly easier but is still firmly held. Olive oil is dearer, and there is an absence of cheaper lots of common descriptions. The low offers of dry white lead which were current early in September have long since been withdrawn; they are no true indication of the market but

the outcome of a little jealousy between rival manufacturers, and our quotations for the month is 5s. to 10s. higher."

HIDES, ETC.

HIDES—Cured are down a quarter, going off at 7¾c. Green are 7c. for No. 1 cows' and 6c. for No. 2.

TALLOW—Is unchanged at 2c. for rough and 5½c. for refined.

WOOL—Is 20c. in fleeces, and clothing wool is 22c.

MONTREAL

MONTREAL MARKETS.

OCT. 16, 1890.

IRON AND HARDWARE.

Trade in this branch is falling off as it usually does with the close of the season, the firm feeling being unabated however. In fact several dealers who pursued a holding off policy have reason to regret it. Business in pig iron has been rather light for the reason already noted that consumers are pretty well supplied ahead, and importers do not look for any further important business of a regular nature, although there may be some speculative movement. Scotch furnaces are cabling their last offers for the season direct via the St. Lawrence, which are exceedingly firm, and we are compelled to advance our prices 50c. all round. Summerlee being firm at \$23 for round lots with 50c. additional for smaller quantities; equal brands ditto. There has been a manifest desire of late on the part of buyers to supply themselves with different lines of manufactured iron, but makers are now well supplied with orders. In fact cable advices state they are so full of work that they will not guarantee delivery in any reasonable time and several orders that have already been taken from backwood buyers are doubtful of being filled, and sheets, plates, hoops, etc., are all firm, and Canada plates cannot be moved under \$3.10 for a round lot, while terne plates are extremely firm at \$8.25 to \$8.50 for orion crown, and \$8 to \$8.25 for low grade. Tin plate has made another advance, coke standing at \$4.50 to \$4.75, and charcoal \$4.75 to \$5, under which range business cannot be done on spot. Tin is firm on spot at 25 to

25 1-2c., but recent cables cite an irregular market speculatively in London. Zinc sheets are stiff at outside rates, quotations standing at \$6.50 to \$6.62 1-2c., the same remarks applying to spelter, which is at \$6.25 to \$6.50. Pig lead cannot be moved under \$4. In fact, on the whole, the market is extremely firm in all its branches, and likely to remain so, owing to the indifference shewn. Buyers stocks are light as a general thing.

NAILS.

The nail market which has been at variance with other allied branches throughout the fall has fallen into line with advanced values, and to-day makers notified their customers that prices would be 5c. higher all round. They state that the great scarcity and firmness of material prevents them from filling any further orders on the old basis, consequently we advance our basis \$2.50 and it is unlikely that anything except an order for a round lot would be accepted on this basis as 2.60 is spoken of for small lots per keg. Horseshoes continues in good demand and holders are asking \$3.75.

CHEMICALS.

This branch of trade is affected like other heavy lines by the close of the season, and business is now rather diminished. There has been no change in feeling in heavy chemicals since our last, and if anything they are slightly firmer with freights higher, the last outside steamer of the season having sailed from Liverpool. Caustic soda is scarce on spot, and winter holders are now firm. Gambeer has advanced fully ¼c. per lb.

PAINTS AND OILS.

This market has presented no new feature during the week. Leads are firm in consequence of the recent advance, while we do not hear of much doing in oils. Cod oil is firm at 40 to 45c. for Newfoundland and Gaspe, while steam refined seal could hardly be moved under 55c. except for a round lot. Linseed is unchanged, 66 to 68c. for raw and 69 to 71c. for boiled.

GLASS.

There is no change to note in glass which rules firm with a quiet movement at \$1.50 to \$1.60 for first and second breaks.

NAVAL STORES.

Business rules quiet. Coal tar is firm at outside prices, but turpentine is on the easy side. We quote: Turpentine, 60 to 62c.; rosins, \$2 to \$4.25, as to brand; coal tar, \$3.70 to \$3.80; cotton waste, 5½c. for

When in want of Coal Hods, Elbows, Lanterns, Stove Boards, Shovels, Stamped Ware, Japanned Ware, Pieced Tinware or specialties in sheet metal, write us as below:



THOS. DAVIDSON & Co., Montreal or Toronto.
MERRICK, ANDERSON & Co.,

Agents for Manitoba and N.W.T., Winnipeg

Agents in Western Ontario for Chown and Cunningham Co., Limited
Stove Manufacturers.

TORONTO ADDRESS: 11 FRONT ST. WEST.

MONTREAL Markets continued.

colored, and 7 to 10c. for white; oakum, 5½ to 7½c. and cotton oakum 10 to 12c.

PETROLEUM.

The demand continues fairly brisk for this article at the recent advance. We quote:—Canadian, 14c. at Petrolia and 16½c. in Montreal in car lots; smaller lots 17½ to 18c. American 23c. in car lots, 23 1-2c. to 24 1-2c. for smaller quantities. Canadian crude, \$1.30¼ per bbl. American benzine 23 1-2 to 25c. and Canadian at 15 to 15½c.

CEMENT.

There is no change in relation to this market or any very notable feature except that the predictions about light stocks at the end of the season are likely to be fulfilled. Prices rule firm at \$2.55 to \$2.70 for good English makes, and Belgium 25c. less per cask. Firebricks are quoted at \$20 to \$26, with a good movement in a small way.

NEW YORK MARKETS.

NEW YORK, Oct. 16, 1890.

The several branches of the iron and steel markets remain in a rather dull condition. In the general line of foundry work, hardware manufacture, etc., the consumption of crude materials seems to be quite in line with what is customary at this season of the year, and no complaint is made regarding the position of affairs in the industries devoted to heavier productions, save perhaps those that are dependent in a good measure upon railroad patronage. However, the dullness in the latter branch and in the movement in soft steel has a bearing that carries weight, and a general partiality to conservative policy in other directions keeps up a surface appearance of stagnation. On values of steel rails, billets, rods, etc., some irregularity is noted, with the advantage more or less in buyers' favor. Crude products employed in the manufacture of the same are affected in some degree, as a matter of course. It does not appear, however, that pig iron adapted for general foundry work is any cheaper at the present time than it was a month ago, and the better grades of mill pig are fairly holding their own despite the apparent dull condition of the market for finished productions.

PIG IRON.

Sales have been made of No. 1 Southern "soft" pig iron at \$12 at furnace, or equivalent to \$16.26 delivered at tidewater. This business has caused the report to have circulation that No. 1 foundry iron had receded to the price quoted. There is, however, a difference of \$1 per ton between prices for "soft" and regular "foundry" iron, and the offerings of the former, it may be remarked, are no greater now than they were at the beginning of the month. The market does not display the degree of buoyancy that might be desired, but it is the fact nevertheless that high grade foundry iron is holding its own, although other varieties of American pig are doubtless rather weak. Northern foundry is quoted \$17.50 to \$18 for No. 1

and \$16 to \$16.50 for No. 2 according to brand; Southern No. 1 at \$17 to \$17.50 and No. 2 at \$16 to \$16.50; mill grades at \$15 to \$15.50. Standard Pennsylvania Bessemer pig at \$17.50 to \$18. Scotch pig is nominally \$24.50 for Coltness, \$24 for Summerlee, \$22 for Dalmellington and \$20.50 to \$21 for Eglington. Foreign 20 per cent. spiegeleisen is quoted \$30 to \$31.50, according to brand, and 80 per cent. ferro manganese \$70, future shipment.

STEEL RAILS.

There is not the slightest change in the situation of the steel rail market. Very few and only moderate-sized orders, involving deliveries during the balance of the year, come upon the market, and the matter of value is still uncertain with \$30 at Eastern mills for standard section undoubtedly the outside price. There is some negotiation on rails for next year's delivery, but business is held in abeyance pending a meeting of manufacturers to be held in this city in a short time. Steel, in the form of billets, slabs, rods, etc., has been sold for forward delivery at rather lower prices.

OLD RAILS.

Some few Western inquiries for old rails have come this way, but bids were too low, and little business resulted. About \$25 to \$25.50 may be quoted for tees. Wrought scrap is quoted at \$21 to \$21.50, and car wheels are offered at \$18 here.

TIN.

Prices for pig tin have continued to move steadily downward. Some of the London and local operators, it is understood, have covered "short" sales, but otherwise speculative interest has continued tame, with a leaning towards the "bear" side. It was mentioned, as a matter of some significance, that a large percentage of the late receipts at this point has passed into consumers' hands, and supplies here at the present time are well under control. However, this would seem to count for naught in view of the absence of anything in the nature of "bull" operations by foreign or local market manipulators. Transactions on the Metal Exchange the past few days include 25 tons at 21 1-2c. and 10 tons at 21.35c. for October delivery. On the outside market spot stock has been sold at 22c. in round lots and 22¼c. in jobbing quantities.

LEAD.

The pig lead situation has undergone no change. Domestic lead on the spot is still scarce and holders keep their prices at \$5.90 upward. What they would accept on future deliveries is uncertain. Foreign brands may be had at \$5.30 for delivery during the latter part of November and the following month, however, and the domestic article would hardly be taken at a higher rate.

COPPER.

On copper there has been no change whatever. Consumers are buying small quantities only, and the majority assert that they have enough supply under engagement to carry them through the balance of the year. Outside lots of Lake Superior product are still offered at 16¼ to 16½c., but companies hold at 17c. Arizona ingot quoted at 15¼c., and for casting brands 14¼ to 14½c. is the range. In the London market prices dropped to £57 15s. spot and £58 5s. future for merchant bars.

SPELTER.

Spelter is taken in single carload lots only, but the movement seems to keep supplies

down very closely and prices remain firm at \$5.90 to \$6 for Western prime.

TIN PLATE.

The market for tin plate has been very quiet and prices here are still somewhat irregular, with sales sub rosa said to have been made at 5 to 10c. under the prices generally asked.

POLITENESS A NECESSITY.

Pleasant manners are of almost inestimable value to business men, and especially to those who are brought into direct contact with all classes of the public. In the retail line many a business has suffered materially while others have been entirely ruined, by the inability of the proprietor to show a pleasant face continually while being subjected to a badgering by half a dozen whimsical and shallow-brained women. "A man may smile and smile, and be a villain still," says the immortal William. Hence, a courteous disposition and affable manners are no criterion of a person's character, and the public may stand more chance of being cheated by the polite dealer than by the morose and surly temper. But nine out of ten people, particularly if they belong to the fair sex, actually would prefer, if they had a choice, to be cheated by a pleasant mannered man rather than patronize a grumpy individual of the most undoubted integrity. In our walks about the city we often enter the stores on our route for the purpose of noting the facilities for doing business, the display and quality of goods in stock, and the manners of the proprietors and their assistants. We dislike to pick flaws in the retail trade, but in the interests of the retailers themselves we must say that in general we find more to criticize in the manners of storekeepers and clerks, than in any other of the points mentioned above, and have no doubt that what is true of the trade hereabouts holds good in many other localities. We find enterprising dealers strenuous in their efforts to extend their trade by every channel open to them, and we also find that trade hampered and new patrons repulsed by the absence of so small an essential as common politeness. Now, affability and pleasant manners do not by any means imply servility, and there can be no excuse for the dealer or clerk who fails to display them in the interests of the business. Politeness is one of the few weapons that the small dealer has at his command to meet the competition of larger dealers who buy more cheaply, as the larger the business the greater the number of assistants required and the less chance of the customers being treated with deference, clerks being as a rule more wanting in this respect than the proprietors of stores. That this advantage is not fully utilized by the average retailer is our firm belief, hence these few remarks.—*Merchants' Review.*

A feather duster disperses but does not remove the dust from the store.

POSSIBILITIES OF ALUMINUM.

At the recent session of the British Iron and Steel Institute, held in New York, says the Stoves and Hardware Reporter, the distinguished European metallurgists were most complimentary to American enterprise in the matter of iron and steel production, and, in the discussion of "aluminum steel," Mr. R. A. Hatfield, of Sheffield, England, awarded to this country the credit of originating and developing the manufacture of this wonderful metal. He described a number of experiments in combining aluminum with iron, and commented upon the reduction in cost from six shillings an ounce to less than the sum per pound; not because the metal had deteriorated in value, but on account of the invention and adoption of methods that greatly cheapened its production. He also predicts for the new metal a highly interesting history.

Undoubtedly, the possibilities connected with the cheapening of aluminum are of the greatest moment, not only to the trade but to the world at large. When it is remembered that if brought down to a level with iron and steel, the new metal possesses, weight for weight, one-third more tenacity than the latter, and that to attain the same strength as steel structures only two-thirds the weight in aluminum is required, the magnitude of the possibilities of the new metal is manifest.

We have heretofore referred to the apparent practicability of its use in the building of ocean steamers, through which, and a lessening of the displacement one-third, as compared with steel vessels, the carrying capacity of the ship would be increased in the same proportion. In bridge building and a variety of other industrial uses where the tensile strength of iron and steel is now utilized or employed, aluminum at nearly the same cost would be preferable beyond measure. Already it has passed the experimental stage; and, even without awaiting a more material cheapening in the process, our English visitors say that the new metal is being used in their country, in combination with nickel, in the manufacture of heavy

ordnance, and with most satisfactory results.

In these days of almost revolutionary progress in science and manufacture, it is hazardous to predict, within the bounds of apparent reason and credibility, the possible results that may be accomplished by the cheapening of aluminum to a basis approaching the net cost of steel. We observe that a heavily capitalized corporation has already been formed in Chicago to utilize the new metal in the construction of rapid transit cars, and possibly other novel uses may be devised.

But while duly recognizing the possibilities of the future in this regard, there is no occasion for apprehension of any adverse effects upon the steel manufacturing interest for many years to come. It is not at all likely that aluminum will be so cheapened as

to force steel into disuse during the present century at least. Even at the values now ruling, the demand for the new metal, for electrical purposes, keeps pace with the output, and the latter must grow before prices are likely to be materially reduced.

Again; if the metal is available for heavy ordnance, that demand will absorb an immense output before aluminum is cheap enough to displace steel, in the peaceful and economical arts. In fact, if any considerable reduction in cost should occur, every successive step that renders the metal available for a new use will enlarge the demand and hold the price steady until increased supplies or still newer processes force it again lower.

Yet, however viewed, the new metal opens up a range of industrial progress, the limits of which cannot be even approximated by the imagination, since they are beyond the range of previous experience.

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DRUM TAPS.

Leaves from the Diary of a Commercial Traveller.

BY WM. H. MAHER.

CHAPTER VI.

Mr. Jackson gave me an order amounting to about \$50 before we got through, and then my work in Paris was finished. I had good reason to be satisfied with my day's labor; it footed up \$210. I arranged my samples in their cases, and then sat down to copy off my orders, all the time I was doing it picturing the surprise of the boys when they should see how well I had done.

Before starting I had been told to give full reports of the standing of all new men, and I had been at pains to inquire about my three customers. The reports were all good. Mr. Atkins was rich; the two others were fully as safe as he, although they were worth less than a thousand dollars each; their expenses were very light, and they were honest.

After the writing was done I inquired about the early trains to the next town. There was an accommodation freight at 4 o'clock in the morning; nothing after that until about noon. I gave orders to be called for the early train, and was then shown to my room. The bed was not any too clean, and the covering either very dirty or very musty, but I was in a frame of mind to accept all these things without complaint. I could not sleep: I was too happy.

What pictures filled my brain that night I leave the reader to conjecture, but they were none the less dreams because I was awake and not asleep. I tossed and turned on the hard straw bed from 10 o'clock until I was called up at 3:30 the next morning. I could not sleep. It was plain to my mind that I was a first-class salesman, and a bright future was in store for me—a future that led up to seeing my name in the firm; and then—well, that was enough; I did not care to see beyond that.

When my landlord pounded the door and said it was time to get up I was glad to hear it. I made a hasty toilet, and when I got down stairs found the landlord nodding behind the bar. My bill was \$1.50, and when this was paid I prepared to get my baggage over to the depot. The landlord carried a lantern and one end of my trunk, and I the other end. Then I came back and got my two valises. There was no fire in the station-house, and the morning was raw and damp; my teeth were soon chattering. Four o'clock came, but no train; the landlord said it might not come for an hour yet, that it was scarcely ever on time, and with these comforting remarks he went back to his hotel.

The minutes dragged into an hour and, it was ten minutes after five when we heard the first signal of the coming train. The station agent told me to be on the alert and get my baggage in the caboose when the train was well drawn up, because there were times when it did not stop near the platform. The valise or the trunk was enough in either case to carry, but to have to take them both and my little hand-valise besides was too

much. But I managed to get them aboard, and then endured ten minutes of banging and jolting while the train switched the freight cars in and out.

A run of forty-five minutes brought us to the next town—Welmere. This was a place of some pretensions, the largest town in the county, and contained many handsome buildings and shrewd merchants. That there were two hotels, at least, I knew before I got out of the cars, for before the engine slackened a couple of runners began to yell their respective houses: "Commercial House!" "Gay's Hotel!" No sooner did my sample case appear in sight than they both "went for me." One of them caught the valise, the other the trunk, and lifted them off for me. I had nothing to say, but wondered which of the places I would try. By something in the runner's face I decided in favor of Gay's Hotel, and I followed him to his place after seeing that my samples would be sent on later.

The hotel was a plain building, but when I opened the office door and found an immense open fireplace, in which a couple of big logs were roaring, I was satisfied I had made a good choice. The runner proved to be clerk too, and I was handed a pen and pointed to the register. I entered my name and residence, and then ran my eye over the page, but saw no names that were familiar.

"You are selling hardware?" said the clerk inquiringly.

"Trying to," said I.

"We don't see many men from your place," he continued.

"Have you any hardware men here now?" I asked.

"I believe there is one; yes, that Buffalo man."

I was sorry to hear this. What chance had I against a man from Buffalo? My stock of confidence went below par at once, and I sat down by the fire feeling decidedly blue. "It's all right," said I to myself, after a while, "if I don't sell a dollar's worth to-day I can stand it; my \$200 yesterday will help me out."

Toward 7 o'clock the bell began to rouse up the sleepers, and as they stood around the office I wondered which was my competitor.

There were a dozen men whom I assumed to be drummers, and they made me feel rather ashamed of myself. They were free and easy with the clerk and the landlord, and got acquainted with each other rapidly. Then they all wore stylish clothes, and were as "nobby" as could be. I began to think I had missed my vocation; I was not stylish in dress, and it was not my nature to be free-and-easy with every one I met.

After breakfast I put my price-book in my overcoat pocket, and my cards where they would be handy, and prepared for work. We had sold goods to three or four firms in the place, though but very small bills at a time; still it seemed in my favor that they would be acquainted with the house. The business houses were all on one street. Standing in front of the hotel you could see every store, and among the prominent signs were a padlock and an anvil. I went for the padlock first.

The store was a very handsome one for a hardware store. The stock was arranged on platforms, in cases, and in frames, in a very artistic manner. Chains were coiled up as if done by an old tar; axes were displayed in such forms that they made a handsome picture; saws hung on wires, and seemed to be floating on the air. The store was so large, the stock so heavy and well arranged,

I lost all heart. Such a concern as this would not buy of me! But I was here, and might as well speak my piece. The young man was looking as if expecting to sell me something, so I gave him a good morning.

"Is either of the proprietors in?" I asked.

"No, sir; they haven't come down yet."

All right; then I would pump this young clerk. I told him who I was, sat down on the counter with him, and chatted about such things as I thought would interest him, and then led him around to his store.

"Who is the buyer of the firm?" I asked him.

"Mr. Clymer."

"You buy East mostly, I suppose?"

"Yes altogether."

"I believe our house has done a little with you."

"Perhaps it has; of course we have to stock up a little near home once in awhile."

"Have you been long here?"

"Three years."

"Do you like the hardware trade?"

"Yes, I think it's the best trade going."

"Going to settle down here?"

"I don't know."

I was prepared to flatter him to any extent, because I wanted to get into his good graces, and to find out from him what prices the firm paid for goods, so that I would know how to quote them.

"What pay do you get here?" I asked him.

"Fifty dollars a month."

"You can do better in the city," said I; "and I wonder you don't go there."

"I've often thought I'd like to get out of here," said he.

Of course he had; where is there a man who is satisfied with his place?

"I am going to travel through here regularly," said I, "and we will get better acquainted, and if I can be of any help to you I will be glad to do anything I can."

Then I began to pump.

"Do you sell many cross-cut saws?"

"About fifty in the season."

"Can you get them for less than a dollar and a quarter."

"I don't remember," said he, going to the saws and reading the cost mark. "Yes; these only cost \$1.15."

"You sell a good many axes; what do you have to pay for Mann's?"

"Eight fifty."

"When Mr. Clymer comes I want to get a little order from him, and if you can help me at all I will do as much for you some time."

"I don't believe you can do anything with him this time. There's a Buffalo man in town now, and he wouldn't give him an order last night."

"Well, I shall try him. Do you know of anything you are running low in?"

"We are out of some sizes of Rothery files and copper rivets, and we ought to have a cheap buck-saw."

"What does a 10-inch Rothery cost you?"

"One dollar and seventy-five cents."

"Can you buy copper rivets better than thirty cents?"

"Twenty-eight these are marked."

"How is the stock of saws and axes?"

"We have too many; will carry some over to next winter."

"How is——"

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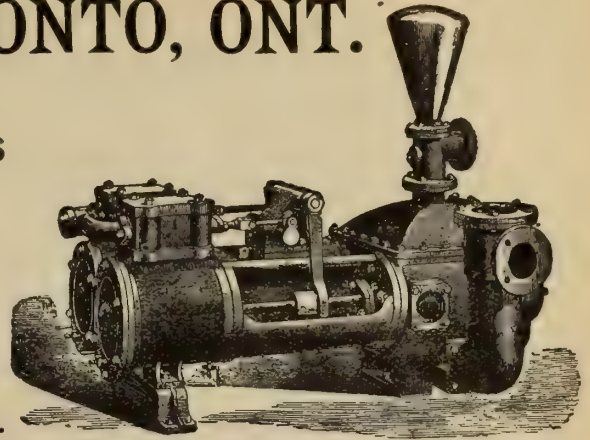
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"Here comes Mr. Clymer now."

Mr. Clymer was an open-faced, pleasant-looking gentleman; his eyes were shrewd and his mouth decisive, yet the whole effect of his face was pleasant.

We gave each other a good morning, he keeping right on to the office, and when he was settled there I followed him, and gave him my card.

"From——, eh?" said he. "How are times there?"

We went through these preliminaries, and then I took hold of business.

"Mr. Clymer, I don't expect to sell you a big bill of hardware, because I know there are many things in the line you buy as cheap as we do, but I suppose you need a few little things to keep up your assortment, and it will not pay you to send to New York for them. If there are any such I will let you have them right down to hard-pan, and be grateful to you for a small order."

"Yes; well, I may do something with you some time, but I don't believe we need anything today."

"How is your stock of saws?"

"Full."

"I am sorry, because I could do you good on saws. We have special arrangements with the manufacturers, and could sell you as low as New York."

"What do you ask for the Champion?"

"To the ordinary trade," said I, "we get \$1.15; I would sell you some for \$1.10." (They cost us \$1.13.)

"For \$1.10, eh? Frank, did our saws cost \$1.10?"

"One dollar and fifteen cents, sir," said the clerk.

"And you sell for \$1.10? Well, that beats the devil."

TO BE CONTINUED IN NEXT EDITION.

DUTY ON CAR WHEELS.

The Minister of customs was waited upon to-day by Mr. J. B. Fletcher, superintendent of the National Despatch Company, of St. Alban's Vt., and Mr. A. G. Peden, of the Canadian Atlantic railway, in reference to a matter of some interest to railway companies. Mr. Fletcher desires to obtain permission to

bring car wheels into Canada free of duty, to replace wheels which may be broken on cars in Canada belonging to the company he represents. It appears, however, that this concession is not allowed to Canadian railways in the United States, nor to the manufacturers of car wheels in Canada, and, under the circumstances, will require consideration upon the part of the Government. The Minister suggested that the application should be put in writing, and then he would be able to submit it to his colleagues. If reciprocal arrangements, he said, could be made, he thought the proposal might be beneficial to the railways of both countries. It could scarcely be expected, however, that Canada should make a concession of this kind when car wheels are manufactured in Canada, and the right of free importation into the United States was denied by them to our own manufacturing and railway companies.

While fixing a machine in the McClary Manufacturing Company's works, London, Charles Ball had the thumb on his right hand badly lacerated.

Mr. L. S. Browning, formerly of Baird, Browning & Co., is organizing a company for the manufacture of waggons, carts, street cars, railway cars and other vehicles, under patents, the Canadian rights of which have been acquired from Thomas Hill, of Jersey City, N.J. A preliminary test was made yesterday, and the wagon was found to bear a load of five tons, and to draw easily and noiselessly. The feature is the spiral springs on the patented pedestal. The carts have, in addition, a steel body frame, the arms of which rest upon the springs. The works will be in operation this winter, and as there is an extensive market the new venture promises well.—Montreal Gazette.

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Goods conveniently located save time, money and temper in showing.

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IMPORTANT ARMOR-PLATE TESTS.

Important tests of armor-plates were made at the expense of the United States government, at the proving grounds at Annapolis, Maryland, on September 18th and 22d. The tests were made for the American steel-plate makers for the new war vessels of the United States. The specimens of plates tested were English and French. The English plates were from the famous works of Charles Cammell & Co., of Sheffield, England, and the French plates were from the works of Schneider & Co., of Le Creusot, France. The Cammell foundry contributed a compound plate, of hard steel face with a backing of wrought iron, made under the so-called Wilson patent. The Creusot works sent two plates, one of solid steel and the other of steel with an alloy of 5 per cent. of nickel. The plates were 8 feet high, 6 feet broad and 1-2 inches thick, except the Cammell plate, which exceeded slightly that degree of thickness. This was a result of the careless rolling, which, as circumstances developed, had no material effect; still, it was an advantage for that plate.

The trials of September 18th closed after four shots at each of the plates, the Creusot, all steel, the Creusot nickel-steel, and the Cammell compound steel. The Creusot steel plate presented a creditable appearance. The four shots had not disturbed the surface of the plate. There were no cracks, no remote indentures. The damage was local. There were no perforations by the projectiles. The Creusot nickel plate was also in good condition. There were no cracks, and the evidence of the attack was confined to the points of impact. The Cammell plate was in a wrecked condition. All the projectiles had perforated the plate. There were fissures in the lower half, and the upper quarter was bodily torn out half-way back.

This was the condition of the plate presented before the Board at Annapolis on September 22nd. The 8-inch gun was used on the 23rd and three projectiles, weighing 210 pounds each, were hurled at the center of the three plates. There had been opposition to the use of this gun as a departure from the original plan, but Secretary Tracy's desire to see the effect of the discharge was sufficient to guide the Board. The opposition came from the plate people, but events showed that their fears were unfounded. There was no change in the nickel plates, but slight alternation for the worse in the all-steel plate, and a completion of the demolition of the Cammell plate. The firing served an interesting purpose of testing to the fullest extent the capacities of the plate. The first shot was at the Creusot all-steel plate. The projectile penetrated 15 inches and rebounded, dividing into three pieces,

which fell in so many different directions. The copper band remained on the base. The hole in the plate was an irregular aperture, the edges of which were splintered. Two cracks extended from the center hole diagonally to the top and two to the bottom. They divided the plate in quarter almost perfectly, intersected only by the two upper and lower points of impact. There were remote disturbances, such as the loosening of bolts, but in the greatly weakened condition of the plate the final shot could not be regarded as alone responsible for even the slight effects.

The second shot was directed against the Creusot nickel plate, and the surprise of the day awaited the firing. There was no evidence of inherent weaknesses. The projectile had torn its way 21½ inches into the plate, leaving the point imbedded in the orifice. The base sprang back badly shattered, portions of the copper hoop still adhering to a fragment. The hole presented to view was ragged and its edges splintered. There were no cracks, no damage other than local. The same conformity of surface was presented after the 8-inch gun was discharged as before the first shot on the 18th. The third shot distributed the remains of the Cammell plate over the proving ground. The projectile perforated the plate, the oak backing, and the pine props, and ploughed its way into the center of an earth mound 12 feet back of the plate. The point was slightly turned, but the projectile was intact and otherwise perfect in contour. The copper hoop still remained in place. The steel part of the plate was ripped from side to side, and from top to bottom. The pieces fell smoking in the vicinity of the plate, while the fragments flew through the air like chips before a hurricane. The only particles of steel adhering to the iron decking were irregular lumps that clung here and there close to the side supports. The wrought-iron backing was fissured slightly, although it was still in place against the oak backing. The projectiles weighed 210 pounds, and were of what is known as the Firth (Firming) process. The tests show that American guns can destroy the British war vessels carrying the heaviest plate armor, while the French could stand the shots of our guns with comparatively little damage. The result will be a development of American steel armor in the Creusot line, first aiming to make American war vessels quite as invulnerable as those of France, and second to make guns that will destroy any armor. The tests were probably the severest to which armor-plate were ever subjected, and the French superiority was abundantly proved.—The Iron Industry Gazette.

A new factory is in course of erection in Hamilton, for the grinding of minerals into the material used for facing moulds. Foundrymen formerly bought this material in the United States, but the high tariff made it more profitable to manufacture in Canada.

"SNAP" ADVERTISING SCHEMES.

There is probably no branch of business so little understood by business men generally, and there is certainly nothing so essential to success in any mercantile or manufacturing enterprise, as advertising. The most successful men in both advertise in newspapers; and no one who has any foresight or experience would think of not using newspapers first, and other mediums only as an adjunct.

No field is so thoroughly worked and so much ingenuity displayed to induce people to invest money as in these numerous schemes which are generally of but little benefit and often worthless. Thousands of dollars are annually expended in this way and people will patronize them, paying exorbitant prices for some transient benefit; people who would refuse to pay the same money for a standing advertisement in a local newspaper.

This class of people is the first to complain bitterly when outside parties who understand their business, open in their midst and take away their patrons by liberal newspaper advertising. They censure the newspapers because they carry these advertisements for strangers, and they seem to forget that the press has any power until it is demonstrated to their disadvantage, when they invoke its influence to correct the very evils they are directly responsible for. Nothing delights wide-awake, energetic advertisers so much as to get into a locality where those in business are too penurious or indifferent

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 we do not do cheap
 work...
 But if cheap work
 means big value
 for little money...
 we do cheap work.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

to make use of the newspapers, and when they do, there are both profit and amusement in store for them.

There is no safeguard like a local newspaper. Nothing can do more to keep up a town and help business; and merchants, above all, should give them the preference. Yet frequently the only return the papers get for their enterprise is depreciation from those whom they have benefitted both directly and indirectly. As long as this is the case newspapers will be prone to welcome newcomers in the field, even if their visits are brief.—Harrisburg (Pa.) Call.

About 9.30 on Wednesday morning, while Alex. Kennedy, of Kennedy & Sons, of Owen Sound, was lubricating the machinery in connection with the new water works pumps, at Niagara Falls, he got his right arm caught between the connecting rod and wheel, cutting his arm off two inches above the wrist. His arm was badly mutilated, and was subsequently amputated at the elbow by Drs. McGarry and Oliver, of Niagara Falls, Ont., assisted by Drs. Campbell and Clark, of Niagara Falls, N.Y. Mr. Kennedy had the contract for putting in the pumps for the new works and has had the charge of them since they began to work, instructing the man that was to take charge of the pumps. Wednes-

day was the last day he was to remain in charge, and he was in the act of putting on the finishing touches when he met with the deplorable accident.

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It is the STANDARD of the Dominion for
Purity, Fineness and Whiteness.

WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

W. G. A. Lambe & Co.

Late Williamson & Lambe.

STORAGE.

54 & 56

Wellington St. E.,
TORONTO.

DESKS

OFFICE, LIBRARY,
CHURCH AND SCHOOL
FURNITURE.

JOHN M. BLACKBURN & CO.,
41 COLBORNE ST., TORONTO.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	26, 27
Straits 100 lb ingots.....	26, 27
Strip	28, 30

Tin Plates—Charcoal Plates, Bright.

Bradley M.L.S.	Per box.
I.C., usual sizes	\$6 25 \$6 50
I.X., "	7 50 7 75
I.X.X., "	8 75 9 00
Raven & P.D. Grades—	
I.C., usual sizes	5 00 5 25
I.X., "	6 00 6 25
I.X.X., "	7 00 7 25
L.XXX., "	8 00 8 25
D.C., 12½ x 17	4 75
D.X., usual sizes	5 75
D.X.X., "	5 10 6 65

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 40 4 50
I.C., special sizes	4 50 4 75
B.V. Grade, I.C., usual sizes	4 40 4 50

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 25 8 50

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	
14x60, "	6½c, 7c
14x65, "	

Iron and Steel.

Common Iron, per 100 lb	\$2 35 2 40
Refined "	2 60 2 65
Horse Shoe "	2 60 2 65
Band "	2 87½ 3 00
Hoop "	2 87½ 3 00
Swedish "	4 00 4 50
Nova Scotia Bar iron.....	2 75
Sleigh Shoe Steel	2 50 2 75
Machinery, Tire Steel	3 00 3 25
Best Cast Steel, per lb.....	0 13 0 14
Russian Sheet "	0 11 0 12
Tank Plates	2 25 2 50
Boiler Rivets.....	4 75 5 00

Boiler Tubes.

2-inch	13c
3-inch	18½

Boiler Plate.

½ inch	\$2 75
5-16 "	2 60
¾ "	2 50

Sheet Iron.

1 to 20 gauge	3½, 3½
22 to 24 "	2½, 3
26 "	3, 3½
28 "	3½, 3½

Canada Plates.

Blaina..... ½ bright	3 10 3 15
Boars Head.....	3 15 3 25
Maple Leaf.....	3 10 3 25
All Bright.....	None

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5½, 6c
26 gauge, "	5½, 6
28 "	5½, 6½

Gordon Crown—	
16 to 24 gauge, per lb	5½, 6½
26 gauge, "	5½, 6½
28 "	5½, 6½

Note.—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, ½ inch, per lb	4½, 4½c
" 7-16 inch "	5½, 5½
" 1 " "	5½, 6

Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—Ingot.

Lake Superior, per lb	0 00 0 00
Baltimore "	0 17½ 0 18½
English B.S.	0 17½ 0 18½

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	\$0 28 \$0 31
" round & square	
1 to 2 in	0 26 0 28

Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,	
16 oz, 14x48 and 14x60.....	\$0 21 0 22
Untinned, 14 oz, and light,	
16 oz, irregular sizes	0 22 0 23

Note.—Extra for tinning, 2½ cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x48 and 14x60..... 0 30 0 32

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb..	0 22 0 26
" 35 to 45 "	0 21 0 22
" 50 lb and above per lb	0 20 0 21

Boiler & T. K. Pitts.

Plain Tinned, per lb.....	0 26
Spun "	0 30

Wire.

Pure, in coils—	
From 1 to 20 gauge.....	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21 0 25
" 27 to 30 "	0 23 0 29
" 30 and up.....	0 26 0 29
Sheets, hand-rolled 2x4 ft.....	0 25

Zinc Spelter.

Foreign, per lb.....	0 06½ 0 06½
Domestic "	0 05½ 0 05½

Zinc Sheet.

5 cwt casks.....	0 06½ 0 07
Part casks	0 07 0 07½

Lead.

Imported Pig, per lb.....	0 04 0 04½
Domestic "	0 04 0 04½
Bar, 1 pound	0 05 0 05½
Sheets, 2½ lbs, per square ft,	
by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft,	
by roll	4 75 5 00

Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 27½ p.c. discount.

Note.—Cut lengths, net price; ton lots 27½ and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb 0 20 0 22
Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb.....	\$0 21 \$0 22
Other makes "	0 19 0 20
Pure White Lead, ground in oil,	
Associat'n guarantee, per lb.	5½
No. 1 Do.....	0 5½
No. 2 Do.....	0 4½
No. 3 Do.....	0 4½

Prepared Paints.

(In ½, 1 and 1 gallon tins.)	
Pure, per gallon	\$1 05 \$1 10
2nd qualities "	0 85 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)	
Venetian Red, per lb	0 05
Chrome Yellow "	0 09
Golden Ochre	0 06
French	0 05
Marine Black	0 09
Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry.

Yellow Ochre (J.C.) in bbls, per lb	0 01½
" (J.F.L.S.) "	0 01½
Venetian Red (R.C.2) "	0 01½
" (1343) "	0 02
Ven. Red, Cookson's "	0 02
English Oxides "	0 03½
American "	0 02½
Paris Green, per lb	0 15½ 0 16½
Burnt Sienna "	0 09½
Burnt Umber "	0 06
Drop Black "	0 09
Chrome Yellows "	0 12
Greens "	0 12
Golden Ochre	0 09½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 70
Brown Japan "	0 70
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 20
Hard Oil Finish "	1 50

Linseed Oil (in bbls).

Raw, per gal.....	0 71
Boiled "	0 74

Turpentine (in bbls).

Selected Packages, per gal.....	0 59 0 60
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Castor Oil.

Best, per lb.....	0 10½ 0 12
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Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 12 0 13
Cabinet makers	0 17 0 18
White.....	0 16 0 17

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	" 0 05½
" No. 2	" 0 04½
" No. 3	" 0 04½

Acme Paints.

Neal's Carriage, discount 40 p. c.	
English Oxide, by the barrel	0 02
American Oxide	0 01½
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p. c.	
Granite Floor, in tins, 90c, 47½c	0 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	
" Wagon and Imperial, dis 40 p. c.	
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz	1 25
Acme Carriage Top Dressing, \$1 75	per doz 4 00 8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 to 45 p. c. Amer.	
Rim Fire Cartridges, Dom. 50 and 10.	
Rim Fire Military, net list. Amer.	
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.	
Central Fire Cartridges, Dom. 30 & 10	
Central Fire, Military and Sporting, Amer. net list.	
B.B. Caps, discount 45 p. c. Amer.	

Wads.

Eley's, per 1,000	\$0 25 \$1 60
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Anvils.

Per lb.	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz	13 00 20 00
Adjustable " each	5 50 6 50
Fast Hole, Vaughan's, each	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	5 65 1 59
Pegging, " "	0 65 1 25
Brad, " "	0 85 1 60
" handled	3 60 7 30
Saddlers', " "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, " "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	6 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Brass, 60 to 66½	
" 50 and 10 to 60 p. c.	

Door.

Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50

Cow.

American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 pc.	

Farm.	
American, each	2 00 5 00
House.	
American, per lb.	0 35 0 40
Bel lows.	
Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount	35, 40 per cent.

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 per cent.	

Bench Stops.

Per doz	5 00 6 00
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Bits—Auger.

Gilmour's dis 55.	
Excelsior—Jennings, discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jennings' Gen, net list to 5 p. cent. dis.	

Car.

Gilmour's, 47½ to 50 per cent.	
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Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb.	0 11 0 15
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Bolts.

Carriage, dis. 60 and 5 per cent. to 60 and 12½ per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis., 45 to 50 p. c.	
Elevator, dis., 35 to 40 p. c.	
Machine, dis., 60 to 60 and 5 p. c.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 35 to 40 per cent.	
Reversible, dis., 65 to 70 per cent.	
Vegetable, per doz	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	500 40 23
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Butts—Brass.

Wrought Brass dis. 60, 60 and 10 per cent.	
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Cast Iron.

Loose Pin, dis. 60 to 60 and 5 per cent.	
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Wrought Steel.

Fast Joint, dis. 60, 60 & 5pc.	
Loose Pins, " 60, 60 & 5pc.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz	3 75 4 50

Card.

Horse, per doz	0 70 0 95
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Carpet Stretchers.

American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz	22 50
World	21 75
Daisy,	24 00
Star,	18 00

Crown Jewel, per doz	29 00
Grand Rapids,	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50pc.	
Plate " dis. 50pc.	

Cattle Leaders.

No 31 and 32, per gross	8 50 11 25
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Cement.

Portland, car load lots	2 70
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.

Carpenters' Colored, per gross	0 50 0 85
White, lump, per lb.	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz	0 85 4 00

Churns.

Amer., dis. 50 p. c. to 60 p. c.	
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Clamps.

Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clips.

Axle, dis. 65 p. c.	
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Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
No. 2	2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p. c.	
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Cradles, Grain.

Canadian, discount 25 p. c.	
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Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English,	2 00 4 00

Draw Knives.

American, dis. 70.	
Canadian, dis 25 to 35 p. c.	

Drills and Drill Stock—Breast.

Millar Falls, per doz	16 00 51 50
P. S. & W., dis. 40 per cent.	

Twist.

Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.

Dis. 20 to 33½ p. c.	
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Fawcets.

Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star,	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. list, 50 & 5 to 50 & 10	
Barton Smith, dis. 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis., Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25pc.	
Horse Rasps, Kearney & Foote's dis Am list, 50 pc.	
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33½ p. c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc., dis. 40 p. c.	
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Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis. 50, 50 & 10 p. c.	

Fruit Presses.

Henis' per doz	4 00
Enterprise, discount 10p. c.	

Fry Pans.

Acme, discount 50, p. c.	
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Gauges—Marking, Mortise, etc.

Stanley's dis. 50, 55 p. c.	
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Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 40
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Glass.

4th quality Star, 1st break	1 50
" 2nd "	1 60
" 3rd "	3 80
" 4th "	4 10
" 5th "	4 40

Window Glass.

Pilkington's ordinary	
1st break	\$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	6 50

Picture Glass.

Pilkington's ordinary	
1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Glue Pots.

Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list.	
Can. discount 25 to 27½ p. c.	

Tack.

Magnetic, per doz	1 10 1 50
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Sledge.

Canadian, per lb.	0 12½ 0 15
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Ball Peen.

English and Can., per lb.	0 25 0 37½
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Handles.

Axe per doz	1 00 3 50
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Store door "	1 00 1 80
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Chest, per doz pairs	0 40 2 50
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Chisel.

Firmer per gross	3 00 4 50
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Socket Firmer "	3 25 8 00
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Socket Framing per gross	3 75 5 00
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Fork.

C. & B., discount 30 p. c.	
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Hoe.

C. & B., discount 30 p. c.	
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Saw.

American, per doz	1 00 1 25
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Plane.

American, per gross	3 15 3 75
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Hammer and Hatchet.

American, per doz	0 50 0 80
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Cross Cut Saw.

Canadian, per pair	0 18 0 25
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Hangers.

Door 4 and 5 inch, per pair	0 40 0 80
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Hatchets.

Can., dis. 37½, 40 p. c.	
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Hooks—Cast Iron		Pencils.		Scale Beams.		Cigar Box Nails, dis. 35 p.c.	
Bird Cage, per doz	0 50 1 10	Dixon's, per gross	1 00 4 25	Canadian, B. S. & M. dis. 40 per cent.		Shoe Finders' Tacks & Nails, dis. 25 p.c.	
Clothes Line, "	0 27 0 63	Carpenter, per doz	2 25 3 60	Scrapers.		Tape Lines.	
Harness, "	0 72 0 88	Picks.		Box, per doz	2 10 4 50	English, ass skin per doz.	\$2 75 \$5 50
Hat and Coat, per gross	1 00 3 00	Picture Nails.		Foot, "	40 3 50	English Pat. Leather	5 50 9 75
Chandelier, per doz	0 50 1 13	Porcelain Head, p. gross	1 65 3 00	Screens.		Chesterman's, each	0 90 2 85
Wrought Iron.		Brass Head,	40 1 00	Window, patent, per doz	6 00 7 50	" steel, each.	0 80 8 00
Wrought Hooks and Staples, Can.	dis. 17½, 20 p.c.	Planes.		Screw Drivers.		Thermometers.	
Wrought Hooks and Staples, Amer	dis. 75 to 75 and 10 per cent.	Wood, bench, Canadian, or American	dis. 50.	Sargent's, per doz	65 4 00	Tin case & dairy, dis. 75 p.c.	
Wire.		Wood, fancy Canadian, or American	dis. 35, 37½ per cent.	Screws.		Ties.	
Hat and Coat, dis. 35, 40 p.c.		Bailey's (Stan R. & L. Co.)	33½ to 35 per cent.	Wood, flat head iron, dis. 47½ per cent.		Cow, per doz	1 25 2 50
Belt, per 1,000	0 60 2 70	Miscellaneous, dis. 10 to 12½ per cent.		Wood, round head iron, dis. 42½ per cent.		Tinner's Shears and Snips	
Screw, bright, Eng., dis. 40, 5, 45 per cent.		Bailey's Victor, dis. 10 to 12½ per cent.		Wood, flat and round head, brass, dis. 25 p. c.		P. S. & W., 10 p.c. advance on American list.	
Horse Nails.		Plane Irons.		Bench, wood, per doz	3 25 4 00	Tinware.	
Canadian, dis. 50 to 60 per cent.		English, per doz	2 00 5 00	Bench iron per doz	4 25 5 75	Stamped, dis. Assn list, 70, and 12½ per cent.	
Horse Shoes.		Pliers and Nippers.		Scythes.		Japanned, dis. Prices on application	
Per keg	3 60	Button's Genuine, per doz. prs. dis. 37½, 40 p. c.		Discount 40 per cent.		Pieced, dis.	
Ice Picks.		Button's Imitation, per doz.	7 40 10 25	Scythe Snaths.		Transom Lifters	
Star, per doz	3 00 3 25	German, per doz	60 2 60	Canadian, dis. 33½ to 35 p. c.		Payson's, dis. 25 per cent.	
Kettles.		Plumbs and Levels		Shears.		Traps.	
Brass spun per lb	0 28 0 30	S. R. & L. Co., dis. 65 p. c.		B. & W., japanned, dis. 75 per cent		Game, Newhouse, dis. 17½, 20 per cent.	
Copper, "	0 40 0 45	Poppers.		Seymour's dis. 60 p. cent.		Game, H. & N., or P. S. & W., discount 57½ to 62½ p.c.	
Enamelled Can. 50 p.c.		Corn, square, per doz	1 35 2 00	Etna, dis. 75 @ to 75 and 10 per cent.		Mouse, per doz	0 35 1 50
American, 50 and 10, 60 and 5 per cent		Pruning Shears.		Heinrich 60 per cent.		Rat	2 00 4 50
Keys.		Per doz	4 00 5 50	Sheaves.		Trowels.	
Lock, Can. dis. 50 p.c.		Pulleys.		Sliding Door, per set	77 1 40	Disston's, discount 10 p.c.	
Cabinet, Trunk, and Padlock, Am. per gross	1 60 4 75	Hothouse, per doz	55 1 00	Shot.		German, per doz	4 75 9 00
Knobs.		Axle	22 33	Canadian, dis. 7½ per c.		Brade's "	00 10 50
Door, japanned, and N.P., Can. list dis. 50 p.c.		Screw	27 1 00	Shovels and Spades.		S. & D., discount 35 p.c.	
Bronze, Berlin, per doz	2 75 3 25	Awning	35 2 50	Canadian, dis. 37½ to 40 per cent.		Triers.	
Bronze, Gem, "	6 00 9 00	Pumps.		Sieves.		Butter, per doz	6 25 9 00
Lava, "	8 75 10 00	Rumsey, Cistern & Pitcher Spout, 60 and 60 and 10 per cent.		Wood Rim, black, p. doz	1 15 1 35	Trucks	
Shutter, porcelain, F. & L screw, per gross	\$1 30 4 00	Punches.		" tinned, "	1 35 1 60	Warehouse, each	2 25 6 50
Ladies.		Saddler's, per doz	1 00 1 85	Tin Rim, "	2 30 2 45	Twines.	
Melting, per doz	1 70 4 50	Conductors' "	9 00 15 00	" black, "	1 80 2 25	Bag, per lb	0 12½ 0 20
Lemon Squeezers.		Tinner's solid, per set	72	Snaps.		Wrappg, mottl'd, pr. pack.	0 50 0 60
Porcelain lined, per doz	2 20 5 60	hollow, per inch	1 00	Harness, German, p. gro.	2 00 5 50	" cotton, per lb	0 18 0 20
Galvanized, "	1 87 3 85	Putty.		Acme, "	3 00 5 00	Mattress, per lb	0 33 0 45
King, wood, "	2 75 2 90	Bladder, per 100 lbs	2 00 2 25	Lock, Andrew's "	4 50 11 50	Staging "	0 27 0 35
" glass, "	4 00 4 30	Tins, lbs	2 50 2 75	Soldering Irons.		Broom "	0 30 0 55
All glass, "	1 20 1 50	Rail.		Per lb	0 30 0 32	Binding, flax, per lb	
Lines.		Barn Door, per foot	3 3½	Wrought Spikes.		" jute "	
Fish, per gross	1 05 2 50	Sliding Door, "	3½ 3½	Discount, net list to 10 per cent.		Vises.	
Chalk, "	1 90 7 40	Rakes.		Spoke Shaves.		Hand, per doz	4 00 6 00
Locks—Door.		Cast Steel and Malleable, Canadian list dis.		Wood, English	1 80 5 00	Bench, parallel, each	2 00 4 50
Canadian, dis. per cent.	50	Razors.		Iron, American	1 35 2 35	Coach, each	6 00 7 00
Russell & Erwin, per doz	2 90 7 50	Boker's, per doz	7 50 11 00	Spoons and Forks.		Peter Wright's, per lb	0 12 0 13½
Cabinet.		Wade & Butcher's "	3 60 10 00	Sheffield Sterling.		Pipe, each	5 50 9 00
Eagle, dis. per cent	33½	Razor Stropps.		Tea Spoons, per gross	7 50 12 00	Saw, per doz	6 50 13 00
Padlock.		Currier's, per doz	1 25 3 60	Dessert " "	21 00	Washer Cutters.	
English and Am. per doz	50 6 00	Rivets and Burrs.		Table " "	30 00 30 00	Per doz	4 00 8 56
Scandinavian, "	1 00 2 40	Copper Rivets, dis. 40 to 42½ p.c.		Dessert Forks, "	24 00	Well Wheels.	
Eagle, dis. per cent	15 1 17½	Iron " 40 per cent.		Medium " "	27 00	Amer. per doz. 8, 10 & 12 in.	3 38 6 00
Mallets.		Burrs, Iron, 30, 33½ per c.		Table " "	36 00	Wire.	
Tinsmith's, per doz	1 25 1 50	Rivet Sets.		Squares.		Market, bright and annealed, Nos. 1 to 16, 5 per cent. advance on list from stock. From factory net list.	
Carp'trs', hickory "	1 25 3 75	Canadian, dis. 30, 35 per c.		Iron, per doz	1 65 2 90	Market, oiled, coppered, 5 p.c. advance. From factory net list.	
Lignum Vitae, "	3 85 5 00	Rope.		Steel, dis. 75 p.c.		Market, tinned per lb	0 04½ 0 08
Caulking, each	1 60 2 00	Sisal, per lb	12 12½	Fence, galvanized, per lb	5 5½	Galvanized Fence, 5 per cent. advance on list. From factory net list.	
Mattocks.		Manilla, " No. 1.	14½ 15	Wrought Iron, dis. 75, 75 and 10 per cent.		Tinned Broom, from 19 to 22 gauge, per lb	0 07 0 07½
Canadian, per doz	8 50 10 00	" No. 2.	13½ 15	Stocks and Dies, Amer. dis. 25 per cent.		Malin's Wire on spools, dis. 30 to 35 per cent	
Meat Gutter.		Cotton, "	22 25	Stone.		Clothes Line, galv. p. 100ft	0 25 0 55
Enterprise, dis. per cent	20 25	Deep Sea, "	15 16	Washita, per lb	0 15 50	Barbed Wire.	
Dixon's, each	1 60 2 00	Rules.		Hindustan, per lb	0 06	Galv. steel barb fencing	
Woodruff's "	1 10 1 70	Boxwood, dis. 75 & 10 & 5 80 per cent.		Slips, per lb	0 13	"Lock Barb," 4 point	0 51 0 05½
Hale's, "	1 05 1 50	Ivory, dis. 40, 40 & 5 per cent.		Axe, "	0 15	Ditto Glidden 2 point	0 05½ 0 06
Hume, "	13 00 16 00	Sad Irons.		Turkey "	0 50	Galv. Steel, plain twist	0 05
Mincing Knives.		Mrs. Potts, per set	0 95	Arkansas "	1 50	Galvanized Barb, "Lyman," 2 to 4 points	0 05 0 05½
American, per doz	42 2 35	N. P.	1 25	Water-of-Ayr "	0 10	Terms, 60 days or 2 per cent off for cash—10 days.	
Molasses Gates.		Sand and Emery Paper.		Scythe, per gross	3 50 5 00	Wire Cloth.	
Stebbin's Patent, dis. per cent, 65 to 70 per cent.		Emery, per quire	55 90	Grind, per ton	15 00 18 00	Ordinary, discount 25 p.c.	
Nails.		Sash Cord.		Stove Polish.		Painted Screen, p. 100 sq ft	2 25 2 5
Cut, 3 in. and upwards,		Per lb	22 50	Per gross	1 80 7 50	Wrenches.	
per keg	2 50 2 65	Sash Locks.		M.L.S., per gross	2 50	Agricultural, dis. 70.	
Brads & Moulding Nails, discount 55 to 60 per cent.		Triumph and Morris, dis. 37½, 40 per cent.		Jacoby "	5 00	Standard, dis. 60, 60 & 10 p.c.	
Wire Nails, 60 to 65 per cent.		Kempshell's dis. 40, 62½ per cent.		Mirror Black Lead, per gr.	2 00	Coe's Gen'l, dis. 40, 45 p.c.	
Nail Pullers.		Sash Weights.		Jos. Dixon's, bulk, per lb	0 07	Diamond, dis. 33½, 35 p.c.	
German & American	1 85 3 50	Sectional, per lb	2½ 3 00	Dixon's Plumb, "	0 15	Tower's Engineer, each	2 00 3 00
Nail Sets.		Sausage Stuffers.		M.L.S. Paste, per gross	9 00	"S., per doz	5 80 7 50
Square, round and octagon	per gross	Each	1 00 3 00	Nicholson's, per doz	1 00 1 25	G. & K.'s Pipe	6 00
Diamond	12 00 15 00	Saws.		Tacks, Brads, etc.		Burrell's " each	13 40
Oil.		Hand, Disston's, dis. 10 p. c.		Cut, Carpet, gimp, blued, dis. 35 p.c.		Pocket, per doz	1 25 2 00
Canada Refined Oil (Toronto)	0 17	S. & D., dis. 35 to 40 per cent.		" tinned, dis. 45 p.c.		Wringers	
Carbon Safety "	0 18 0 18½	Cross-Cut, Disston's, per ft. 35 to 55.		Swedes' iron, blued or tinned, dis. 42½ p.c.		Each	3 25 5 50
Canada W.W. "	0 20	S. & D. dis. 25 to 35 per cent.		Upholsterers' dis. 42½ p.c.			
American W.W. "	0 25	Hack, complete, each	1 75 2 75	Copper Tacks and Nails, dis. 35 p.c.			
S. R. Seal " per gal	0 63 0 65	" frames only	75	Trunk and Clout Nails, " 40 p.c.			
Oilers.		Saw Sets.		atent Brads, dis. 40 p.c.			
McClary's Galvan. Iron		Per doz	1 65 9 00	Finishing Nails, dis. 35 p.c.			
Oil Can, with Pump,		Scales.					
per doz	19 50	Canadian List, dis. 40 p.c.					
Zinc and Tin, dis. 50, 50 and 10.							
Copper, per doz	1 25 3 50						
Brass, "	1 50 3 50						
Malleable, dis. 25 per ct.							
Pails.							
Galvanized, per doz	2 00 3 50						

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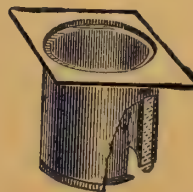
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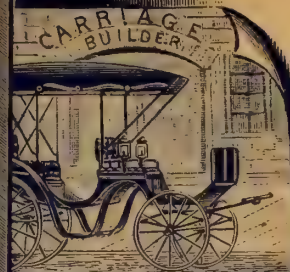
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Vol. 2.

TORONTO AND MONTREAL, OCTOBER 25, 1890

No. 43

HINT TO RETAIL MERCHANTS IN CITIES AND TOWNS.

An idea which has been suggested and demonstrated with some success, is the possibility of our city and town retail merchants supplying to some extent the wants of the country storekeeper. Now, as a rule, the wholesale hardware merchant does not care to open an account with the small country store to any extent—whether from the annoyance caused by the smallness of his orders, or from disappointment in receiving his pay, we would not say—but it is a fact that in view of all this the city and town retail merchants have a wide field to increase their trade.

A country store is filled with a miscellaneous stock of goods generally found necessary for a country trade, and hardware is one of the most useful which farmers have to buy. They do certainly come to the cities and towns to do their purchasing, but be assured that if a general country store were well stocked with a class of hardware required by them they would patronize it without doubt.

All this would necessitate an augmented stock for our large retail merchants. They would require to buy somewhat more largely and on a closer margin, but they soon would find a trade which if properly looked after would buy oftener, rather than in large quantities, and a class of customers who would usually be perfectly safe to undertake to supply.

An instance comes under our notice of a retail merchant east, who undertook to job his goods in this way, and found that not only did the small dealers buy from him the most necessary articles such as a country trade would require, but he succeeded in securing a first-class trade in cutlery, silver and plated ware, and in other articles of which he found he would require to put in a supply.

We are sure our wholesale hardware mer-

chants will appreciate this new departure, which if practically put in shape will give renewed activity to the jobbing trade.

THE CARE OF PRICE LISTS.

Wholesale merchants and manufacturers keep the trade well supplied with illustrated price lists. In many cases when received they are not as well looked after as they might be. We would urge on the retail merchant the great necessity of keeping all such necessary lists on file. They are always useful as means of information, and will be found to procure many a customer who afterwards would go elsewhere for what they require.

For illustration: A customer inquires for a counter scale. We may have a large line of such goods in stock, and many merchants will be found who have a very limited stock indeed, but after looking over what we have, the customer comes to the conclusion that we have not got what he wants. Now comes the practical part of our suggestion. We will very likely inform the customer that we can procure what he requires by ordering direct from the factory; but how are we going to do so promptly and satisfactorily if we have not that particular manufacturer's catalogue and price list at hand? By saving all such necessary information we will be ready for the customer, and will explain to him that what he wants, we can procure for him in a very short time—and he consents. This gives us an opportunity to take an order for goods not kept in stock.

By all means let the retail merchant be ready for an emergency of this kind. Have his catalogues carefully assorted, each containing the latest prices on the goods therein contained, and endeavour to procure all current information regarding the latest manufactures of the country.

HARDWARE will from time to time endeavour to illustrate and give the best instruction on the subjects of this kind.

FIRE-PROOF SCHOOL BUILDINGS.

Fire-proof school buildings constitute a very desirable feature in the latest improvements. In New York city a building is to be erected which will be of this character. Iron beams and girders will be used, and these will be surrounded by other fire-proof material. They will rest directly upon the brick walls, while the spaces between the different beams will be filled in by fire-proof arches. Fire-proof partition blocks will constitute the partitions between the rooms, and in fact the only combustible material in the building will be desks, window-sash and wooden floors. The boards, however, will be laid in the still soft cement, and the air being expelled it will be impossible for the fire to spread along the floors. The entire cost will be about \$250,000.

Throughout the Dominion fire-proof school buildings are as yet little known. In Toronto and other cities comparatively safe methods of heating have been adopted, and the construction of the buildings themselves and their complete isolation is another advantage which must be considered. It may also be added that the fire drill which has been made compulsory in every school, the doors opening outward, and wide spacious halls, tend to add to the safety of all pupils who may be unfortunate enough to encounter so disastrous and dangerous an element as fire.

The cost of what is termed a fire-proof building is double the expense of an ordinary structure, and we have noticed that certain buildings which were known and believed to have been fire-proof, have succumbed like tinder to the flames. Iron is being used to a large extent in all our public buildings, and the fact of its being almost universally adopted, must certainly favor its use, as adding a great degree of safety to any building in which its usefulness has been acknowledged.

Considering the safety of our schools at the present time, and the efficient fire protection even to extinguishers on the school premises themselves, it is not at all likely any fire-proof buildings such as we have quoted will be erected very soon.

THE McKINLEY BILL.

Canada is not the only country that is considering the effect of the McKinley Bill upon its commerce, and the means to be adopted to counteract the blow. Americans whose love of bigness is proverbial, must be delighted to see how big a splash this tariff bill has made, and to what a distance the widening ring extends. It seems not unlikely, however, that they may find the McKinley Bill a game that two, and even considerably more than two can play at.

Already we hear of a suggested commercial union among the Latin races. Is it not just possible that to us, too, this apparently hostile blow may prove a blessing in disguise? If the United States plays the game of exclusion, and sets the fashion of reverting to the economic stage before commerce was international, the British Empire may be driven to follow suit, and see how nearly she can come to being self-contained and self-supporting. Without some such pressure from without, Imperial Reciprocity looks a long way off; but the McKinley Bill may form the beginning of a state of things that would bring it appreciably near.

INSURANCE CONTRACTS AND ADJUSTMENTS.

Country merchants throughout Ontario have the question frequently put to them, "Are you insured?" Sometimes it appears at the head of an invoice, sometimes in an annual trade circular, or it may be asked in the private office of a wholesale house by the head of the firm, when he is interviewed by some one desiring to obtain a line of credit. This question, although in its way a very important one, might be advantageously changed into "How are you insured?" for we believe there is no part of the duties of business men performed in a more perfunctory manner than that of looking properly after their insurance, and there is nothing in connection with any business that requires more careful attention. There is no difficulty whatever about getting insured. Agents are to be found on the highways and byways of commerce, eager to accommodate any one desirous of taking a policy, but to get insured so that the money will be forthcoming after a fire is, to use a vulgarism, a horse of another color.

The rule, and not the exception, is for merchants to trust almost entirely to agents, not only as to what companies shall carry their risks, but as to the manner in which these risks shall be placed. Many of these agents are no doubt reliable men, who will see that their clients as well as the companies are properly protected, but unfortunately a large number are unreliable, some being ignorant of the business, and others careless about everything except the pocketing of their commission.

A very fair proportion of the insurance companies doing business in this country,

are good solid companies, who deal handsomely with their customers, and will not shrink from the responsibility of settling a loss fairly and squarely, and oftentimes with considerable open-handed liberality, but we also have companies doing a larger business than people who have not given this matter their attention would suppose, which take risks below the current rates of the more respectable companies, and meet their losses in a mean, niggardly manner, frequently trying through some technicality to evade the responsibility altogether. In a former article on this subject we referred to the advisability of the assured filling up his own application for a policy, or getting some trustworthy person thoroughly conversant with the subject, to do it for him. We particularly desire to press this matter home to the country merchant, and advise him to exercise the utmost caution before signing his name to an application, so framed, that it requires to be carefully looked into and studied in all its bearings before being completed. It is important to see that the application should make the policy cover all the goods kept for sale, and to see that any reserved stock which may be stored in a back storehouse or adjoining building is covered as well as that in the main building, otherwise it is very difficult to adjust the loss satisfactorily. It is very unwise to put specified amounts on each particular line of goods, for although the amount of the loss on the whole stock may be very accurately ascertained from the invoices and books of the assured, it is almost impossible to find out the amount of the loss in each line of goods, and of course the same difficulty exists in the case of goods contained in a back storehouse or outbuilding. The statutory conditions, printed on every policy, should also be carefully studied. Few indeed are there among our merchants who have given these conditions their careful attention, and it is astonishing the number there are who have not even read them, yet these are the conditions which govern the settlement of a loss, conditions so stringent, and framed so evidently in the interests of insurance companies, that it is surprising our business men do not take some more active interest in the matter, and watch more closely the progress of these enactments in the legislature. The variations in these conditions (printed on the policies in red ink) are also worth looking into, for although they may be worthless in a court of law, they sometimes cause litigation.

It is only after a fire has occurred, that the assured will find out the full force of these conditions, when he will have to face the experts employed as appraisers and adjusters. The strong companies, doing a reputable business, usually employ men who are paid respectable yearly salaries to do this kind of work, and very little fault can be found with this class of experts in their settlement of losses, but there a number of companies, principally mutual, employing a class of men

who act, as one of our judges very appropriately put it, "more with the view to catch the claimant than to get at the truth."

These experts, knowing that the average country merchant does not understand the statutory conditions, put their own interpretation on them, which is often at variance with the true meaning, and lay down the law as if they were the only individuals who had really mastered it, some of them even going so far as to hint that they had a hand in the framing of it. Their way of adjusting a loss is not always the most reliable, and to show that it is not we quote a case.

A fire occurred three or four years ago in one of our western towns. The companies interested sent up what they considered a competent expert, who adjusted the loss at a figure that the claimant agreed to accept. When the claim papers were sent in, the companies, before deciding to settle, laid them before another expert to look over. Expert No. 2 discovered that expert No. 1 had placed figures to represent the year of our Lord at the top of the column of figures representing the purchases, and had added the whole up together, so the companies refused to pay the amount claimed, it being as they said nearly \$2,000 more than the actual loss. They did not take the trouble to point out the nature of the error, so the case went to arbitration, when some extraordinary evidence was adduced. Expert No. 2, although he had detected the serious error of expert No. 1, appeared to be unable to detect errors unfavorable to the companies, but a statement was put in by a third man, an ordinary book-keeper, supported by his evidence and vouchers, showing that there had been omitted from the column of purchases a number of invoices which counterbalanced the error of expert No. 1, so the arbitrators awarded the full amount claimed.

Very few country merchants are thorough accountants, and for the ordinary requirements of their business, such a qualification is perhaps unnecessary, but in the adjusting of losses they may have to deal with unfair experts, who have the faculty of muddling up figures in such a way as to make the claims as small as possible, so that they may make capital for themselves with the mean companies who employ them.

A first-class adjuster does not require to find a market for his services in this way, but there are some of smaller ability, who are not even fair accountants, that have an aptitude for harassing a claimant over the figures, until they get him to accept a settlement very favorable to the companies, and very much less than the unfortunate man honestly considers he has lost. He takes what he can get, rather than carry his case into court or to arbitration, which is worse than a court, the expense being usually very much greater and the decision not always final, for one of the glorious privileges our laws give insurance companies is the right to demand an

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arbitration before the claimant can bring his case into court.

Mutual life insurance has been pretty severely criticised of late in some of our daily and weekly papers, and we think there is room for criticism on mutual fire insurance. There is nothing wrong about either mutual life or mutual fire insurance, provided it is conducted on fair and equitable principles, but some mutual companies apparently conduct their business as if they were brought into existence more for the purpose of giving a fat living to needy applicants, than of doing justice to policy holders.

TRADE ASSOCIATIONS AND THEIR INFLUENCES.

BY J. F. THACKRAY, SEC. T.R.G.A.

In considering the question of trade associations there is much to be said, but the very fact of their springing up on all sides shows that there is a necessity for them. Men engaged in a similar calling frequently meet upon the street and elsewhere and ask, how is business? From general talk they are apt to get down to special points, and soon find they are in the same boat. What affects A also affects B, and if they are not too short-sighted they look to combined effort as a remedy. The workingman pro-

fesses to find much in his trade-unionism, the manufacturer in his combination, the wholesale trader in his board of trade, and so on all along the line. While one individual is powerless to help the many, on the other hand the many can help the one as well as they can help each other. Every trade should have an organization of its own, and if these organizations are founded upon the correct principle, their success should be assured. While a trade association should watch all points, and, I am now speaking of retail trade organizations, I feel satisfied that upon one point in particular they should be very cautious, and that is upon touching the question of prices. A natural result of forcing prices to an abnormal figure is that it opens up competition. Let me explain. Six men, or sixty if you like, so long as they are in one line of business, are trading in the same place. To still further simplify it, we will suppose they handle ten different articles. Those men meet and raise prices on these articles 50 per cent., which, with an ordinary profit, gives them an extortionate price for their goods. My argument is, that in a very short time these six or sixty men will find their trade invaded by a large number of outsiders, who are attracted by the large profits to be made, and that organization must be very powerful to be able to stand the press-

ure which will, I claim, naturally result. Therefore, I say that the final outcome of forcing prices opens up competition. What, then, should be the aims of a trade association? Mutual protection is a phrase which covers a lot of the ground. Are the members oppressed by corporations such as railway companies, in the matter of freight rates or unjust discriminations? Are their city or county councils doing the correct thing with transient traders, peddlers, bankrupt stock men, and the like? If not, trade associations will find a sphere for action in awakening these bodies to a proper sense of the tradesman's rights.

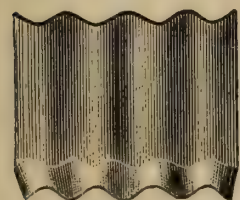
Let the retail merchants of any town or city meet quietly one evening, and own up how much they have paid to collecting agencies during the past few years, and then let them total up the results. I am satisfied the said results would open their eyes. Here is another sphere for the trade association, and one which can be worked to perfection. Credit is given too freely, debts are made, the collector or collecting agency is set to work, and nothing but trouble results. Now every association should have a collecting agency or at least an enquiry office of its own, supported by its funds and presided over by an efficient and painstaking officer. A delinquent list should be a main

CORRUGATED STEEL FASTENERS.

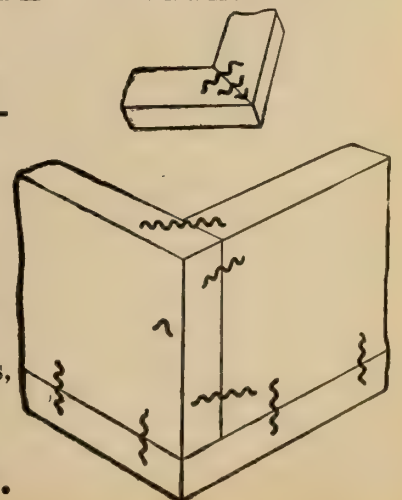
A Perfect, Secure Joint!

NO GLUE, NO SCREWS, INEXPENSIVE.

All Manufacturers of Wood-work are interested in this Invention.



Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.



THE ONTARIO TACK CO., Hamilton, Ont.

FERGUSON, ALEXANDER & CO.,

MANUFACTURERS OF

THE ELEPHANT BRAND

**LEADS, COLORS, VARNISHES, JAPANS
AND READY MIXED PAINTS.**

PAINT WORKS AND OFFICES : 22 College St.,
VARNISH WORKS : St. Gabriel Locks.

MONTREAL, and Glasgow, Scotland.

FULL STOCK !

QUICK SHIPMENT !

feature, and a system of notifying debtors should also be adopted. When a customer approaches the tradesman for a line of credit, the tradesman should be prepared with his answer. How is this to be done? In the first place, it very seldom happens that a customer asks for credit. The first time he enters your store his rule is almost invariably to commence by making cash purchases. A few judiciously worded questions will ascertain where he came from, and what his occupation is. Send that information to the office, and your answer should be forthcoming in a few hours. Now, no collecting agency can do this work in the same satisfactory manner that an association can, and with regard to the cost, no collecting agency can do it for the same money. Some tradesmen do not see this as clearly as they should, and that is the reason they do not associate. At the same time, wherever an association starts which has a delinquent list and enquiry office, the tradesman who does not join is placed at a serious disadvantage. His confederates are in possession of information which he cannot get, excepting he goes to the collecting agency, and then he is taxed from five to ten times as much. Need I say more?

An association of which the meetings are regularly attended is an advantage in more ways than one, and many times by means of co-operation buying have the members saved a dollar. Sociability among men of a trade must produce good results.

The summer of 1889 brought together a large number of retailers in Hamilton from all parts of the country, and much credit is due to the gentlemen who projected that movement. The Ontario business men's association was to have resulted. As to its success I cannot speak, but I am inclined to think that had it been confined strictly to retail merchants it would have proved a greater boon. Such a central body is undoubtedly needed, and if local associations prove healthy, it will soon be in existence.

Suppose each association in Ontario should send representatives to Toronto, for instance, and organize themselves into such a central body with president, vice-president, secretary and treasurer, together with an executive committee. Understand me, each association to send representatives, one for every twenty-five members, said representatives to consist of the president and secretary first, and the remainder elected. Where an association has under fifty members let the president alone be sent. When these meet let them elect officers as above, and before parting let them decide upon the place of next meeting, no city to have that meeting twice in succession, except in the case of a special meeting being called. The expenses of sustaining such a central body would be small, and certainly a mere trifle to the advantages which would accrue. The questions which would be discussed at such meetings would be those of general importance, for instance, inland revenue regulations could be watched more closely, and representations from such a body would have more weight than if they emanated from a local source. I claim it would go on from one thing to another, until a much better state of affairs would exist than at present. Some months ago I was in a town east of Toronto, and in talking displayed the delinquent list of the Toronto Association. One of the gentlemen present saw a name there, the owner of which had victimized him long before. If an association had existed there at that time, that name would have reached Toronto in time to have spoilt its owner's little game with the Toronto retailer, and thus money would have been saved. Now, where shall we look for a commencement towards this central body? London has an association, Hamilton has one, Peterboro' and Kingston, as well as numerous other places, all in Ontario, have associations. It only wants properly starting. Small towns want organizing, but they are slow in getting to work.

There is one question which I have not

touched upon, and that is, what should these organizations consist of? I would be inclined to say all trades, since in country places they should include all legitimate business men. The general storekeeper in a country town usually has a pretty good head. He knows nearly every one in his neighborhood. He would not be merely a grocer, nor would he be purely a dry goods merchant or boot and shoe man, but I would not like to see him shut out upon that account, since his advice would be valuable.

Mr. Editor, I have written a long article, and the worst of it is I have no excuse to offer for inflicting it upon you. I have simply given you a few ideas. I do not claim them as perfect. I know they can be improved upon, but if they should stir up some of the merchants to action I am well repaid. Of one thing I am certain, and that is that every trade should have an association for mutual protection, and none more so than the retail trade.

Mr. Harry V. Morse has left Toronto to travel for a Winnipeg hardware house, between Winnipeg and the Pacific coast.

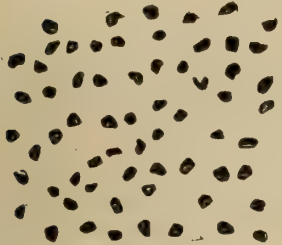
The Minister of Customs has informed the National Car Despatch Company, of St. Albans, Vt., which, through its representatives, recently asked permission to import car wheels into Canada duty free, to replace wheels on the company's cars which might be broken in transit through Canada, that the request cannot be granted.

Mr. Isaac Anderson, of the firm of Hess, Anderson & Co., manufacturers, and manager of the Standard Oil Co., well-known in Toronto, was a guest at the Leland house, Syracuse, Wednesday, at the time of the fire. Mr. Anderson was married in Oswego on Wednesday, and was on his wedding tour. He escaped safely from the burning hotel, but in his night clothes, and by the fire lost part of his baggage. Mr. Anderson telegraphed on Thursday stating that he was all right, but that it was a close call.

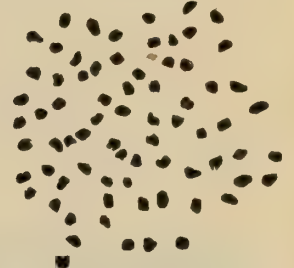
H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.



DEAD SHOT F. G.



DEAD SHOT F. F. G.

GUNPOWDER. "American Dead Shot." TRY IT.



A fire at Williams' oil refinery, Hamilton, did some damage this week.

The death is announced of Mr. John Robertson, the well-known manager of James Robertson's lead pipe works, Montreal.

The executive of the Toronto Board of Trade is arranging to entertain the members of the Iron and Steel Association at lunch on their visit to Toronto.

The Gould Bicycle Company, of Guelph, has asked the Kingston city council what encouragement it would give for the formation of a joint stock company to make electric motors.

The Ontario Rag and Metal Company, Hamilton, claim \$75 damages for the destruction of a quantity of paper stored in their cellar, which was flooded by the bursting of a water main.

Mr. Carnegie is 55 years of age. He had less than \$100 twenty-six years ago, but since that time has made \$56,000,000, of which he now holds about \$30,000. He is the largest iron and steel manufacturer in the world.

The J. M. Williams Company, of Hamilton, manufacturers of the Universal stoves, is said to be negotiating for the purchase of the Hart Manufacturing Company's foundry at Belleville. The Bay city is offering inducements in the way of bonuses.

Six years ago the Standard Drain Pipe Co., of St. John, P. Q., started its manufacturing establishment at that place, and since that time has increased its business to fourteen times its first size, and 50 per cent. this present year. These figures alone suffice to interest the trade. Mr. Trottier, the man-

ager, has put on an extra staff of men for the winter's manufacture, to turn out twenty-six tons a day.

The suit by Shaw and others to cancel the sale of the West End mine near Port Arthur to Drake and others of St. Paul, has been settled on a basis satisfactory to all parties. Col. Shaw has returned to Toronto and mining work will progress forthwith at the mines.

Mr. J. M. Jenks, of the Jenks Machinery Company, of Sherbrooke, Que., spent Tuesday in Ottawa on his return from Sudbury, where he took orders for mining machinery to the extent of \$25,000, \$5,000 for the Canadian Mining Company, and \$20,000 for the Dominion Company.

Mr. Charles P. Cameron, of Colborne, recently discovered on lot 22, in the second concession of Chandos, valuable mines of silver and nickel. The silver vein is 50 feet wide, and has yielded \$44 to the ton. The nickel vein is 100 feet wide. The deposits are being worked with good results.

John McClary & Co., London, were the principal purchasers of fifty packages of Russia sheet iron damaged on the steamer Grecian on the voyage. The sale took place at the Grand Trunk freight shed, and was by order of Lloyd's underwriters. The prices were satisfactory considering the condition of the goods.

The line of heaters and ranges made by Jas. Stewart & Co., Hamilton, displays many admirable qualities. The interchangeable fire box, which can be changed from a square duplex grate to an oval fire box with a draw centre, seems to suggest to one a great improvement. Mr. J. Boxall, 183 King street east, is the wholesale Toronto agent.

Last week a man was killed at Stephen, N.B., by an explosion of black varnish. The other day a similar explosion took place at the Intercolonial sheds at Moncton. In this

case no one was killed, but J. P. Mowat was blown through a doorway and badly, perhaps fatally injured. Two other persons were less seriously hurt. Some powder was ignited and a serious fire started, which was, however, suppressed.

The B. Greening Wire Co. of Hamilton have just made a very important addition to their already extensive lines of manufacture, having purchased the sole right for the manufacture in the Dominion, of Brown's patent steel wire chain. They claim for this chain, that being made of hard drawn steel wire, and the links being formed without welding, a uniformity of strength is obtained that is not possible in the ordinary chain. Actual tests show a wonderful difference between the Brown chain and the welded, a test made of No. 8 wire, broke at 1,950 lbs., breaking at the end of the link while the same size of welded chain broke at 490 lbs. The B. Greening Wire Co. will shortly place on the market a couple of trace, halter, dog and other chains. Their advertisement appears in another column.

An Ottawa despatch says: Recently it was announced that a Mr. Kelly, of Kentucky, had been here interviewing the customs officials in reference to the establishment of an axe factory in Canada. Certain Hamilton manufacturers became alarmed lest concessions should be granted to Mr. Kelly in the matter of bringing in his raw or semi-manufactured material other than what the customs tariff provides. It may be stated that there is no occasion for alarm. The department has no alternative but to carry out the law as it stands. The tariff provides that forging of iron or steel or forged iron of whatever shape or in whatever state of manufacture are dutiable at 1½ cents per pound, provided that the duty shall not be less than 35 per cent. ad valorem. There is no intention to make any concessions to Mr. Kelly in this respect, as the law is distinctly against it.

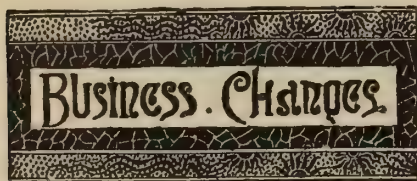
J. W. PATERSON & BRO.,

TORONTO AND MONTREAL.

MANUFACTURERS AND IMPORTERS.

Roofing Material, Building Paper, Plaster, Cement, etc.

We are now Manufacturing and Importing all kinds of Foundry Facings and Supplies, including Plumbago, Stove Polish, etc. We offer close prices to buyers of these goods. Please write for price list.



ONTARIO.

Hagersville—Baxter, N. J., wagon maker, assigned to J. H. Scott, Hagersville; Langman, Joseph C., general store, assigned to J. N. Scott, Hagersville.

Haliburton—Woods, B., general store, removed to Erin.

Mattawa—Lloyd, Thos. E., general store, assigned in trust.

Ottawa—Herbert, J. & Son, roofers, etc., Jesse Herbert deceased; Law Bros. & Co., founders, etc., partially burnt out, insured.

Sudbury—Frawley Bros., (estate of) general store, stock, etc., advertised for sale by tender; Rogalsky, Herman, general store, assigned to J. McD. Hains, Montreal.

Sunderland—Shannon, W. J., general store, sold out to Wm. E. Hall.

Toronto—Guy, W. J., (estate of) plumber, stock, etc., to be sold by tender.

Walkerville—Walker, Hiram & Sons, distillers, lumber dealers, etc., dissolved, distillery business continued by Hiram Walker & Sons, (Ltd). Lumber business etc., continued by Walker Sons & Co.

MANITOBA AND NORTH-WEST TERRITORIES.

Gladstone—Foster, Jas., hardware, etc., sold out to A. G. W. Williams.

Prince Albert—Stobart, Wm., & Co., general store, sold out to John E. Sinclair.

QUEBEC.

Aylmer—O'Reilly, Ed., general store, stock, etc., advertised for sale by tender.

Iberville—Baril, Louis & Co., general store, stock, etc., advertised to be sold by auction on 22nd inst.

Montreal—Bertrand, F. X. & Co., general traders, dissolved, succeeded by F. X. Bertrand & Fils; Darling Bros., machinists, dissolved, Francis Darling retires, business continued by remaining partners, style unchanged; Delage & Frere, painters, dissolv-

ed; Rolland & Frere, wholesale cabinet hardware, J. B. L. Rolland deceased; Roy, Frere, hardware, dissolved.

NOVA SCOTIA.

Arichat—Forrest, Maximin, general store, assigned.

Round Hill—Round Hill Woodenware Co. (Ltd.), advertise property for sale.

Stellarton—Bell, John, machinist, sold out.

NEW BRUNSWICK.

St. John—Horncastle, J. & Co., hardware, Joseph Horncastle, deceased; Waring, George, foundry, Oscar B. White admitted partner as Waring, White & Co.

BRITISH COLUMBIA.

Spencer Bridge—Murray, John, general store and nursery, assigned in trust.

A NATIONAL TRADE ASSOCIATION.

It is proposed by Mr. J. N. Blake, Toronto, to establish what has been termed a Canadian National Association for the development of trade. The object of the association will be to invite correspondence from various parts of the world, to disseminate information abroad with reference to the general products of the country and to gather information as to the manufactures and products and minerals which can be disposed of in foreign markets. It is proposed to establish the association on a purely patriotic basis, charging a membership fee of \$1. It is proposed to incorporate and issue debentures to the extent of \$1,000,000, and ask the Government of Canada to guarantee the interest of these debentures at 3 per cent. per annum. It is also proposed to have three trustees, who will control the finances of the institution, and who will select proper men to visit the various countries which would probably trade with Canada. These agents are to be paid their expenses and small salaries, but they will receive commissions on all goods they sell in foreign lands. It is the intention of the promoters that the association shall be non-political, and to be supported by people who are loyal to Canada and the mother country.

GOLDIE & McCULLOCH'S SAFES

Have now a world-wide reputation. Their Fire Proof Safes have resisted the hottest fire in the biggest conflagrations, and their Burglar Proof has repeatedly foiled the Burglars; their security is unsurpassed on the Continent. A large stock kept at the warehouse of

GEO. T. BOSTWICK,
24 West Front Street, Toronto.

A Second-hand Safe for Sale Cheap.

ESTABLISHED 1803.

MANDER BROTHERS,
LONDON, ENGLAND,
MANUFACTURERS OF

Fine Coach Varnishes,

Sole Makers and Patentees of the
FAMOUS COLOR CARMINETTE.

WALTER H. COTTINGHAM, Montreal,
Agent for Canada.

E. R. C. CLARKSON
TRUSTEE AND RECEIVER

In affiliation with **TORONTO,**

JNO. B. CLARKSON
Temple Buildings, - - - **MONTREAL.**

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention

FENSON'S
ELEVATORS

Are the best manufactured for
Factories, Warehouses and Stores,

FENSOM ELEVATOR WORKS,

52 TO 56 DUKE ST.,
TORONTO.

"THE PATRONS OF INDUSTRY."

EDITOR HARDWARE.

DEAR SIR,—Allow me to suggest the advisability of your cautioning the merchants of western Ontario, against encouraging a new organization known as "The Patrons of Industry." The scheme is of Yankee origin, and is only in its infancy in Ontario, having just been introduced from Michigan by a person, as I am informed, named Smith. "The Patrons of Industry," amongst other things, aim at getting one or more store-keepers in each town to enter into a contract to supply them with goods at 10 per cent., or failing that, at 12½ per cent., advance on the invoice price. The merchant so contracting is bound by the terms of the contract to show his invoices whenever demanded; and is also firmly bound not to sell goods at as low rates to any other persons as to "The Patrons of Industry." In making these statements I am speaking from actual knowledge, having been waited on by a deputation of the 'Patrons of Industry,' who handed me a printed copy of the contract required to be entered into. I could do nothing but refuse to entertain any such preposterous ideas. Truth, Mr. Editor, compels me to say, to the disgrace of the Business Men's Association of our town, that the president and vice-president of the said Association, men, who by the vote of their fellow merchants were placed on the watch towers of the mercantile citadel, were the only persons who undertook to deal on the foregoing terms with "The Patrons of Industry." What a shame that merchants can so far forget where their true interest lies! Were merchants only faithful to themselves, how easily such selfish and absurd associations as "The Patrons of Industry" could be consigned to oblivion. Were they to present a solid front against the aggression of such selfish people they would at least be allowed to continue to make a livelihood. The vast majority of them, as statistics clearly show, fail to do much more.

I think, Mr. Editor, it goes without saying, no honest merchant can undertake to do business with these people, except at a heavy loss. In my humble opinion the wholesale trade should array themselves on the side of the retail merchants, and instruct their travellers not to call on merchants who supply the "Patrons of Industry." This would probably be the most effectual mode of squelching the business.

With apologies for trespassing on your valuable space, I am, etc., etc.,

MERCHANT.

The association of consumers to which "Merchant" draws our attention is one of the excrescences that are apt to show themselves upon the body commercial at a time when the health of trade is run down. They are the outward sign of an abnormal process on the part of some portion of the economy, to do more than there is functional stimulus to do. Trade has to be pretty well debilitated for such eruptions to become seriously galling to it, and in that condition it appears to be wherever such leagues as the Patrons of Industry flourish. In the general dullness of the past year is to be found the trade climate most favorable to the growth of the alien principle, which Mr. Smith inoculated into the tissue of Canadian trade. The sickly symptoms will slough off we hope in the more bracing air of the better times that are now in prospect.

When trade can keep its spirits up there

will be no collapsing under the threat of a few consumers. If there were stauncher and more hopeful men always in trade, that prostration on which such associations feed, would never be reached. It is in the weakness of will shown that dealers prove themselves recreant to the cause of trade, cowering as they do before the terms dictated by organized haggling. There is temptation as well as unbusinesslike fear at the bottom of the capitulation. The temptation is to get ahead of one's rivals. The conservative influence of the general good of trade cannot restrain men who are either afraid of their consumers or envious of their rivals. The sounding of the health of trade will always reveal points of weakness, so long as such men are in trade.

Can the Patrons of Industry be depended on? Is a dealer who has once got into the meshes of their web sure that they will support him in the pittance of profit he has left himself the chance of getting? Let some dealer in bankrupt stock come along and open out a lot of goods bought at 40 or 50 cents on the dollar. He can afford to give better bargains than those contracted for by the Patrons, and they may be depended on to get those bargains. The dealer who has surrendered his independence to them may close up shop until all the bankrupt stock is run off.

An evil that will be the sure outgrowth of the trade's alliance with the Patrons, will be price cutting, either with goods bought in the bankrupt sales or goods bought normally. Traders who have withstood the temptation and are determined to overcome the coercion of the Patrons, will cut prices if they never cut prices before. They will break up the Patrons by their bargains, but trade will have to suffer. That is all that can be done. There must be no compromise. In business competition, as in war, there can properly be none, but in any other emergency of business competition, price-cutting need not be the manner of the warfare. Compromise is what is the ruin of trade. There are two parties, buyers and sellers, and those tradesmen who aim to temper their selling policy with considerations that have to be transplanted from the hostility and jealousy of buyers, will be entitled to little sympathy if they fall short of success. To run with the hare and hunt with the hounds is not the course that the manlier of our business men pursue. They work for trade, and not also for the destruction of trade.

THE PERMISSIVE ACT.

The study of political economy has been productive of many reforms, but it is not the parent of all fiscal reform. Before the arrangement of the elements of this science into a system, before the writings of Adam Smith, Malthus and Ricard, there had been considerable enlightenment brought to the contemplation of inequalities and wrongs

in the taxation of various classes of British subjects. The statesmen of that time, notably Walpole, had very liberal ideas upon the question of taxation. We wonder that some questions escaped their sagacity. There are subtle problems, of course, that require modern knowledge and modern means of inquiry to settle, and such questions are seasonably brought up at a time like the present. Questions of more obvious solution we look upon as more or less unfitting to the accomplishments in economic knowledge of this age. Why, for example, have we now to be dealing with a matter that opinion was sufficiently informed and matured to have settled in the middle of last century? What seems like an heirloom handed down by the feudal system, is the fact that capital is not yet emancipated from the bondage of municipal taxation. Such a reform as that might be looked for in the history of a ruder time than this end of the eighteenth century.

But the freeing of capital from tribute is yet to be completed, and we hail any means. The Permissive Act is the only means, and our hearty approval of it makes us alive to its incompleteness. The Act is not comprehensive enough, and the exemption it affords capital is too contingent. In its present shape it is applicable to only three cities in the province, as there are only three of our cities whose population makes them eligible to avail themselves of the Permissive Act. Capital engaged in business is therefore far from being all under even the imperfect exemption aimed at in this Act.

Another fault of the Permissive Act is the instability of the right which is sought through it to be done to business men. That right, if once granted by the finance committee of a city council, is secure only so long as that finance committee does not change its mind or its make up. Its make up is certain to be changed partially or wholly every year. A new council may have new ideas, and instead of re-enacting may repeal the by-law adopting the Permissive Act, and so throw taxation again on the capital of merchants. This would be likely. There are always demagogues aiming at election to the city councils. These, to get votes, would pledge themselves beforehand to relieve the people by reloading the merchants with the tax on capital. No doubt that would get votes, as there is nothing so odious to the people as taxes, and nothing so deserving of their support as promised efforts to lighten the burden of taxation. They do not stop to reason that their fellow-citizens, the merchants, have a right to be taxed on the same basis as the portion of the public not belonging to the merchant class. Therefore, the exemption which is provided for in the Permissive Act is too contingent, and as we pointed out before its action is not sufficiently far reaching.

Master the whole business and the way to fortune has been mapped out.

THE PLUMBER MAN.

From far England comes this story in rhyme. If such a case should occur in Chicago it would be about \$10 and costs for violation of the requirements regarding a license.

The plumber man came up to plumb
My uncle's pump in town;
So first he ripped the cellar up,
Then tore the garret down;
And then he told us with disgust
That neither of the pipes was bust.

He jumped into his dog-cart quick
And fast he drove away,
But sent back, with a load of tools,
Another man next day,
Named Ike, who brought along with him
A blooming boy called Warty Jim.

This Ike he pumped and pumped the pump;
The boy poured water in;
The man kept jawing at the boy,
The boy jawed back again;
Then both sat down and ate a snack,
Before they took the wagon back.

Next week the boss he came along,
And at the pump he frowned;
He sent me for the monkey-wrench,
While he went bounding round,
And prised the mantel pieces out
And hammered off the waterspout.

By-'nd-by he hurried off and sent
Three workmen and some wire,
Who brought a rusty stove and made
A stuffy charcoal fire.
When they had smoked their pipes, then they
Took up that stove and went away.

Well, after that I recollect
A chap with solder came;
And then another crafty gent
Who brought more of the same;
Then up this Ike he came once more,
And at the other two he swore.

The boss then rode up with his boy.
That blooming sassy gump;
He said there was no other way
But buy a brand new pump;
But uncle looked below the sink,
And found the leak as quick as wink.

And uncle took a piece of rag
And tied it round the leak,
And so the pump was all O. K.
Then in about a week
The plumber man sent in his bill—
But the amount he got was—nil.

—Sanitary News.

Messrs. D. Henderson, F. W. Doty and Joseph Wright, of Toronto, had an interview with the Minister of Customs, in reference to a recent seizure for under-valuation of certain castings used in the manufacture of radiators. The interview was of a very friendly character, and the difficulty is in a fair way of settlement.

SITUATION WANTED.

AS HARDWARE SALESMAN — Experienced, good stockkeeper, best references. G. M. Cadenhead, Renfrew. 47

TRAVELLER — WITH TEN YEARS' CONNECTION — wants to represent manufacturer or importer. Box 558, Toronto. 43

AS MANAGER, OR TAKE CHARGE OF Branch Store, by experienced hardware man, married. First-class references. W. HARDWARE. 43

STEEL WIRE CHAIN.

BROWN'S PATENT.



Cut showing full size of No. 0.

Strongest, Cheapest and Best Chain in the Market. Made of hard drawn steel wire. Actual tests show three times the strength of ordinary welded chain.

We are now making four sizes, viz., 0000, 000, 00, 0. Send for samples and prices.

B. GREENING WIRE CO. Ltd., Hamilton, Ont.

Filling a Want.

The rapid increase in all branches of Industry and Art in Canada has found its fit expression in

THE SABISTON LITHO. AND COLOR PRINTING ESTABLISHMENT

The management in organizing their business laid down as a principle that there was room for a really

First-class Establishment

that would produce work equal to the best imported, and have secured a corp of Artists in the various branches of their business that ensures that result.

They confidently solicit from Manufacturers, Merchants, Bankers, and others requiring first-class work an opportunity of showing samples and quoting prices.

SPECIALTIES:

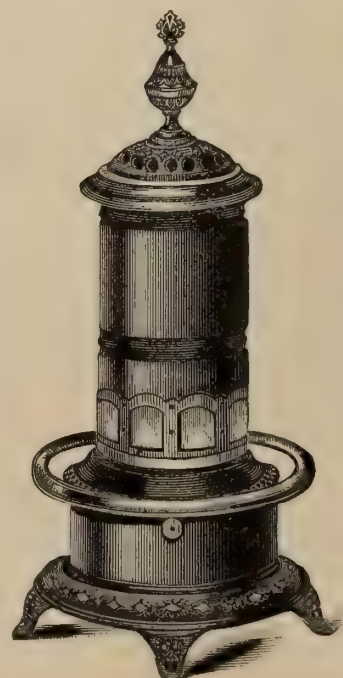
Show Cards, Hangers, Buildings, Birds Eye Views, Posters, Railroad, Steamship and Steamboat Work, Calendars, Canning Labels. Special Designs in Circulars, Cigar Labels, Note and Letter Headings, Checks, Drafts and other Bank Work, &c., &c.

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RICHARD WHITE,
President.

A. SABISTON,
Managing Director.



This cut represents our

Grand Oil Heater

of which 20,000 were marketed in the United States last season. This stove will burn Water White Canadian Oil without smoke or odor, and will heat a large room at a cost of one cent per hour. It is artistic and beautiful in design, and the best selling article ever placed upon the market. It must be seen in operation to be appreciated.

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MORTON & CHRISTIE,
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THE TORONTO LEAD AND COLOR COMPANY, LIMITED,
 HAVE IN STOCK
Linseed Oil, Castor Oil, Glue,
 and General Painters' Supplies.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

THE
NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
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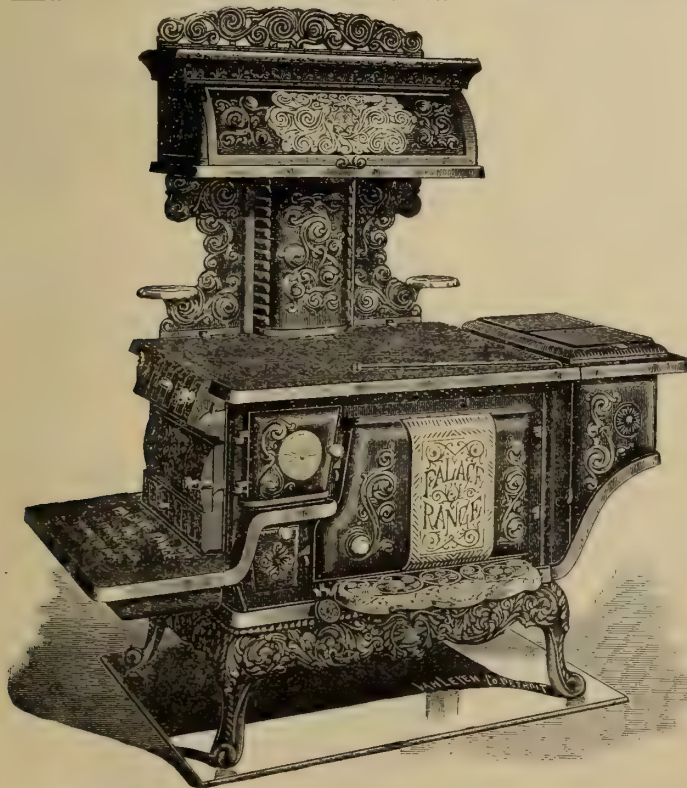
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We Guarantee our Tarred Paper NOT TO STICK.

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Palace Range

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OVAL FIRE POT and BASE BURNER GRATE

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Duplex Grate and Square Fire Chamber.

THE ONLY RANGE

With Interchangeable Fire Place and
 Grate using same water Front
 in both.

LARGE VARIETY OF SIZES AND STYLES.

EXTRA LARGE OVEN. PERFECT BAKER.

Sold by Leading Dealers. Send for Circular.

JAMES STEWART & Co., - HAMILTON, ONT.

TORONTO SHOW ROOM: J. BOXALL'S, 183 KING ST., EAST.

MARKETS

TORONTO, Oct. 24, 1890.

The general hardware trade is on the whole rather quiet at the present time. There are indeed, several lines of metals in which more or less activity is exhibited, the fact that these lines are advancing probably making dealers a little more anxious to place their orders, but the business doing all round is not of a very active character. The country roads, too, are in a rather bad state, and while the effect of this has not yet been felt, it probably would result soon in a lessened movement of goods.

There is as yet no very active desire on the part of western to order their winter supplies at once, and so anticipate the advance of freight rates that always takes place at the close of navigation. Very few large orders of any kind are being placed, merchants apparently being satisfied with purchasing only what they immediately require, and as a matter of fact the trade does not appear to be in a position to order largely. A good many country merchants had previously stocked up pretty well, and the dull trade of the spring and early summer has left some of these stocks upon their hands, with the result that they want to dispose of the goods previously ordered before making fresh purchases.

There is now likely to be a movement in such lines as saws, axes, cow-ties, halters, sleigh bells, etc., for the winter trade, from which dealers are expecting good results.

Payments have shown considerable improvement lately, country merchants meeting their liabilities with greater promptness. Both bankers and wholesale merchants have felt this.

BUILDING MATERIALS

The strikes both here and in other parts of the country so seriously affected building operations that things have not yet recovered their normal condition. Many contracts that would have been closed for the erection of buildings this year have been held over till next, and a good many who propose entering on building operations are holding back till they are assured that things have actually become settled permanently. This state of affairs has of course had a most injurious effect upon the movement in building materials, the sales of which are far below the average, while there is perhaps a little more activity in the demand at the present time, there is not by any means the usual business doing, nor is it likely that there will be till next spring, when things may brighten up. The depression in the lumber trade has also caused unfavourable results in the way of sales of lumbermen's supplies to be experienced.

NAILS.

The manufacturers of nails have advanced prices for car lots to \$2.50 in Montreal, therefore holders in Toronto are firm at \$2.65 to \$2.75. There is certainly every indication of prices being firmly adhered to, as two of the factories in Montreal have been destroyed by fire within a recent date, and it will certainly be some time before work can be resumed at the former capacity.

HORSESHOES.

Horseshoes continue to move out fairly

well, and are quoted at \$3.60. They are said to be higher than this in Montreal.

GLASS.

There is a steady movement in glass on a basis of \$1.50 for first break. Stocks are not very large, having been considerably broken into, and the market is firm.

BARBED WIRE.

Very little is doing in barbed wire at the present time, as this is not the season of the year when sales are usually made. Owing to the high price of raw material manufacturers have advanced prices lately.

LEAD PIPE.

Lead pipe was advanced last week, the higher figure being made necessary by the cost of the raw material. Manufacturers have been actually selling at a loss lately, but the late advance will leave them a profit.

RUSSIA IRON

Russian sheet iron is quiet at present, consumers apparently having satisfied immediate needs. Orders are being taken at 10½c. per lb., however.

PAINTS AND OILS.

This market has been entirely unchanged during the past week. Manufacturers of paints say that business is below the average, the lessened building operations having affected this line as well as other lines. Dealers are now engaged in manufacturing ground paints for agricultural implement men, furniture makers, and those who do not use prepared paints. There have been no changes in any lines and the market is quite featureless.

SCRAP METALS.

Wrought scrap continues in the same position as last week. The mills refuse to make any advance in their price, and holders will not sell at the figure offered, \$15 per ton. Cast scrap is moving out as rapidly as received, prices for it being the same. Dealers prices are as follows: No. 1 heavy scrap, 60 per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 25c.; new scrap copper, 10c.; heavy scrap copper 10½c.; old copper bottoms, 8½c.; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 9c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2½ to 2¾c.; country mixed rags, \$1 to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

TIN PLATES.

The tin plate market in England still remains unusually active, makers working nearly 24 hours per day, not expecting any diminishing production to take place before 15th June '91. Prices are not likely to go above 1s. per box, beyond present price.

CANADA PLATES.

As a natural consequence the activity of tin plate makers is having a marked effect upon Canada plates, which are now seasonable. Only one maker in England has been turning them out, having now sold all he purposes making this year. It is really impossible to place future orders under £12 per ton, even at this figure makers would rather not touch them. Careful investigation exhibits a short supply on hand and in transit and there is even a probability of higher prices ruling. If this fact were wholly recognized the advance could readily be obtained to-day.

GALVANIZED IRON.

Galvanized iron has experienced a further advance in the English market, in consequence of the increased price of spelter.

INGOT TIN.

Ingot tin, if any thing, is a shade easier, but as their is a small quantity held in Canada, prices are firmly maintained for spot delivery.

COPPER.

Copper shows a slight indication of weakness in the English market. It is, however, regarded as a speculative move—the demand for the article is daily on the increase, consumption being for electrical purposes, mostly.

ANTIMONY.

Stocks of antimony are low; prices well maintained; demand has been fully active, and consumption of this article appears to be on the increase.

IRON.

The iron market in Glasgow is not quite so firm in view of the fact that the masters are getting the better of the strikers. However, as the season is far advanced, and as a natural consequence freight rates will rule higher later, the activity of the prices are not having any effect on the market.

NEW YORK MARKETS.

NEW YORK, Oct. 24, 1890.

No new feature develops in any branch of the iron and steel market. Orders for heavy finished productions come in slowly and are invariably for moderate quantities. This would seem to be the experience at interior centres as well as here, and imparts a rather dull appearance to that branch of the industry. In the line of general foundry work activity is still noted, and the minor industries, such as hardware manufacture, are well employed. Still it does not appear that the situation in those departments is as brilliant at the present time as it was a month ago, and a very conservative tendency is manifested in the purchase of crude materials for either mill or foundry use. No evidence is found of any fresh weakening on values, but, except on high grade foundry pig, the tendency at present seems to be more or less in buyers' favor.

STEEL RAILS.

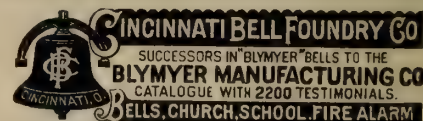
Local agents have made no efforts to work up business in steel rails pending the outcome of the meeting of manufacturers to be held in this city this week, and the only transactions recorded are small ones at prices on the basis of \$30 at mill for standard sections.

OLD IRON.

The situation of the market for old iron remains practically the same as it was last week. There is little movement, inquiries are few and most bids run about 50c. to \$1 under sellers' ideas of value. About \$25 to \$25.50 is quoted for tea rails, \$21 to \$21.50 for No. 1 wrought scrap and \$18 for car-wheels.

TIN.

The pig tin situation is still perplexing to all engaged in it, and while prices have fluctuated considerably, it does not appear that either buyers or sellers have gained any decided advantage. As a matter of fact, local speculation is confined to less than a half dozen traders, all of whom are extremely cautious, and purchases by jobbers and consumers are governed wholly by imperative wants. On Friday ten-ton lots could be had at 21 1-2c. spot, and smaller quantities at 21 3/4 to 21 3/8c. whilst October and November deliveries were offered at 21.45c. On the Metal Exchange there were sales of 10 tons October at 21.40c.; 10 tons do at 21.45c. and



No Duty on Church Bells. Please mention this paper

NEW YORK MARKETS—Continued.

10 tons Jannary at 21.35c. Latest London cables quoted £97 15s. spot and £96 10s. future.

LEAD.

Domestic pig lead has been selling in moderate quantities at \$5.75 to \$5.80 for prompt delivery, which prices were quoted at the close Tuesday. Futures are sparingly offered at the moment, with 5½c named as inside price for November shipment. Bids of 5½c. were reported for deliveries the balance of the year. Foreign is still quoted on the basis of \$5.20 to \$5.25 here, November and December shipment, but no new business of importance is going on in that class of metal, and consumers are said to be indifferent to the offers making. London cables quoted £14 5s. there for soft Spanish.

COPPER.

The local copper market remains unchanged. Consumers are well supplied, many for the balance of the year, and the mining companies are offering indifferently. At first hands the lowest quotation on Lake Superior ingot is 17c., but outside lots may be secured at 16¾c. For Arizona 15¼c. is quoted and for common casting brands 14¼ to 14½c. It is denied by the Seligmans that any of the "syndicate" copper under their control has been sold recently. In the London market the movement of prices for merchant bars has been irregular. Latest cables quoted £57 12s. 6d. spot and £59 future.

SPELTER.

Spelter is in very limited supply and, while the demand is running light at present, the business passing proves sufficient to keep prices high. Western prime is now quoted at 6.05@6.10c. for prompt and 5.95@6c. for near future delivery.

TIN PLATE.

There has been no change in the condition of the tin market here. The demand continues slow and chiefly for small lots on the spot, and prices are somewhat variable, without, however, any radical change.

GRIFFITH & CO.,
(J. MCARTHUR GRIFFITH)

Auditor to the Institute of Chartered Accountants of Ontario, 1886 to 1890.

ASSIGNEE FOR CREDITORS.

Auditing and Business Investigation a Specialty
London-Canadian Chambers, Bay St., Toronto.
Telephone 1549—Cable "Griffith, Toronto."

MONTREAL

MONTREAL MARKETS.

OCT. 24, 1890.

IRON AND HARDWARE.

There is absolutely no new feature of any consequence to the market, except the pushing forward of lots already ordered to secure the advantage of the low freight rates which are withdrawn at the close of navigation. This has also led to some odd movement in a jobbing way, but there is no change whatever to the general position which remains firm. A few jobbing lots of pig iron are moving out to the smaller class of buyers, but no contracts of any magnitude here occurred since our last report. Holders continue to entertain firm views of the market at present prices, and but few lots available for stock will arrive from now out. There is, of course, some quantity yet to come forward, but the great bulk of it is already sold for forward delivery. Advices from Great Britain do not show any great change. The speculative branch of the market at Glasgow was slightly easier on Thursday than the day previous, but makers' iron continues tolerably firm, and must of necessity go up if the furnaces continue out of blast much longer. The reason that an advance has not been made already is probably due to the fact that several of the furnaces had comparatively larger stocks at the time they shut down than most people anticipated. We referred some time ago to the favorable reception recorded to Canada charcoal iron, C. I. F. brand, which has been finding a fairly good sale in the West, and the quality is reported by manufacturers to be first-class. In other lines, besides pig, the movement has also been confined to small lots, bar changing hands in jobbing lots at steady figures. In sheet material the position continues very firm, and as we said last week buyers are finding some difficulty in having their orders filled. Further advices from primary centers repeat the information we gave last week, that makers were behind with their orders and would not guarantee delivery in any reasonable time. Tin plate is stiff at the advance and ordinary coke could not be moved under \$4.50, while the inside figure on charcoal is

\$4.75, and these represent the basis for round lots only. Other lines are in the same position, and the market is not likely to change now for some time.

NAILS.

There is nothing new to add regarding this branch of the iron market except to state that the position is very firm at the recent advance. Trade has been pretty good also during the week, and makers report a good business doing. In fact, although buyers are somewhat reluctant about meeting the advance. There are some who are so situated that they cannot hold off any longer, and this has induced some little movement during the week, while the burning of the Abbott works has made buyers somewhat anxious and holders correspondingly firm.

CHEMICALS AND DYE-STUFFS.

There has been some little movement in a jobbing way during the week. As the approach of the time when higher freights will prevail has induced some buying on the part of the smaller traders, while there is some push in sending forward goods before the end of the month. As regard new business of a general nature however there is little of it. The tone remains firm on the whole and all lines of heavy chemicals are unchanged. Advices from the other side reveal nothing very new except that Tartaric acid is likely to be higher. Gambier is somewhat easier, and we quote prices lower at 7 to 7½c. for spot transactions.

PAINTS AND OILS.

There is but little to note in this market outside of some movement in cod oil. Paints are quiet with prices close, and a movement in a jobbing way. Further advices report renewed strength in leads, recent cables from Liverpool quoting white at 19s. and red at 16s. 10d. Red lead is firm at an advance on spot at \$4.50 to \$5 per 100 kegs. In oils the only business doing is in cod oil, some fair sized lots of which have changed hands at 40 to 42c., and for jobbing business prices run up to 45c., other kinds do not present any change. Linseed is on the easy side, but prices are unchanged at 66c. for raw and 69c. for boiled for round lots.

GLASS.

Is unchanged with nothing particular doing and prices steady, \$1.50 to \$1.60 for first and second break.

NAVAL STORES.

Ship chandlers report trade dull, with no change in the general situation of the mar-

When in want of Coal Hods, Elbows, Lanterns, Stove Boards, Shovels, Stamped Ware, Japanned Ware, Pieced Tinware or specialties in sheet metal, write us as below :

THOS. DAVIDSON & Co., Montreal or Toronto.
MERRICK, ANDERSON & Co.,

Agents for Manitoba and N.W.T., Winnipeg

Agents in Western Ontario for Chown and Cunningham Co., Limited
Stove Manufacturers.

TORONTO ADDRESS : 11 FRONT ST. WEST.



MONTREAL MARKETS—Continued.

ket. Turpentine has lost the weakness that it had at the close of the week and is now quoted 1c. higher under a somewhat better enquiry, and coal tar is strong with holders firm, and Montreal product cannot be had on spot even at outside figures. English 40 gallon casks are being offered at \$4 in 100 cask lots, which is cheaper in proportion than our own product at the present time. Rosins are firm, especially pale stock. We quote: Turpentine, 59 to 61c.; rosins, \$2 to \$4.25, as to brand; coal tar, \$3.70 to \$3.80; cotton waste, 5½c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c. and cotton oakum 10 to 12c.

CEMENT.

There is no change in the position of this market and business rules quiet, with a small move in the best brands only. London brands are steady at \$2.55 to \$2.70, and Belgian \$2.30 to \$2.45 per cask. Firebricks are moving out fairly well at \$20 to \$26 per 1,000.

PETROLEUM.

This article has been rather quiet during the week, and there is nothing of importance to note. We quote:—Canadian, 14c. at Petrolia and 16½c. in Montreal in car lots; smaller lots 17½ to 18c. American 23c. in car lots, 23 1-2c. to 24 1-2c. for smaller quantities. Canadian crude, \$1.30¼ per bbl. American benzine 23 1-2 to 25c. and Canadian at 15 to 15½c.

GIVE THEM A WIDE BERTH. :

Bowmanville business men are advised to give peripatetic advertising fakirs a wide berth.—The Canadian Statesman, Bowmanville.

Business men in the various towns throughout the country are constantly troubled with these fakirs. There are local fakes also who publish calendars, time tables, etc., who sell space in hotel registers around the clock, etc. The best paying advertisement for a retailer is the one he puts in his local paper. Set your back against all other schemes. Let the matter in your advertisement be such as will attract attention. Tell the truth in it. Do not make extravagant statements. Briefly study advertising as carefully as you do any of the details of your business. If you do not make your advertisement in your local paper pay the fault is yours, because others have.

The longest electric railroad yet proposed is a line from St. Petersburg, Russia, north-east to Archangel on the White sea, a distance of 500 miles. According to the Railway Engineering Journal, it is proposed to furnish power from a series of generating stations placed at convenient points along the line, and the whole cost, including equipage, is estimated at £3,000 per mile. Archangel, which is a port having a considerable commerce at certain seasons of the year, lies in 64½° north latitude, close to the Arctic circle, and it is claimed by the advocate of the lines that the electric road will overcome the difficulty which might be experienced in running steam locomotives in winter in that extreme northern latitude.—Mechanical News.

DRUM TAPS.

Leaves from the Diary of a Commercial Traveller.

BY WM. H. MAHER.

CHAPTER VII.

My quotation for saws made a vivid impression on Mr. Clymer; that was very evident. He got up and went to his invoice book, looked at a bill, and then sat down again.

"Look here," said he, at last, "I don't want any saws, but I'd like to know how the deuce you can sell them for \$1.10 when such houses as Sargent ask \$1.15."

"To tell you the truth, Mr. Clymer, we can't afford to sell at that figure; and to small trade we oftener get \$1.25, than less; but I named it to you, as I will to a very few other close buyers, because I want to show you that I meant business when I said I would sell you down on the hard pan. If you want any saws you can have them for \$1.10."

"I don't want any now; I'm afraid I'll have to carry over a dozen or so."

"How are you off for axes?"

"Whose do you sell?"

"Ebenezer Mann's."

"What do you get for them?"

"I will sell to you for \$8."

"Let me see what ours cost." And he left me a moment.

"Your figures on axes are low," said he, when he was back; "but we can't use any more this season."

"Well, Mr. Clymer, is there anything you do want to-day? I have shown you my willingness to sell you at bottom prices, now can't you scrape up a small order for me? I don't care how small it is, so that I get an order from you; after you know me better I am sure you will give me a share of your trade."

"Well, you come in again; you are going to be in town all day, aren't you? Yes; well, come in, and I'll try and find something for you."

I thanked him. "By the by," said I, as I rose to go, "please don't mention my prices to any one; I shall not offer them to any other house here, and your speaking of them might get me into trouble."

He promised not to speak of them, and was pleased at the implied compliment that I was giving him better prices than his neighbors. Where should I go next? The other hardware store attracted me, and to it I went.

Standing behind the counter was a very red-faced gentleman, and I did not need to hear his voice to know that he was a German. Before the counter was a very spruce young man; spruce in every sense of the word; his clothes were a perfect fit, and were of the very latest cut, his black mustache was waxed till it curved and twisted on each side of his mouth into a perfect S, his boots shone as boots shine in Dixon's advertisements, and he had a book on the counter before him that looked more like a lady's gift-book than it did like a drummer's price-book.

I gave the gentleman behind the counter a good morning, and walked to the stove without further ceremony. The spruce young

man eyed me keenly, but went on with his business, while I picked up the paper lying near me, and pretended to be interested in that. But I wasn't; I was taking notes of the young man at the counter; I was too far away to hear what he said. So far as I could understand the pantomime it was like this: The drummer turned to a new article in his book, showed the cut to the merchant, dilated on the merits of the article—the dealer agreeing with him in everything—then asking for an order for some of them, only to be met with a refusal. Then something new was turned to and the process repeated.

It was rather a slow affair, and I needed all my stock of patience to sit there waiting for drummer No. 1 to go away, but I was determined to stay. At last I saw him close up his book and prepare to go. But his departure was a matter of time; he still expatiated on his goods, his house, etc., and still the dealer bowed his head to every statement, but gave no order. At last he shook hands, gave a keen glance my way, and went away. Now for it.

The dealer came toward the stove, and I rose to meet him. I had caught his name from the sign. "Mr. Millmeyer?" said I, with the interrogation at the end.

"Dot is me."

"I came in to visit a little with you; here is my card; I didn't expect to do anything but visit when I saw the other young man here."

He shook hands, told me to sit down, and took a chair beside me, with, "Vell, how goes times in de city?"

"Spring trade is opening up well; how is it here?"

"Tam dull; I vish de peesness was in de teufel."

I was ready to cheer him up, if cheering would do any good, but he seemed beyond that point, so I was equally ready to condole with him.

"You are not the only one who finds trade dull," said I, "it is the same story, everywhere. But the dullness now means good trade by and by. It's always dull this season of the year."

"Yes, I shpose so."

"You haven't laid in any spring stock yet?"

"No; it ish too soon."

"Where was this young man from?"

"From Buffalo; dit you efer see such a cuss?"

"He appeared smart and sharp," said I.

"Oh, yes; he was shmart as plaxes; und de house vas a goot house, too; but dit you effer see sooch clothes?" And he laughed loud and long, I joining in moderately, as in duty bound.

One thing is clear to me, in this present frame of mind there was no use in talking business to Mr. Millmeyer; he was not in the spirit to stand another siege just then; I proposed to make a diversion.

"I wish you could get out a few minutes," said I, "I am most confounded hungry, and would like a bit of bread and a glass of wine."

"I go mit you," and he went to a side door and called "Weely." Pretty soon a boy of twelve appeared, and after giving him instructions in German, the dealer led me to a wine-room down the street.

I called for a glass of light Catawba wine and some bread and cheese, and, as I really was hungry, I did justice to the lunch. My friend Millmeyer joined in it heartily, and was able to empty two glasses to my one, the wine making his tongue wag with more ease. He

called the saloon-keeper over and introduced me to him, laughed at my jokes as if they were full of richness, and several times called me "a pully boy."

When he had about emptied glasses and plates I thought it time to turn to business. I told him about my luck the day before, how anxious I was to do a little with every merchant, and how well I meant to treat every one. "And now, I want you to pick up a little order for me, Mr. Millmeyer. I will sell you right, but I want you to do it just to help me; some day when I come around I can help you, and I will. You must be out of some little things; it will not pay you to send to Buffalo for them, but you can get them right near you and do me a favor."

I paid my bill and we turned back to his store; I saw he wanted to order yet he did not. "Is there anything you are out of?" I asked.

"Well, to tell de troot, dere is a ding or two; but I hate like plazes to order; times are too dull."

"But you want to hold your trade," said I, "and suppose a good customer calls for something you are out of, and has to go to Clymer's for it, how is that going to make times better for you?"

"Dat is so, by shiminy!"

"Now my way would be to keep up my assortment, dull or no dull; don't give any big orders to anybody, but don't run out of anything."

"Dat ish so."

"I want to send you anything you need, and you may make just as small an order as you please, but don't be out of goods that are called for."

"Dat was goot adwice. I guess I will give you a leetle order."

I followed him behind his counter and helped him see what he was out of. He evidently bought goods in large quantities in good times, for now in these dull times he ordered full packages of me. There was a line of files, screws, bolts, augers, bits, etc., amounting to \$100. I was delighted, and profuse in my thanks. I promised to call again before I left town, and then went to the hotel to dinner.

In the afternoon I went among the general stores, most of them keeping a line of cutlery and woodenware, and I picked up three small orders, all of them being for knives and spoons, and ordered because I agreed to send them in Millmeyer's box and pay freight on them. As a quarter of a dollar satisfied Millmeyer, I considered I made a good bar-

gain. The three orders amounted to \$65, and at good profit.

This brought me around to Mr. Clymer's and I went in for the order he had promised me.

I did not see, until I had opened the office door, that the Buffalo drummer was there but it was too late to turn back. He did not notice me, at least did not appear to, and I took a back seat, refusing the one Mr. Clymer pointed at near him. I did not propose to listen to what was said if I could help it; but the office was too small. I heard every word they said.

"You fellows all tell the same story," said Mr. Clymer to the drummer; "it is always that you will sell me as low as you sell the jobbers near here, but you don't do it."

"I give you my word I do, Mr. Clymer," was the reply.

"Why, no, you don't; I have had quotations from Heman & Co. down here offering goods at less than New York prices."

"Oh, that was just a bait. I know Heman, & Co. well; we sell them lots of goods."

CHAPTER VIII.

"We sell a great many goods to Heman & Co.," said the Buffalo drummer.

I pricked up my ears, but before I could say anything, supposing I should have cared to say anything, Mr. Clymer turned around to me with:

"I forget your name."

I told him.

"Let me introduce you to Mr. Fleming, of Buffalo. You may have heard of him, as he says he sells a good many goods to your house." Then, turning to Fleming he informed him that I was selling goods for Heman & Co.

Mr Fleming was equal to the occasion. Though he had told a lie, and knew it, he

JAMES MORRISON,

MANUFACTURER AND WHOLESALE DEALER IN

ENGINEERS AND PLUMBERS' BRASS WORK.

Iron and Brass Valves, Inspirators, Injectors, Ejectors, Revolution Counters, Engineers' Clocks, Steam and Hydraulic Gauges, Wrought Iron Pipe and Fittings, Soil Pipe and Fittings, Lead Pipe, Sheet Lead, etc.

Also keep always in stock full lines of

Sanitary Earthenware, Water Closets, Wash Basins, Etc.

MORRISON BRASS WORKS, ADELAIDE ST. WEST, TORONTO.



Identify yourself with one line of First-class Stoves and you will control the trade of your Town. Our stoves are known from the Atlantic to the Pacific.

Coal Hods, Stove Boards, Elbows, Lanterns, Fire Shovels.

If you have not received copy of our new catalogues, Stoves, Furnaces, Tinware, please write our nearest house.

Consolidating your trade will save time, freight and money.

We supply everything used in the Stove and Tinware Trade.

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LONDON.

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Toronto Plate Glass Importing Co.

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GLASS IMPORTERS,
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Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

For Mirrors and other Glasses

TELEPHONE 1599.
CABLE ADDRESS, "PLATE."

55 Victoria Street, - - - Toronto, Ont.

turned to me with an air of pleasure at making my acquaintance, and was good enough to say he was happy to meet me. I think if the incident had taken place when I had a little more experience on the road I would have said nothing to Mr. Fleming about his remark to Mr. Clymer, but I now felt as if it was my duty to fight for my house on every occasion.

"You are mistaken about selling goods to our house, sir," said I; "I have been the book-keeper, have had charge of all the bills and never heard of your house till to-day."

"I may be mistaken," said he, "and have mixed your house with some of the other houses there."

This was enough to get from him at that point, and in a few minutes he took his leave of Mr. Clymer, giving me a very cool but civil "good day."

"Well," said Clymer, "have you stocked the town with hardware?"

"I've done all I could."

"Whom did you sell?"

I told him.

"What did you sell the grocers?"

"Cutlery and woodenware."

"And you sold my Dutch friend, did you? He must be buying wildly, for Fleming said he sold him a big bill."

"I have good reason for knowing that Fleming did not sell him at all. I sat at the stove while he was there, and he did not make an entry in his order book," said I, with some warmth. "It was of a piece with his story about selling us." I was provoked.

"Well, hold your horses; when you know drummers as well as I do, you will know when a man is lying. I've known Fleming for some years, and I never take stock in anything he says."

"And you will buy of such a man?" I said, surprised.

"Yes; he represents a good house, and the men sell low. If I can make any money out of him, I buy of him; I would patronize the devil if he did five per cent. better than any saint would do."

"Well this is a revelation to me," I answered; "I supposed everything depended on the man."

"A good deal does depend on the man," said he earnestly; "don't let my words teach you anything else. Of two men with the same prices the best man gets the order invariably. Low prices will always sell, but no one house can sell under the market. I know some Eastern men that I always look up an order for; they are gentlemen, solid, business-like, and straightforward. If their prices aren't right I tell them so, and they come down. Then there is a conceited class like this young Fleming. I buy of them because their houses are a lot, and because they cut under in prices."

This lesson I treasured up.

"My idea," said I, "was to sell goods for just what they were; whenever I said anything was first quality it was warranted to be first quality; when a man wanted only one-quarter dozen to send just that amount, and to go through the country without style and without blowing. I've only been two days on the road, but I have made up my mind that I can sell goods and I'm going to stick at it."

After more chat of this sort I came down to business.

"You have looked through your stock," said I: "have you found yourself out of anything?"

"Yes, a few items. I'm going to give you

a small order, and a very small one, but I don't need any goods now. If I can sort up with you fellows at anything like fair prices, I may do considerable with you."

I thanked him and took out my order-book.

"What do you get for 10 in a Rothery file?" he asked.

"One dollar and seventy-five cents."

"That's what mine cost in New York."

"You can't expect me to beat the New York jobbers?"

"Oh no; your price is all right; you may send me two dozen. Nine-inch and other sizes in same proportion, I suppose?"

I nodded.

"Send me a dozen each, 8, 9, and 12 inch. What do you ask for copper rivets?"

"Twenty-seven and a half cents."

"You are a little under New York there. Send me ten pounds of 1-inch."

I had been able to quote low on these articles because I had been able to draw out of the clerk what the goods on the shelf were marked, but after this I would be at a loss. The profit made on files and rivets was about 7½ per cent., but those were goods. The leading Eastern houses sold on a small margin. I determined to ask 10 per cent. on anything else he wanted, unless it was some little notions that ought to pay more. I adhered to this, and my prices suited him. He gave me an order amounting to \$75, and about \$15 of it was small brass and iron goods, upon which I made a good profit.

I had abundant reasons for being satisfied with my day's work, and I was satisfied. I sat with Mr. Clymer until nearly supper time and when we shook hands, I felt on my part as if he was an old acquaintance. I called on my German friend and had another glass of wine with him, and then I was ready for the evening train to Bremont. I had inquired about hotels, and selected the Kessler, going up from the depot in a 'bus. It was about 7:30 when I had registered, but I concluded I would look up the party whose name was on my book as having bought of us heretofore.

The store was but a short distance from the hotel, and I found Mr. Simpson in. It has been my fortune to meet a good many pleasant merchants in the years I was on the road, but I have never been received so cordially and kindly as Mr. Simpson met me that evening. I did not care to do more than beat around the bush at that hour, but I did my best to get under the crust that every man has against a stranger, and I saw signs that I was succeeding. The story I had for every one I told him—about my anxiety to do well that trip, because it was a trial trip, etc.—and when I got up to say good night I told him I should be around in the morning, and if there was anything at all that he wanted I hoped that he would give me a bite.

"Come in," said he; "there may be something in the want-book; but come in anyway; make yourself at home."

I had a good room and bed that night; after copying off my orders and seeing that they would be mailed in time I went to bed and had a good night's rest, not waking till the gong sounded for breakfast.

My first call was on Mr. Simpson, whom I found full of business, but very cordial, and he gave me a chair and the morning paper, telling me to make myself at home. After a little he left a customer a moment to ask me if I had seen the last Iron Age. I had not. "There's a sketch there," said he, "that will interest you, as you are new on the road." He found the paper for me and then went

back to his customer, while I devoted myself to the sketch, which was headed:

A SPLENDID TALKER.

"I've come across a man at last," said my partner, "that will suit you. He's been in the retail trade all his life and is a splendid talker. I believe he'd sell piles of goods on the C. H. & D. road."

"Who is he?" I asked.

"His name is Tom Bowers, brother of Ephriam Bowers up in Washington, and you know he's about as sharp as they make them."

We were talking of a man who had applied for a position as travelling salesman. For two or three months we had been on the look out for an experienced salesman, but none were to be had. It had finally been decided that we must break in a man, and from what my partner said I didn't see but what Bowers would be a good one to experiment with. Later in the day he came to see me, and I was pleased with his appearance.

He must have been about 40 years old, was dressed neatly, but wore nothing flashy, and had a pleasant face. There was no embarrassment in his manner when introduced to the proprietor, as there is usually with green hands; his air was one of cordial good will, and he was entirely at his ease. I think however, that he considered himself already engaged by my partner, and looked upon his visit to me as a mere matter of form.

"Nice day," said he; "you've got a splendid store here; best in town, ain't it? Beats any I've been in. You can hold your own with any of 'em now. Trade dull, I suppose? Is everywhere. Got a big stock of goods. How are prices? Pretty stiff ain't they? I always liked to sell hardware; paid big profits."

Thus far he had bounded from the time he began, and without giving me a chance to answer one of the many questions he asked, or to get in a remark of my own.

"My partner says you would like to go out on the road—"

"Yes" he broke in, "I met him up in the lodge last night and we had a little talk. I told him I'd like to go out for a trip and show you what I'm made of. I never took hold of anything yet but what I made it go, and I'd rather sell goods than eat. I don't know how it is, selling on the road, but I ain't going to back down very easy, you bet. I—"

I saw it wouldn't do to wait for him to finish his speech, if I expected to do any work that day, so I interrupted him with the question:

"How much of a line of hardware have you ever handled?"

"Handled? I've handled it all; everything from a mowing machine down. But I can sell anything, I don't care what it is; just give me prices and let me go in; I ain't a raid of any of 'em."

Some men saying as much as that, would naturally have disgusted one, but it had no such effect on me now. His air was one of quiet assurance, as if he was simply claiming to be able to do what he had satisfied himself he could do. If I am selling an article of merchandise, I am expected to show up its merits in the very best light; if a man is selling his services, I don't know any good reason why he should not do as well by them as he does by a piece of merchandise.

I excused myself a moment, and went to see my partner.

"How do you like Bowers?" he asked.

"He looks sold and intelligent," I said,

NORTHEY & CO., - TORONTO, ONT.

MANUFACTURERS OF
SINGLE AND DUPLEX

Steam and Water-Power Pumps

FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP

CONDENSERS

FOR ATTACHING TO

High Pressure Steam Engines,

MARINE AND STATIONARY.

GREAT ECONOMY

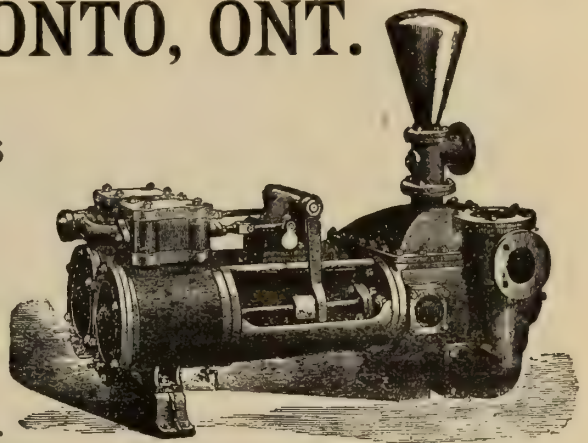
—IN—

FUEL AND POWER

GUARANTEED.

Prices and particulars on application.

OFFICE AND WORKS: Corner Front and Parliament Sts.



"and as if he might sell goods, but he talks like a woman with two tongues."

"Yes, he's a good talker, and he's a good man. I've known him for years, and he's a first-rate fellow."

"Shall we give him a chance?"

"Just as you think about that, but I'm in favor of it."

So I engaged Tom for six months, and he came to work the next day.

During the week he was in the store, posting up and making a price-book, it was natural that I should watch him closely. A better natured man could not have been found in the city; every body in the store, from the porter to the head clerk, ordered him about at their own sweet will, and he obeyed their commands with the utmost cheerfulness. But he was not displaying the "gumption" that was to have been expected of a man of his years.

One day I met him on the street, and he complained because he couldn't find any brass square circles for the head clerk. Another day I heard the boys send him for a half-dozen nickel plated wash-boards, and I heard the porter telling how Tom was out after leather oil-cans, not half an hour after he announced that no one had any nickel-plated wash-boards in the city.

Such innocence in a man is calculated to make one smile, but is not reassuring in one who is going to represent you in the country. If he will take a "square circle" and a "leather oil-can" on trust, what will he not believe? But my partner, who was out in the store much more than I was, seemed to retain his confidence in Tom, and I tried to brace up my faith in him.

When the time came to send him out on a trip, I prepared a list of dealers on the route, and at each name made a minute, to show whether the party was a close buyer or not. Tom came back to the office for this book, and I proceeded to give him some general directions about selling goods, but it was impossible to say more than a dozen words when he stopped me.

In the best natured way in the world he explained that he understood just what to do, and just how to approach a country dealer, and he showed me that he had already estimated how many goods he would sell the first week out; he was not only going to sell every man we had ever sold, but he

was going to draw in a great many that we had been unable to touch up to this time.

He made the trip, and there was nothing in the result to show whether he was a success or a failure. His sales were not large, but it is asking a great deal of a man that he shall introduce himself and sell largely the first trip out.

Much to my dissatisfaction, his second trip out was not equal to his first, and his profits did not begin to pay his railroad expenses.

When he came home I found him not in the least discouraged.

"Devilish dull down there," said he as glibly as only he could, "and I was mighty lucky to get a single bill. But I went for 'em," and he chuckled at the memory, "I went for 'em like all out doors. 'I don't go out of here till I get a little order,' I said to 'em, and I brought it. I know 'em."

But what was the matter? Times were good, dealers were buying, and the men on that route had been our best customers for years. It couldn't be prices, for Tom had been ordered to quote low; and such orders as he did get were taken at very low figures; the fault must be with him.

I dropped a line to a retailer on the route, a personal friend asking his honest opinion of our new salesman. In a few days I received the following reply:—

"MY DEAR SIR:—My honest opinion of Tom Bowers is that he is crazy. I have known him for years, and the older he gets the crazier he gets. I gave him a little order to get him out of the store; if I hadn't he'd have talked me blind. I need some goods and will be down in a few days."

I handed the letter to my partner and he digested it slowly. "Well," said he, "I had

faith in Tom till this morning. But when I find a man of his age asking for brass hand-saws, I give him up."

"What do you mean?" I asked.

"I mean that Bill told Tom to go and see if he could find some brass hand-saws, and he went without a word. I met him down in——'s store, and I thought I would die laughing. He was as solemn as an owl, and when I said that he could not find them anywhere, he turned back, but doesn't suspect now that Bill played a trick on him."

"Shall we let him go?"

"Switzer is in town; let us see what he

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Miller Bros. & Toms, "
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Shepard Hardware Co., Buffalo, N. Y.;
The John C. Jewett Man'g Co., Buffalo, N. Y.;
American Bit-Brace Co., Buffalo, N. Y.;
The Kilbourne & Jacobs Man'g Co., Columbus, O.
Aspinall's Enamel Works, London, Eng., etc., etc.
Orders and all Correspondence promptly attended to.

Portland Cements,
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Best Foreign Brands.

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98 ESPLANADE ST. EAST. TORONTO.

Electric Supplies for Electric Lighting, Electric Bells, Wire Annunciators. Contractors for Electric Work.
HENRY S. THORNBERRY & CO., 39 King St. W. Toronto.

Bond or Free

Advances made on Surplus Stocks.

R. CARRIE,
27 Front St. E. Toronto.
eow

STORAGE

Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont.

says about him. Tom was at his place last week, but didn't sell him anything."

In the course of the day I saw Mr. Switzer, and while selling him a bill I took occasion to inquire how he liked our new man.

"You mean dot grazzy tic of a Bowers?" he asked.

"I mean Tom Bowers, yes."

"He is grazzy; dot fellow is as grazzy as the tuyvil. He gooms into de shore und dalks und dalks und dalks so fast I gant't hear myself dinks. My gootness! vere does he get so much dalk?"

"Did he try to sell you pretty hard?" I asked.

"Dry? Yah, he dried, but he shumped from one ding to anudder so fast I didn't got time to ordher. 'Let him alone,' says my poy, 'und de vill dalk himself oud;' but he gould dalk for all the time und never run oud. Dot fellow is grazzy."

Somehow I felt sorry to tell Tom he was a failure, and put off the task as long as I could; but it had to be done, and I communicated the fact to him as gently as possible. And then he began to explain, and I never watched a machine with as much curiosity as I watched his tongue go for the next hour. He thought he hadn't had a fair chance yet, and he attempted to explain why. But life was too short for it. I gave him an hour, and then I said I had an engagement. He followed me to the door; I couldn't shake him off there; then up the street until we met a brother merchant, against whom I had a little score, and I introduced Tom to him. I got away, but that merchant swears he owes me a grudge to this day, and all because poor Tom was such a splendid talker.

But we learned, most effectually, in our store, that something more than a glib tongue is needed by a man on the road.

I finished the sketch and wondered if there wasn't a lesson in it for me, but just then Mr. Simpson, was at leisure and demanded my attention.

"We want some screws," said he, "how well can you do on them,

I had been turning over matters in my mind, and concluded, from the intelligence of Simpson, the large stock he carried, and the size of the town, that if I was to sell to him anything I must sell it down at the very bottom. Screws were jobbing at 75 and 5 off the list in New York; we were getting 70 off from small trade: I told Mr. Simpson I would sell him screws at 75 and 2½ off. "That is as well as you can do in New York," I said, "when you take into consideration the freight."

"The price was satisfactory," he said, and he proceeded to give me an order. He almost took my breath away. No such order had ever been filled in our store, since I had been in it. Those we usually received were for one or two gross of a size, but Simpson ordered by twenty and thirty gross; I had made a strike.

The next article was table cutlery; had we a certain number of Lamson & Goodnow's? Yes, I had it. What could I do on that?

I thought a minute. "Mr. Simpson, I'll make this arrangement with you on table cutlery; we will sell it to you at 10 per cent above cost. We get an extra discount of at least 7½ per cent. more than you would get because of the quantities we can afford to buy, and I think you will find my price net you as low as if you ordered from the factory.

And you can buy one-half gross of me or ten gross; just as you please."

"Let us test it," said he; "what does that knife cost you?"

I told him.

"You may send me a gross," said he; "the figures are all right."

He gave me a few small items more and then said that was all. I began to tempt him to go outside his of book, but it was difficult. At last I remembered a currycomb in my valise, and persuaded him to come and look at my samples. The comb cost us 60 cents a dozen. No comb was selling for less than \$1 a dozen at that time, and we were, to the small trade, getting \$1.20 a dozen for it. I showed it to Mr. Simpson.

"We get \$1.00 to \$1.20 for this comb, Mr. Simpson, but we could sell it to you so that you could retail it at 10 cents." I saw that he was interested at once. "If you will give me a good order I will call them 75 cents."

"The comb will sell," said he; "send me twenty dozen."

Then he picked out a few dozen better combs; two or three half-dozen of horse brushes, and a few other items, paying me a good profit on all these. When he was through I thanked him cordially and sincerely. I think I made him understand that he had helped me and that I was grateful for it.

There were two more large houses in the city, but I could do nothing with either of them; the buyers took my card, read it, laid it down, and said they wanted nothing. I could make no impression on them, and had to go away as empty as when I went in. Passing down the street I saw a jewelry shop with a nice assortment of cutlery in the window, and I went in to try my hand there. I persuaded the proprietor to go to the hotel and look at my samples and sold him a small bill—quarter dozens mostly—amounting to \$30 in all. Then I traded him an old watch for a new one, paying him boot, and he looked as well pleased with his sale as I felt with mine.

I was intending to take the noon train on a short one-horse road, but I still had an hour to spare. On my way to chat with Simpson I passed a drug store, the sidewalk in front of it being covered with kegs of white lead. I was reminded that I had white lead to sell, too, and here was a good place to try my luck.

TO BE CONTINUED IN NEXT EDITION.

On Sunday morning the Asselstines chair factory at Odessa was set on fire, but the blaze was discovered in time to prevent much damage being done. Coal oil had been spilled on the roof before the fire was started.

A few nights ago a fire broke out in A. Robb & Sons' foundry and machine shop, Amherst, N.B., and they, with the offices and warerooms and all their contents, were completely destroyed, nothing but the boiler works being left standing. Several dwelling houses in the vicinity were also burned. There is some insurance, but the loss is heavy.

At the last meeting of the Toronto water works sub-committee appointed to consider the complaint about the quality of oil supplied, the main pumping station Engineer

Ferguson, in a communication, said that the oil supplied by Samuel Rogers & Co., was perfectly satisfactory. The sub-committee decided to recommend that the contract with Rogers & Co. and McColl Bros. be adhered to.

The Nova Scotia Steel and Forge Company has been merged into the Nova Scotia Steel and Iron Company, with a capital of \$2,000,000, divided into 10,000 ordinary shares and 10,000 preference shares, and a debenture capital of \$600,000. The company has been formed for the purpose of extending the present business; also, to take over the iron areas, railway franchises, and other properties of the New Glasgow Iron, Coal and Railway Company, and to erect blast furnaces, mine iron ore, and carry on all work necessary for the operation of the furnaces, and the manufacture of iron and steel in all its branches.

A despatch of the 22d inst. from Copper Cliff says: The special train conveying a party of 100 English, German and American excursionists reached Copper Cliff mine at 6 o'clock this evening, having made the run from Sault Ste. Marie in six hours. Among the prominent men are Sir John Almey and Mr. Snelus, of the council of the Iron and Steel Institute, and Mr. J. S. Jeans, secretary of the institute. They are visiting the furnaces of the Canadian Copper Company. To-morrow they will visit the several mines of this company and also the mines and furnaces of the Dominion Mineral and Vivian Companies. In the afternoon they will leave for North Bay and go on from there direct to Niagara Falls. At the latter place they are to be entertained by Mr. Erasmus Wiman, and will go on thence to Washington. Mr. Jeans says that about 100 of their number will return to Canada on the 28th inst.

CHARTERED BANKS.

The following is a list of the banks in Canada acting under a Dominion Government Charter:

ONTARIO.

Bank of Toronto.	Imp'l Bank of Canada.
Can. Bank of Commerce.	Traders' do
Dominion Bank.	Bank of Hamilton.
Ontario Bank.	Bank of Ottawa.
Standard Bank.	Western Bank of Can.

QUEBEC.

Bank of Montreal.	Merchants Bank of Can
Bank of B. N. America.	Banque Nationale.
Banque du Peuple.	Quebec Bank.
Banque Jacques Cartier	Union Bank of Canada.
Banque Ville Marie.	Banque de St. Jean.
Banque d'Hochelega.	Banq de St. Hyacinthe.
Molson's Bank.	East. Townships Bank

NOVA SCOTIA.

Bank of Nova Scotia.	Halifax Banking Co.
Mer. Bank of Halifax.	Bank of Yarmouth.
People's Bank do	Exch. B'k of Yarmouth
Union Bank do	Com'l B'k of Windsor

NEW BRUNSWICK.

Bank of N. Brunswick.	People's Bank.
St. Stephen's Bank.	

MANITOBA.

Commercial Bank of Manitoba.

BRITISH COLUMBIA.

Bank of British Columbia.

WELL I NEVER SAW ITS EQUAL JUST
5 MINUTES FROM START TO FINISH
WITHOUT DIRT OR EITHER DUST
MIXING
AND A
BEAUTIFUL
POLISH.



SILVER STAR STOVE POLISH
BLACK
BRILLIANT
BEAUTIFUL.

This
polish entirely
supercedes all
others, being a
paste all ready
for use, produces
a jet black enamel
gloss with but half
the labor.
Sold every-where.

F. F. DALLEY & Co., Proprietors.
HAMILTON, CANADA.

TORONTO ENG. CO.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

Write for Quotations on our Specialties as below :

GORDON CROWN GALVANIZED IRON, guaranteed equal to any in the market.

M. L. S. TIN PLATE, equal to Bradley's.

M. L. S. STOVE PASTE, best in use.

We also have on hand a complete stock of all kinds of Elbows, Stove Boards, Pipe Varnish, Dampers, Black Lead, etc. Headquarters for General Hardware, Tinsmith and Plumbers' Supplies. We also carry a full line of Lamps, Lamp Goods, Gas Globes, etc.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



The above Brand of Lead
Requires no Association Guarantee.
It is the STANDARD of the Dominion for
Purity, Fineness and Whiteness.
WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

W. G. A. Lambe & Co.

Late Williamson & Lambe.

STORAGE.

54 & 56
Wellington St. E.,
TORONTO.

DESKS

OFFICE, LIBRARY,
CHURCH AND SCHOOL
FURNITURE.

JOHN M. BLACKBURN & CO.,
41 COLBORNE ST., TORONTO.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb ..	26, 27
Straits 100 lb ingots.....	26, 27
Strip	28, 30

Tin Plates—Charcoal Plates, Bright.

Bradley M.L.S.	Per box.
I.C., usual sizes	\$6 25 \$6 50
I.X.,	7 50 7 75
I.X.X.,	8 75 9 00
Raven & P.D. Grades—	
I.C., usual sizes	5 00 5 25
I.X.,	6 00 6 25
I.X.X.,	7 00 7 25
L.X.X.,	8 00 8 25
D.C., 12½ x 17	4 75
D.X., usual sizes	5 75
D.X.X.,	6 10 6 65

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 40 4 50
I.C., special sizes	4 50 4 75
B.V. Grade, I.C., usual sizes	4 40 4 50

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets ..	8 25 8 50

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs }	6½c, 7c
" 14x60, " }	
" 14x65, " }	

Iron and Steel.

Common Iron, per 100 lb ..	\$2 35 2 40
Refined ..	2 60 2 65
Horse Shoe ..	2 60 2 65
Band ..	2 87½ 3 00
Hoop ..	2 87½ 3 00
Swedish ..	4 00 4 50
Nova Scotia Bar iron.....	2 50 2 75
Sleigh Shoe Steel ..	2 50 2 75
Machinery, Tire Steel ..	3 00 3 25
Best Cast Steel, per lb.....	0 13 0 14
Russian Sheet ..	0 11 0 12
Tank Plates ..	2 25 2 50
Boiler Rivets.....	4 75 5 00

Boiler Tubes.

2-inch	13c
3-inch	18½

Boiler Plate.

½ inch.....	\$2 75
5-16 "	2 60
¾ "	2 50

Sheet Iron.

1 to 20 gauge	3½, 3½
22 to 24 "	2½, 3
26 "	3, 3½
28 "	3½, 3½

Canada Plates.

Blaina.....	½ bright 3 10 3 15
Boars Head.....	" 3 15 3 25
Maple Leaf	" 3 10 3 25
All Bright.....	None

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5½, 6c
26 gauge, "	5½, 6
28 "	5½, 6½
Gordon Crown—	
16 to 24 gauge, per lb	5½, 6½
26 gauge, "	5½, 6½
28 "	5½, 6½

Note.—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, ½ inch, per lb.....	4½ 4½c
" 7-16 inch	5½ 5½
" 1-4 "	5½ 6
Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards.....	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—Ingot.

Lake Superior, per lb	0 00 0 00
Baltimore ..	0 17½ 0 18½
English B.S. ..	0 17½ 0 18½

Bolt or Bar.

Cut lengths, round, ½ to ¾ in. .	\$0 28 \$0 31
" round & square ..	5½ 6

1 to 2 in .. 0 26 0 28
Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	\$0 21 0 22
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 22 0 23

Note.—Extra for tinning, 2½ cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x48 and 14x60	0 30 0 32
Braziers. (In sheets.) ..	
4x6 ft, 25 to 30 lb ea, per lb..	0 22 0 26
" 35 to 45 " ..	0 21 0 22
" 50 lb and above per lb ..	0 20 0 21

Boiler & T. K. Pitts.

Plain Tinned, per lb.....	0 26
Spun ..	0 30

Wire.

Pure, in coils—	
From 1 to 20 gauge.....	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge. .	0 21 0 25
" 27 to 30 " ..	0 23 0 29
" 30 and up ..	0 26 0 29
Sheets, hand-rolled 2x4 ft.	0 25

Zinc Spelter.

Foreign, per lb.....	0 06½ 0 06½
Domestic ..	0 05½ 0 05½

Zinc Sheet.

5 cwt casks.....	0 06½ 0 07
Part casks	0 07 0 07½

Lead.

Imported Pig, per lb.....	0 04 0 04½
Domestic ..	0 04 0 04½
Bar, 1 pound	0 05 0 05½
Sheets, 2½ lbs, per square ft, by roll ..	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll ..	4 75 5 00

Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note.—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb ..	0 20 0 22
Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.	

Antimony.

Cookson's, per lb.....	\$0 21 \$0 22
Other makes "	0 19 0 20
Pure White Lead, ground in oil, Associat'n guarantee, per lb. .	5½ ..
No. 1 Do.....	0 5½
No. 2 Do.....	0 4½
No. 3 Do.....	0 4½

Prepared Paints.

(In ½, 1 and 1 gallon tins.)	
Pure, per gallon	\$1 05 \$1 10
2nd qualities "	0 85 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)	
Venetian Red, per lb	0 06
Chrome Yellow "	0 09
Golden Ochre ..	0 06
French ..	0 05
Marine Black ..	0 09
" Green ..	0 09
Chrome ..	0 08
French Imperial Green	0 14

Colors, Dry.

(25 lb tins, Standard Quality.)	
Yellow Ochre (J.C.) in bbls, per lb ..	0 01½
" (J.F.L.S.) " ..	0 01½
Venetian Red (K.C.2) " ..	0 01½
" (1343) " ..	0 02
Van. Red, Cookson's " ..	0 02
English Oxides " ..	0 02½
American " ..	0 02½
Paris Green, per lb	0 15½ 0 16½
Burnt Sienna " ..	0 08½
Burnt Umber " ..	0 06
Drop Black " ..	0 09
Chrome Yellows " ..	0 12
" Greens " ..	0 12
Golden Ochre ..	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 70
Brown Japan ..	0 70
No. 1 Carriage " ..	1 50
Gold Size Japan ..	1 40
Pure Orange Shellac " ..	2 20
Hard Oil Finish " ..	1 50

Linseed Oil (in bbls).

Raw, per gal	0 71
Boiled ..	0 74

Turpentine (in bbls).

Selected Packages, per gal.....	0 59 0 60
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Castor Oil.

Best, per lb.....	0 10½ 0 12
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Glue (in bbls).

Common, broken	0 10 0 11
French medal ..	0 12 0 13
Cabinet makers ..	0 17 0 18
White.....	0 16 0 17

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	0 05½
" No. 2	0 04½
" No. 3	0 04½

Acme Paints.

Neal's Carriage, discount 40 p. c.	
English Oxide, by the barrel	0 02
American Oxide	0 01½
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p. c.	
Granite Floor, in tins, 90c, 47½c	0 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	
" Wagon and Imperial, dis 40 p. c.	
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz	1 25
Acme Carriage Top Dressing, \$1 75	per doz 4 00 8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 to 45 p. c. Amer.	
Rim Fire Cartridges, Dom. 50 and 10.	
Rim Fire Military, net list. Amer.	
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.	
Central Fire Cartridges, Dom. 30 and 10	
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p. c. Amer.	

Wads.

Eley's, per 1,000	\$0 25 \$1 60
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Anvils.

Per lb.	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each	1 35 1 60
Excelsior, Jennings's, discount 50 per cent.	

Awls.

Sewing, per gross	5 65 1 59
Pegging, " "	0 65 1 25
Brad, " "	0 85 1 60
" handled	3 60 7 30
Saddlers', " "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, " "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	6 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Brass, 60 to 66½	
" 50 and 10 to 60 p. c.	

Door.

Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50

Cow.

American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 p. c.	

Farm.	
American, each	2 00 5 00
House.	
American, per lb.	0 35 0 40

Bellows.

Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount 35, 40 per cent.	

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 per cent.	

Bench Stops.

Per doz	5 00 6 00
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Bits—Auger.

Gilmour's dis 55.	
Excelsior—Jennings, discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jennings' Gen, net list to 5 p. cent. dis.	

Car.

Gilmour's, 47½ to 50 per cent.	
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Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell " "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb.	0 11 0 15
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Bolts.

Carriage, dis. 60 and 5 per cent. to 60 and 12½ per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis., 45 to 50 p. c.	
Elevator, dis., 35 to 40 p. c.	
Machine, dis., 60 to 60 and 5 p. c.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 35 to 40 per cent.	
Reversible, dis., 65 to 70 per cent.	
Vegetable, per doz	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	500 40 23
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Butts—Brass.

Wrought Brass dis. 60, 60 and 10 per cent.	
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Cast Iron.

Loose Pin, dis. 60 to 60 and 5 per cent.	
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Wrought Steel.

Fast Joint, dis. 60, 60 & 5 p. c.	
Loose Pins, " 60, 60 & 5 p. c.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.

Horse, per doz	0 70 0 95
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Carpet Stretchers.

American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz	22 50
World	21 75
Daisy,	24 00
Star,	18 00

Crown Jewel, per doz	29 00
Grand Rapids,	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50 p. c.	
Plate " dis. 50 p. c.	

Cattle Leaders.

No 31 and 32, per gross	8 50 11 25
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Cement.

Portland, car load lots	2 70
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.

Carpenters' Colored, per gross	0 50 0 85
White, lump, per lb.	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis. 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz	0 85 4 00

Churns.

Amer., dis. 50 p. c. to 60 p. c.	
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Clamps.

Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clips.

Axle, dis. 65 p. c.	
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Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
" No. 2	2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p. c.	
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Cradles, Grain.

Canadian, discount 25 p. c.	
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Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English, " "	2 00 4 00

Draw Knives.

American, dis. 70.	
Canadian, dis. 25 to 35 p. c.	

Drills and Drill Stock—Brest.

Millar Falls, per doz	16 00 51 50
P. S. & W., dis. 40 per cent.	

Twist.

Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.

Dis. 20 to 33½ p. c.	
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Fawcets.

Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star, " "	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10	
Barton Smith, dis. 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis., Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25 p. c.	
Horse Rasps, Kearney & Foote's dis Am list, 50 p. c.	
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33½ p. c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc, dis. 40 p. c.	
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Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis, 50, 50 & 10 p. c.	

Fruit Presses.

Henis' per doz	4 00
Enterprise, discount 10 p. c.	

Fry Pans.

Acme, discount 50, p. c.	
Gauges—Marking, Mortise, etc.	
Stanley's, dis. 50, 55 p. c.	

Wire Gauges.

Winn's, Nos. 26 to 35, each	1 65 2 40
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Glass.

4th quality Star, 1st break	1 50
" 2nd	1 80
" 3rd	3 80
" 4th	4 10
" 5th	4 40

Window Glass.

Pilkington's ordinary	
1st break	\$3 65
2nd	3 90
3rd	4 60
4th	4 95
5th	5 40
6th	5 90
7th	6 50

Picture Glass.

Pilkington's ordinary	
1st break	4 30
2nd	4 70
3rd	5 40
4th	5 90
5th	6 50
6th	6 90
7th	7 70

Glue Pots.

Tinned, each	0 30 0 90
Enamelled " "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list.	
Can. discount 25 to 27½ p. c.	

Magnetic, per doz	1 10 1 50
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Canadian, per lb.	0 12½ 0 15
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English and Can., per lb.	0 25 0 37½
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Handles.

Axe per doz	1 00 3 50
Store door " "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer " "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 30 p. c.	
Hoe,	
C. & B., discount 30 p. c.	

Saw.

American, per doz	1 00 1 25
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Plane.

American, per gross	3 15 3 75
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American, per doz	0 50 0 80
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Canadian, per pair	0 18 0 25
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Hangers.

Door 4 and 5 inch, per pair	0 40 0 80
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Hatchets.

Can., dis. 37½, 40 p. c.	
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Hinges.

Blind, Parker's, dis. 60, 60 and 5 per cent.	
Light T and strap, dis 60, 62½ percent.	
Heavy, per lb.	0 5 0 05½
Screw and Strap, per lb.	0 03½ 0 04½
Per doz. sets	
Screw, Eureka	1 13 1 80
Gate, Clark's	1 50 2 20
" Shepherd's	1 00 1 50
Per doz. pairs	
Spring	1 50 3 50

Hoes.

Hooks—Cast Iron			Pencils.			Scale Beams.			Cigar Box Nails, dis. 35 p.c.		
Bird Cage, per doz	0 50	1 10	Dixon's, per gross	1 00	4 25	Canadian, B. S. & M. dis. 40 per cent.			Shoe Finders' Tacks & Nails, dis. 25 p.c.		
Clothes Line, " "	0 27	0 63	Carpenter	2 25	3 60	Scrapers.			Tape Lines.		
Harness, " "	0 72	0 88	Picks.			Box, per doz	2 10	4 50	English, ass skin per doz.	\$2 75	\$5 50
Hat and Coat, per gross	1 00	3 00	Picture Nails.			Foot, " "	40	3 50	English Pat. Leather	5 50	9 75
Chandelier, per doz	0 50	1 13	Porcelain Head, p. gross			Screens.			Chesterman's, each	0 90	2 85
Wrought Iron.			Brass Head,			Screw Drivers.			steel, each.	0 80	8 00
Wrought Hooks and Staples, Can,			Planes.			Screws.			Thermometers.		
dis. 17½, 20 p.c.			Wood, bench, Canadian, or American			Window, patent, per doz	6 00	7 50	Tin case & dairy, dis. 75 p.c.		
Wrought Hooks and Staples, Amer			dis. 50.			Sargent's, per doz	65	4 00	Ties.		
dis. 75 to 75 and 10 per cent.			Wood, fancy Canadian, or American			Scythes.			Tinner's Shears and Snips		
Wire.			dis. 35, 37½ per cent.			Discount 40 per cent.			P.S. & W., 10 p.c. advance on American list.		
Hat and Coat, dis. 50, 40 p.c.			Bailey's (Stan R. & L. Co.) 33½ to 35 per cent.			Canadian, dis. 33½ to 35 p.c.			Tinware.		
Belt, per 1,000.	0 60	2 70	Miscellaneous, dis. 10 to 12½ per cent.			B. & W., japanned, dis. 75 per cent			Stamped, dis. Assn list, 70, and 12½ per cent.		
Screw, bright, Eng., dis. 40, 5, 45 per cent.			Bailey's Victor, dis. 10 to 12½ per cent.			B. & W. N. P., dis. 65 p.c.			Japanned, dis. Prices on application		
Horse Nails.			Plane Irons.			Seymour's dis. 60 p.c.			Pieced, dis. " " "		
Canadian, dis. 50 to 60 per cent.			English, per doz.	2 00	5 00	Canadian, dis. 33½ to 35 p.c.			Transom Lifters		
Horse Shoes,			Pliers and Nippers.			Shears.			Payson's, dis. 25 per cent.		
Per keg	3 60		Button's Genuine, per doz. prs. dis 37½, 40 p.c.			Canadian, dis. 33½ to 35 p.c.			Traps.		
Ice Picks.			Button's Imitation, per doz.	7 40	10 25	B. & W. N. P., dis. 65 p.c.			Game, Newhouse, dis. 17½, 20 per cent.		
Star, per doz	3 00	3 25	German, per doz	60	2 60	Seymour's dis. 60 p.c.			Game, H. & N., or P.S. & W., discount 57½ to 62½ p.c.		
Kettles.			Plumbs and Levels			Canadian, dis. 33½ to 35 p.c.			Mouse, per doz.	0 35	1 50
Brass spun per lb.	0 28	0 30	Poppers.			Canadian, dis. 33½ to 35 p.c.			Rat	2 00	4 50
Copper, " "	0 40	0 45	Pruning Shears.			Canadian, dis. 33½ to 35 p.c.			Trowels.		
Enamelled Can. 50 p.c.			Per doz.	4 00	5 50	Canadian, dis. 33½ to 35 p.c.			Disston's, discount 10 p.c.		
American, 50 and 10, 60 and 5 per cent			Pulleys.			Canadian, dis. 33½ to 35 p.c.			German, per doz.	4 75	9 00
Keys.			Hothouse, per doz.	55	1 00	Canadian, dis. 33½ to 35 p.c.			Brade's	00	10 50
Lock, Can, dis 50 p.c.			Axle.	22	33	Canadian, dis. 33½ to 35 p.c.			S. & D., discount 35 p.c.		
Cabinet, Trunk, and Pad-lock, Am. per gross.	1 60	4 75	Screw	27	1 00	Canadian, dis. 33½ to 35 p.c.			Triers.		
Knobs.			Awning.	35	2 50	Canadian, dis. 33½ to 35 p.c.			Butter, per doz.	6 25	9 00
Door, japanned, and N.P., Can. list dis. 50 p.c.			Pumps.			Canadian, dis. 33½ to 35 p.c.			Trucks		
Bronze, Berlin, per doz	2 75	3 25	Rumsey, Cistern & Pitcher Spout, 60 and 60 and 10 per cent.			Canadian, dis. 33½ to 35 p.c.			Warehouse, each.	2 25	6 50
Bronze, Gem, " "	6 00	9 00	Punches.			Canadian, dis. 33½ to 35 p.c.			Twines.		
Lava, " "	8 75	10 00	Saddler's, per doz.	1 00	1 85	Canadian, dis. 33½ to 35 p.c.			Bag, per lb.	0 12½	0 20
Shutter, porcelain, F. & L screw, per gross.	\$1 30	4 00	Conductors, " "	9 00	15 00	Canadian, dis. 33½ to 35 p.c.			Wrappg, mott'd, pr. pack.	0 50	0 60
Ladles.			Tinner's solid, per set.	72		Canadian, dis. 33½ to 35 p.c.			cotton, per lb.	0 18	0 20
Melting, per doz.	1 70	4 50	hollow, per inch	1 00		Canadian, dis. 33½ to 35 p.c.			Mattress, per lb.	0 33	0 45
Lemon Squeezers.			Putty.			Canadian, dis. 33½ to 35 p.c.			Staging	0 27	0 35
Porcelain lined, per doz	2 20	5 60	Bladder, per 100 lbs.	2 00	2 25	Canadian, dis. 33½ to 35 p.c.			Broom	0 30	0 55
Galvanized, " "	1 87	3 85	Tins, lbs	2 50	2 75	Canadian, dis. 33½ to 35 p.c.			Binding, flax, per lb.		
King, wood, " "	2 75	2 90	Rail.			Canadian, dis. 33½ to 35 p.c.			" jute		
" glass	4 00	4 50	Barn Door, per foot.	3	3½	Canadian, dis. 33½ to 35 p.c.			Vises.		
All glass, " "	1 20	1 30	Sliding Door, " "	3½	3½	Canadian, dis. 33½ to 35 p.c.			Hand, per doz.	4 00	6 00
Lines.			Rakes.			Canadian, dis. 33½ to 35 p.c.			Bench, parallel, each	2 00	4 50
Fish, per gross	1 05	2 50	Cast Steel and Malleable, Canadian list dis.			Canadian, dis. 33½ to 35 p.c.			Coach, each.	6 00	7 00
Chalk, " "	1 90	7 40	Razors.			Canadian, dis. 33½ to 35 p.c.			Peter Wright's, per lb.	0 12	0 13½
Locks—Door.			Boker's, per doz	7 50	11 00	Canadian, dis. 33½ to 35 p.c.			Pipe, each	5 50	9 00
Canadian, dis. per cent.	50		Wade & Butcher's " "	3 60	10 00	Canadian, dis. 33½ to 35 p.c.			Saw, per doz.	6 50	13 00
Russell & Erwin, per doz	2 90	7 50	Razor Stropps.			Canadian, dis. 33½ to 35 p.c.			Washer Cutters.		
Cabinet.			Carrier's, per doz	1 25	3 60	Canadian, dis. 33½ to 35 p.c.			Per doz	4 00	8 50
Eagle, dis. per cent	33½		Rivets and Burrs.			Canadian, dis. 33½ to 35 p.c.			Well Wheels.		
Padlock.			Copper Rivets, dis. 40.			Canadian, dis. 33½ to 35 p.c.			Amer. per doz. 8, 10 & 12 in.	3 38	6 00
English and Am. per doz	50	6 00	Iron " 40 per cent.			Canadian, dis. 33½ to 35 p.c.			Wire.		
Scandinavian, " "	1 00	2 40	Burrs, Iron, 30, 33½ per c.			Canadian, dis. 33½ to 35 p.c.			Market, bright and annealed, Nos. 1 to 16, 5 per cent. advance on list from stock. From factory net list.		
Eagle, dis. percent	15	1 17½	Rivet Sets.			Canadian, dis. 33½ to 35 p.c.			Market, oiled, coppered, 5 p.c. advance. From factory net list.		
Mallets.			Sisal, per lb.	12	12½	Canadian, dis. 33½ to 35 p.c.			Market, tinned per lb.	0 04½	0 08
Tinsmiths', per doz	1 25	1 50	Manilla, " No. 1.	14½	15	Canadian, dis. 33½ to 35 p.c.			Galvanized Fence, 5 per cent. advance on list. From factory net list.		
Carp'trs', hickory " "	1 25	3 75	" No. 2.	13½		Canadian, dis. 33½ to 35 p.c.			Tinned Broom, from 19 to 22 gauge, per lb.	0 07	0 07½
Lignum Vitæ, " "	3 85	5 00	Cotton, " "	22	25	Canadian, dis. 33½ to 35 p.c.			Malin's Wire on spools, dis. 30 to 35 per cent		
Caulking, each	1 60	2 00	Deep Sea, " "	15	16	Canadian, dis. 33½ to 35 p.c.			Clothes Line, galv. p. 100ft	0 25	0 55
Mattocks.			Rules.			Canadian, dis. 33½ to 35 p.c.			Barbed Wire.		
Canadian, per doz	8 50	10 00	Boxwood, dis. 75 & 10 & 5 80 percent.			Canadian, dis. 33½ to 35 p.c.			Galv. steel barb fencing		
Meat Cutter.			Ivory, dis. 40, 40 & 5 per cent.			Canadian, dis. 33½ to 35 p.c.			"Lock Barb," 4 point.	0 5½	0 05½
Enterprise, dis. per cent	20	25	Sad Irons.			Canadian, dis. 33½ to 35 p.c.			Ditto Glidden 2 point	0 05½	0 06
Dixon's, each	1 60	2 00	Mrs. Potts, per set	0 95		Canadian, dis. 33½ to 35 p.c.			Galv. Steel, plain twist	0 05	
Woodruff's, " "	1 10	1 70	N. P.	1 25		Canadian, dis. 33½ to 35 p.c.			Galvanized Barb, "Ly-		
Hale's, " "	1 05	1 50	Sand and Emery Paper.			Canadian, dis. 33½ to 35 p.c.			man," 2 to 4 points.	0 05	0 05½
Hume, " "	13 00	16 00	B. & A., sand, dis. 25, 30 p.c.			Canadian, dis. 33½ to 35 p.c.			Terms, 60 days or 2 per cent off for cash—10 days.		
Mincing Knives.			Emery, per quire.	55	90	Canadian, dis. 33½ to 35 p.c.			Wire Cloth.		
American, per doz.	42	2 35	Sash Cord.			Canadian, dis. 33½ to 35 p.c.			Ordinary, discount 25 p.c.		
Molasses Gates.			Per lb.	22	50	Canadian, dis. 33½ to 35 p.c.			Painted Screen, p. 100 sq ft	2 25	2 5
Stebbin's Patent, dis. per cent, 65 to 70 per cent.			Sash Locks.			Canadian, dis. 33½ to 35 p.c.			Wrenches.		
Nails.			Triumph and Morris, dis 37½, 40 per cent.			Canadian, dis. 33½ to 35 p.c.			Agricultural, dis. 70.		
Cut, 3 in. and upwards,			Kempshell's dis. 40, 62½ per cent.			Canadian, dis. 33½ to 35 p.c.			Standard, dis. 60, 60 & 10 p.c.		
per keg	2 65		Canadian, dis. 45, 50 p.c.			Canadian, dis. 33½ to 35 p.c.			Coe's Gen'l, dis. 40, 45 p.c.		
Brads & Moulding Nails, discount 55 to 60 per cent.			Sash Weights.			Canadian, dis. 33½ to 35 p.c.			Diamond, dis. 33½, 35 p.c.		
Wire Nails, 60 to 65 per cent.			Sectional, per lb.	24	3 00	Canadian, dis. 33½ to 35 p.c.			Tower's Engineer, each	2 00	3 00
Nail Pullers.			Sausage Stuffers.			Canadian, dis. 33½ to 35 p.c.			" S., per doz.	5 80	7 50
German & American.	1 85	3 50	Each	1 00	3 00	Canadian, dis. 33½ to 35 p.c.			G. & K.'s Pipe	6 00	
Nail Sets.			Saws.			Canadian, dis. 33½ to 35 p.c.			Burrell's " "	3 40	
Square, round and octa-			Hand, Disston's, dis. 10 p.c.			Canadian, dis. 33½ to 35 p.c.			Pocket, per doz.	1 25	2 00
gon	3 38	4 00	S. & D., dis. 35 to 40 per cent.			Canadian, dis. 33½ to 35 p.c.			Wringers		
Diamond.	12 00	15 00	Cross-Cut, Disston's, per ft. 35 to 55.			Canadian, dis. 33½ to 35 p.c.			Each	3 25	5 50
Oil.			S. & D., dis. 25 to 35 per cent.			Canadian, dis. 33½ to 35 p.c.			THE HARDWARE Printing and Publishing Co., 6 Wellington Street West, Toronto.		
Canada Refined Oil (Toronto)	0 17		Hack, complete, each.	1 75	2 75	Canadian, dis. 33½ to 35 p.c.					
Carbon Safety " "	0 18	0 18½	" frames only	75		Canadian, dis. 33½ to 35 p.c.					
Canada W.W. " "	0 20		Saw Sets.			Canadian, dis. 33½ to 35 p.c.					
American W.W. " "	0 25		Per doz.	1 65	9 00	Canadian, dis. 33½ to 35 p.c.					
S. R. Seal " "	0 63	0 65	Scales.			Canadian, dis. 33½ to 35 p.c.					
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McClary's Galvan. Iron						Canadian, dis. 33½ to 35 p.c.					
Oil Can, with Pump,						Canadian, dis. 33½ to 35 p.c.					
per doz	19 50					Canadian, dis. 33½ to 35 p.c.					
Zinc and Tin, dis. 50, 50 and 10.						Canadian, dis. 33½ to 35 p.c.					
Copper, per doz.	1 25	3 50				Canadian, dis. 33½ to 35 p.c.					
Brass, " "	1 50	3 50				Canadian, dis. 33½ to 35 p.c.					
Malleable, dis. 25 per ct.						Canadian, dis. 33½ to 35 p.c.					
Pails.						Canadian, dis. 33½ to 35 p.c.					
Galvanized, per doz.	2 00	3 50				Canadian, dis. 33½ to 35 p.c.					

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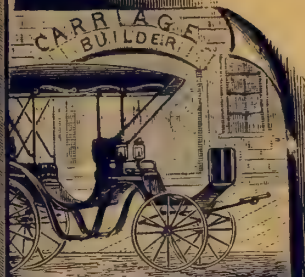
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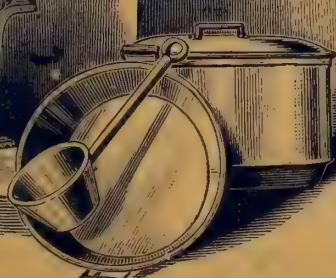
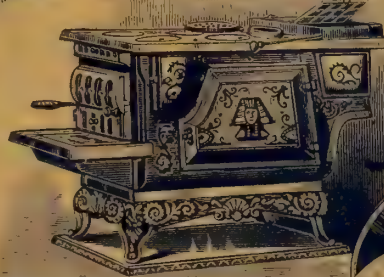
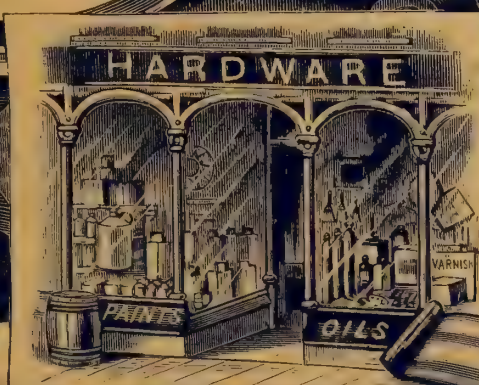
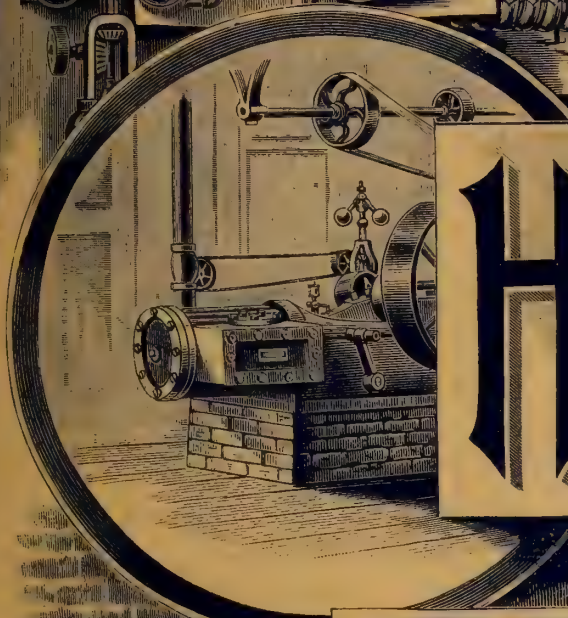
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Vol. 2.

TORONTO AND MONTREAL, NOVEMBER 1, 1890

No. 44

THE POLICY OF TRUTH.

In business a man has often to choose between conscience and expediency. This is a very cardinal fact in trade experience, and if the bubble which trade journalism has recently brewed from it have not yet burst its film, we may be allowed to blow it a little farther. The question, Does a trader need to lie? discussed on so many hands lately is startling. It almost implies that it is now in controversy whether honor or total depravity be the better basis of business success. Of course, there is no serious controversy on this matter. There are cynical people who say everything is fair in trade, but they do not hold to it as a principle so much as they thrust it forward as an apology. It is the utterance of a would-be philosophy of knavery. There is plenty of practice which this maxim covers as with a veil of decency, but such practice is rooted in something shallower than sense of right or deep policy.

But there are things done in business which lack the moral sanction, and are at variance with the intellectual conviction, of the man who does them. The trader who makes a habit of maiming prices or the truth, knows that either practice is both bad and foolish. He very seldom defends such practice by any attempt to prove that it is right or that it is wise. But he holds fast to the doctrine of necessity. His habit of giving overdue praise to every article he has to sell, he excuses by the libel that every trader does it, and that those who do not must lose. Thus his plea is that he is forced by the usage of the majority. If he is to sell a pound of rope for 12 cents to a given customer, he declares he must persuade that customer to believe that the same rope would cost 16c. in any other store, even if he knows its value to be under 12c. If he did not do this he holds, the customer would mistrust the quality of the rope and would go elsewhere,

to buy from some more exaggerating salesman. Further, the trader addicted to this bad habit, not only pleads that he is drawn into the whirlpool of a universal trade usage, but that this universal usage has educated the public to expect of a salesman a verbal warrant with every article they buy.

The last person to take all this seriously is the man who advances it in explanation of the mendacity of certain traders. Lying is no more necessary than it is moral or discreet. It is in trade like many other artifices that cannot be traced home to any fundamental conception of business. Dullness of wit is the parent of trade lying. There is no man more often required than is the trader to answer on the spur of the moment. If he is a clever fellow he may be able to answer apropos without lying. If he is a dull fellow, he will do the thing all men can do, he will lie. And this will happen often enough to make lying one of the habits of such a salesman, until perhaps it becomes one of the great resources of his calling, the thing on which he chiefly depends.

The thing however is impolitic. As a policy it will not last long. A fellow-feeling is said to unite men, and birds of a feather will flock together, but lying is not a bond that will knit a group of people into a close union. There is no sympathy among liars. No matter how great a liar a customer may be, he appreciates truth in others, and has as great a horror of untruthful traders as the most honest man can have. Extravagance on the part of a trader is not condemned, therefore, because there is in the world of consumers a high standard of practical veracity, to which the trader must come. There may be or there may not be. We hope there is. But if this were a nation of Munchausens, there would not be a citizen among us who would not be a seeker after truth in the market place. The mendacious trader lies in tokens, and therein causes un-

easiness to all who buy from him. Consequently, he cannot last long. It is possible to imagine a thoroughly unprincipled man taking cold-bloodedly to a policy of rigorous uprightness, a man who metes out truth quantity, quality, value, in honest measure to every customer. This man would have little sympathy with the moral principle underlying such a course of action, but he would be able to appreciate the business policy of it. He would not be a good man but he would be a discerning man. It is a pity that more of those traders who are so given to introducing innovations into their method, would not introduce the innovation of truth-telling, not from love of it but from a conception of its business value.

THE IRON AND STEEL MEN.

The visit of the Iron and Steel Institute to this country is an event of considerable interest to the mining interests of Canada. They have been through the most important iron and steel centres of the United States, and the party which arrived in Toronto on Wednesday is only a portion of the distinguished persons who first landed at New York.

The Canadian delegation numbers 105 and were tendered a reception at Government house upon their arrival. They left for the Sudbury mining district at 9 o'clock in the evening, where they will inspect the resources of that great mineral region. They will then visit Ottawa and Montreal previous to their departure for New York where they take leave of the new world for home.

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One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

SIR JAMES KITSON INTERVIEWED.

Sir James Kitson, President of the Iron and Steel Institute, was interviewed on Oct. 6th on the United States Tariff Bill. He said: "The industrial condition of Great Britain is now remarkably prosperous. The price of coal is higher than for years past, and the demand for coal is increasing. The demand for pig iron in Great Britain is also in excess of the production. The enormous stocks of pig iron in Glasgow, Middlesbrough, and West Cumberland are now being materially diminished in consequence of this export demand. I think the new tariff is calculated to diminish the deliveries of English manufactured goods in the American market, and fear that that has been the object of the framers of the measure. I might say more on this subject if I were on the other side of the Atlantic. British manufacturers are so convinced of the value of free trade and of the necessity of the free importation of the raw material to their own country, that no idea of retaliation is seriously entertained. You must be aware that for the year ending June 30th last, the United States produced more pig iron than Great Britain. There is little doubt that the production as to quantity, gives them a supremacy which they are likely to maintain and advance, and the whole of this enormous quantity is consumed in the United States; but the Tariff Bill affects principally the manufacturers of tin plates, the last remaining important manufacture which counts the States as its leading customer."

DUTY ON TIN PLATES.

A special cable dispatch says that the correspondent of the London Times advises Canada to admit tin plates free of duty, and thus become able to turn out canned goods so cheaply as to supplant the United States' production in the same line. Of course the writer is not aware of the free entry into our ports of tin plates. This article has grown to be one of the greatest of Great Britain's monopolies, and has been on the free list for many years. In consequence of this we have been doing an important business with our neighbors across the line, and thus developing an increasing trade with the mother country.

A pushing contemporary, the New York Hardware, is working up a good circulation in Canada. We print the following from its pages, signed by a well known hardware house in Nova Scotia:

"Hardware Publishing Co., New York city, please find inclosed \$1, for which send us Hardware for one year. We take your Toronto namesake, and the Iron Age and Metal Worker, but don't think we can get along without your paper. Sorry McKinley doesn't like us; still we hope to "get there" all the same."

Yours truly,

BENT & COHOON.

New Glasgow, N. S., Oct. 15, 1890.

HOW TO SWEEP A STORE.

There has been a variety of opinions passed as to the best way of sweeping a store floor. As every one knows, dust is very injurious to a well kept stock of hardware, and any merchant who has not the eye about him to have it removed regularly from his goods, need not expect a very flourishing trade. We say it should be removed; but is there not a way to prevent having any dust at all, or at least to greatly diminish the dust stock generally found in stores of every kind? Some advocate the use of saw dust, which is moistened and laid across the floor and thus swept along till all the dust is absorbed. This method is a very good one, but it is greatly at fault simply because it does not completely do away with the dust. Having seen a variety of methods of sweeping, there seems to be no more satisfactory way than the use of a watering can. There is a great deal of advice to be given on the use of so well known a vessel as a watering can. In the first place, it should not leak. The rose of the can should be quite fine, so as to prevent the floor from being made too wet. It takes but little water to allay the dust of a floor which is swept (as every store should be) from day to day, and care should be taken to remove all articles that stood in danger of coming in contact with the water.

Care should next be taken in the use of the broom, not to throw the dirt which accumulates as the floor is swept, but to draw it along carefully, till the whole floor is finished. On a smooth hardwood floor a floor brush is preferable to a corn broom, but it would not do so well on a rough floor. This is a subject which every hardware merchant may well pay a little attention to.

Of course there are other ways by which dust accumulates than from the ill sweeping of a floor, but those to whom "sweeping out" is entrusted will find if a floor is well swept as above directed they will see a vast difference in the appearance of the stock of goods throughout the store.

THE TARBOX SELF-WRINGER.

Sometime ago we had occasion to speak of this mop. At that time we mentioned a few predictions as to its future. Although but a very short time on the market, to retail at 50 cents, complete, fitted with a special knit cloth and wringer, it is having a large sale. It is not only extensively sold in Canada, but is being exported to Great Britain in large lots. From fall to spring, or throughout the winter season, all wish to avoid the evil effects of exposing their wet hands to the cold and winds. This mop can be used with gloves or mittens on, using scalding water, and the hands need not be wet at all. We would suggest to those who have not yet ordered, that they supply their own customers rather than allow their opposition to take a cash sale. What is realized on the sale of these mops is pure original profit, not the substitute for profit derived from some other article supplanted by this one, as this mop displaces no similar article. The mop is manufactured by Tarbox Bros., 73 Adelaide st. west, Toronto.

LINSEED OIL.

LONDON, E. C., Oct. 16, 1891.

EDITOR HARDWARE, TORONTO.

DEAR SIR,—In *HARDWARE*, of the 27th ult., you were good enough to make use of a report issued by us, on the 4th ult., in reference to linseed oil.

As between the date of our issue and your insertion, a decided drop took place in the market, this side, perhaps you will allow us to give you a brief sketch of the circumstances that contributed to the present collapse in prices.

The position of oil depends primarily on the cost of linseed, the price of the latter in turn being ruled mainly by the value of eastern exchanges, and it is for this reason that we have continued to remind our clients that the silver market, more or less, indirectly controls the price of oil.

The undermentioned table will form an apt illustration of the correctness of our conclusion, viz:—

Date.	Price of Silver.	Calcutta Exchange.	Price of Oil.
Sept. 4, 1890,	54½d per oz.	1s 8½d.	25s 4½d.
Oct. 16, "	49½d " "	1s 6-7-16d	23s 4½d.

Supplies of seed serve also to influence the position of oil, more or less, but it is only when high eastern exchanges, such as we have lately seen, tend to keep exports back, that any real scarcity in seed can occur, as practically, the quantity available for export from India would suffice to keep supplies this side well ahead of the heaviest demand.

It is impossible, in present position, to form any opinion of the future, as to do so, we have to fathom the vagaries of the New York speculators, in whose hands the position of silver rests, as they, by their operations on the latter article, may very properly be said to rule the roost on linseed oil.

To-day's quotations are as follows:

Raw oil in barrels,	23s. 4½d.
" " casks,	23s. 3d.
" " pipes,	23s.

Your interesting figures as to the total imports of oil are of value at the present time, when a common feeling of injustice done to Canadian and British commerce by the McKinley tariff bill is shared by both countries.

Let us hope that this bill may serve to knit more closely the bonds of commercial fraternity between Canada and the United Kingdom.

Yours faithfully,

TULLOCH & Co.


THE STATE OF TRADE IN CANADA.

Mr. E. H. Nixon, of Nixon Bros., New York, has been making a tour of the West, and upper Canada, having been absent four weeks. Throughout Canada he found the Annexation question a burning one, the party feeling high. "Grit" and "Tory" were discussing the question at all hours; still the sentiment of loyalty is one that it would be idle to overcome before considerable more education. The American tariff is a hard question for the Canadian to solve, and it affects a good many lines. Makers of mowers and reapers are particularly affected, they now being completely interdicted, and it will now be difficult for the Canadians to find a market for their surplus of these implements.

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AMERICAN MEAT CUTTERS.

"ENTERPRISE" AND "PERFECTION"
ALL NUMBERS IN STOCK.

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are Headquarters.

MONTREAL.

MINING IN CANADA.

Already there seems to be considerable desire to promote the mining interest of our country. Meetings are being held, in fact small stock companies are forming, with the object in view of developing Canadian mining industries. Much has been said of establishing smelting works in Toronto, as this seems to be an advantageous point for such an undertaking. Mr. Arthur Harvey is one who takes a lively interest in these matters, and deserves a hearty support from all those who approve of bringing to light the great necessity of developing our vast mineral resources. At a meeting held in this city, it was proposed to start a joint stock company to develop our mining industries, but the amount proposed is too small to lay out for an undertaking of so vital importance as this one promises to be. We quote an abstract below of proposals which appear more commendable as regards this object:—

1. That a vigorous attempt should be made to establish iron smelting works in Ontario, and that no point seems to offer better advantages than the city of Toronto or its immediate vicinity.

2. That a committee be formed to solicit

stock for a joint stock company having this object in view.

3. That the minimum amount of stock to be taken before any operations are commenced should be \$100,000; that 10 per cent. be paid in upon subscriptions, and that a further call of 10 per cent. be made payable one month after the charter is obtained.

4. That all money paid in be refunded in full within four months unless at least \$100,000 be subscribed.

5. That as soon as the charter is obtained, a board of directors be appointed, and that the following be their duties:

(a) To secure a suitable site.

(b) To arrange for such exemptions from taxes and such bonus encouragement as may seem fit to the municipal and other authorities.

(c) To build ore sheds, and buy a sufficient quantity of ores from Canadian mines; thus enabling owners of iron locations to find a market, and so helping in the opening up of iron beds.

(d) If practical demonstrations be thus received that ores of sufficient quantity and of satisfactory quality can be had (the sum spent in such purchases not to exceed \$100,000), the board may proceed with the erection

of furnaces and the business of smelting iron and other metals as to them may seem most fit—calling up the remainder of the stock at the rate of 10 per cent. each month.

6. That the committee mentioned in section 2 consist of Messrs. ———, and that Mr. ——— be the honorary secretary and treasurer.

7. That the shares be placed at \$100 each, as it is desirable to place the stock in as many hands as possible, so that the effect may be, so to speak, of a national character.

8. That the name of the company be "The Toronto Iron Smelting Company," and the stock list hereto attached be offered for signatures under the above-mentioned conditions.

CANADIAN MINES.

A meeting of the Canadian Miners' Association was held in the Stock Exchange, King street east, Toronto, on Friday afternoon, for the purpose of adopting a code of rules and regulations calculated to further the development of the mineral wealth of Canada.

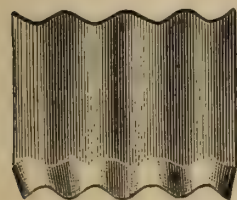
On motion of A. B. Barry, B. E., seconded by Professor Smyth, the chair was taken by Mr. W. H. Lockhart Gordon, who briefly stated the objects of the meeting, and dwelt

CORRUGATED STEEL FASTENERS.

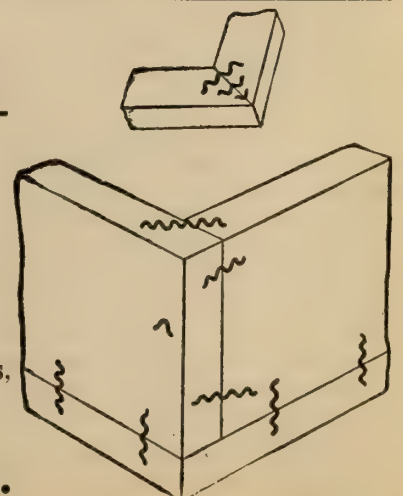
A Perfect, Secure Joint!

NO GLUE, NO SCREWS, INEXPENSIVE.

All Manufacturers of Wood-work are interested in this Invention.



Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.



THE ONTARIO TACK CO., Hamilton, Ont.

HARDWARE.

FERGUSON, ALEXANDER & CO.,

MANUFACTURERS OF

THE ELEPHANT BRAND

LEADS, COLORS, VARNISHES, JAPANS
AND READY MIXED PAINTS.

PAINT WORKS AND OFFICES : 22 College St.,
VARNISH WORKS : St. Gabriel Locks.

MONTREAL, and Glasgow, Scotland.

FULL STOCK !

QUICK SHIPMENT !

upon the necessity of having some properly organized body through whose instrumentality a great deal might be done towards developing the mineral wealth of this country. That the mines of Canada were rich no one could deny, but this hidden wealth had not been developed in the past, nor, indeed, was it being developed at present, principally because the information at hand by would-be speculators was more of a general than of a specific nature. With the aid of such an association as theirs specific information might be gleaned, and intending speculators would know exactly what they were investing their capital in. With authentic information as to the mineral resources of certain districts a ready market will be found for tracts which abound in valuable ores, and the amount of capital invested, the labor which would be necessary to work the mines, and the thousand other sources of employment afforded would tend to build up this great country. The constitution, as submitted by a special committee appointed to draft the same. It was further resolved to open a subscription list and members' roll, which all interested in the project will be called upon to support.

MUST HAVE ENGLISH GOODS YET.

The London Iron and Coal Trades Review says :—

Mr. Andrew Carnegie, of Pittsburg, who paid a visit to Sheffield recently, is understood to have given out orders for machinery in that town to the amount of £20,000.

This is a monster order, and especially from one who so strongly advocates a tariff on English goods. Mr. Carnegie is of the firm of Carnegie, Phipps & Co., Pittsburg, Pa., who are the largest iron and steel makers on the continent. He came from Scotland, located in Pittsburg, and the tariff so protected him that he has made a great success of his business. In view of his ex-

treme views on the tariff it is a little strange that he should turn his back on American manufactures and go to England and place so large an order as we have mentioned. Surely either the superiority of British goods over those of the new world, or else the impossibility of procuring what he wanted in the American market compelled him to rely on the Englishman for his goods. This, however, seems ridiculous, as the iron and steel makers can generally procure all necessary machinery in the United States. We are of the opinion that English manufactured goods hold to a great extent, still, a pre-eminence in the American market, and in point of this fact the McKinley Act will have but little effect on those who must have manufactured goods from England.

MAXIMS THAT MISLEAD.

A writer in the Age of Steel a few weeks ago, contributed an article to that magazine entitled "Room at the Top," which contained many timely and appropriate reflections for those who study the position of the times.

His explanation of the origin of Websterianism "There's lots of room at the top" is quite correct, and his statement of the dangers that lurk beneath its surface most significant at the present time. Our streets are filled with ruined men whom such maxims have stranded hopelessly in the endeavor to reach the lofty pinnacle of success. We miseducate the young through the constant repetition of such maxims. Between mediocrity and the highest altitudes of success there is an almost boundless range for laudable and highly useful endeavor, and if each strives to do his best in that particular field of labor in which his lot is cast, without any thought of fame or wealth, the world will be benefitted in a much higher degree than by any such wild pursuit of phantoms as these popular maxims are calculated to inspire. If all were captains there could be no crew.

Fame comes, if at all, unsought ; greatness follows in the train of humility, and happiness coy to the importunate wooer, throws herself into the arms of those who treat her with indifference.

"Nothing succeeds like success," is a pernicious apothegm of mercantile life. It is, I am free to confess, though I have often used it in my intercourse with my fellows, a base maxim, for which I have the most cordial contempt. Not all who succeed deserve success by any means ; nor are the means employed to attain it as pure and spotless as could be wished. Too often it is bought by the sacrifice of all that is admirable in humanity, and when won at last its owner has lost in the getting the very qualities of mind and heart that would have enabled him to enjoy it.

There could be no more interesting study in the world than that of men whom the world calls unsuccessful—if success means money—and a more false standard to judge men by never was established on this globe. There are higher standards of success than the mere money-getter is able to fathom or appreciate. It is not so much what we have, as what we are, that must determine and constitute our true measure of success—not money, but mind ; not wealth, but character and personal worth.

There are higher, infinitely higher, standards of success than mere material prosperity. The end is infinite, the aim must be the highest ; not to be a mere money-making barbarian, but a truly noble and enlightened man ; not to chain ourselves down to the thing we work in, but ever and always to keep in mind the truth of a saying nobler far than the ones I have criticised, "The life is more than the meat."

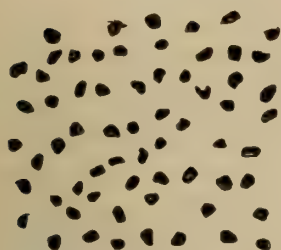
AS OTHERS SEE US.

Our able contemporary, *HARDWARE* (Canada), is one of the most welcome—as it is certainly among the best edited—of our exchanges.—Master Steam Fitter.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.



DEAD SHOT F. G.



DEAD SHOT F. F. G.

GUNPOWDER. "American Dead Shot." TRY IT.



A man looks for the path of duty afar off, yet it passes right by his door.

All the window glass factories in Findlay, Ohio, have joined the Trust, and the American price of glass is likely to go up.

Warden, King & Co. of Montreal, Que., have opened a branch in Toronto, and intend pushing their line of goods throughout Ontario.

The City of Vancouver, British Columbia, the future terminus of the Canadian Pacific steamship line, now has a population of more than 15,000.

Mr. W. H. Irwin, Hamilton, has accepted a position with the E. & C. Gurney Company, in Toronto, and will travel as agent for the Gurney furnace.

The Halifax Shovel Company (Ltd.) are running overtime to fill orders for their new brands of Fenerty's patent shovels for all parts of the Dominion.

Engineering societies of the United States and Canada, have held a meeting in Chicago to arrange for an international congress during the World's Fair.

It is better to supply the people of a country with legitimate labor than to devise means for supporting them in charity at the lowest possible cost for food.

The St. Johns Electric Light Company, of St. Johns, Que., has been incorporated with a capital stock of \$50,000, and will manufacture dynamos, motors and other electric appliances.

Mr. McConnell, of the Canadian Geological Survey, has just returned from investigating the Athabaska petroleum fields. He says there is a greater quantity of petroleum

in these than in any known district in the world. Above the Athabaska river there are vast beds of sand 250 feet thick, saturated with oil for hundreds of miles.

The Edward Best Car Axle Box and Lubricator Company, of Ottawa, has been incorporated with a capital stock of \$25,000, and will manufacture car axle boxes and lubricators.

A new glass factory started work in New Glasgow, N.S., at the beginning of the week, and by the large amount of orders on hand the company are confident of procuring a large trade.

The most valuable metal in the world is said to be gallium, which is said to be worth \$3,250 an ounce. Calcium brings \$1,800 a pound, and corium \$1,920 per pound. Gold is worth \$240 a pound.

The Customs Department has been notified of the seizure at Montreal of 1,021 tons of manufactured asphaltum. It was entered as crude asphaltum, which is free. The manufactured material pays 20 per cent. duty.

Mr. McKay, M. P., and Mr. Brown, M. P., has seen the Minister of Customs, at the request of the manufacturers of bent felloes, who request that the order-in-council placing bent felloes on the free list be repealed, as they claim it is interfering with their industry.

A large number of the merchants of New York, believing that the McKinley Tariff Act is unconstitutional, are taking steps to test it in the law courts. So confident are many that it can be upset that they are sending large orders to Europe for goods.

Messrs. Henry Horton & Son, St. John, N. B., do a large trade in the Maritime Provinces in saddlery hardware, and manufacture a special line of horse blankets that meets the demands of the trade generally. They are also agents for Featherbone's celebrated whips, and sole agents for Banner

harness oils, put up in half-pints, pints, quarts, half-gallons and gallon cans.

The Italians are going to make tinplates. The Bonara Italian Steel and Tinplate Manufacturing Company has been registered, with a capital of £160,000. Tinplate making is also promised on an extensive scale in eighteen months' time at Pittsburg, U.S.A.

Mr. A. M. Rowan, St. John, N. B., has many little devices in his hardware store for hanging goods on, that makes them attractive and bring a large number of articles to the view of persons entering his store. Such arrangements seldom fail to attract, and in many cases result in unexpected sales.

Windsor customs officials have received an order from Ottawa directing them to collect duty on all sporting implements of American sportsmen going to Canada for a day's shooting. Hitherto the custom has been to require deposit of a small sum which was refunded when the sportsmen recrossed the river.

It is significant that when the President of the United States and the members of the Iron and Steel Institute were professing enthusiastic regard for one another, the former was just about appending his signature to the McKinley Tariff Bill, which is framed to abolish the importation of British iron and steel.

While Alex. Kennedy, of Kennedy & Sons' of Owen Sound, was lubricating the machinery in connection with the new waterworks pumps at Niagara Falls the other day, he got his right arm caught between the connection rod and wheel. The arm was badly mutilated and it was subsequently amputated at the elbow.

It is proposed to put 500 to 1,000 steel tubular frame eight-wheeled waggons, fitted with automatic brakes, on the Government railways in Natal, and that they shall be paid for by one-half the annual savings made by using them in moving freight, as

compared with the cost of moving an equal quantity on ordinary waggons.

The L. P. Trottier Axe and Edge tool Manufacturing Company, of Three Rivers Que, has been incorporated with a capital stock of \$40,000 to manufacture axes, hammers and other tools.

Mr. W. D. Cameron, the genial book-keeper for McColl Bros. & Co., oil merchants, of this city, was presented with an address and purse of money by the employees on his departure for the Sunny South.

More than a year ago the Thamesville Council paid for a ticket from England for a Mr. Taylor, who was to conduct a glass factory there. Mr. Taylor took sick and never applied for the ticket. Another party now offers to accept the pass and come out in Mr. Taylor's place. The pass will be transferred if possible.

The Brooks Manufacturing Company, of Peterborough, Ont., has decided to make an addition to its carbon works, and embark in the manufacture of a line of goods that are not made in Canada, viz., scissors and shears of all descriptions. This will be an extensive addition to its present works, and a building will be erected on the west side of the present one. This addition will be used as a forging and grinding shop. The manufacture will be entered into on a comparatively extensive scale, as some thirty-five hands will be employed, giving an output of about thirty dozen scissors and shears a day.

Prof. Wm. D. Marks, engineer of the Edison Electric Light Company, of Philadelphia, an electrical expert, says he is willing to stake his reputation as an electrical engineer on his ability to construct an electric motor that could take a train of cars from Philadelphia to New York in thirty-six minutes. One hundred and fifty miles an hour is the speed Prof. Mark's motor would have to make.—Electrical Engineer.

Says our artistic contemporary, The Decorator and Furnisher; "Now is the season for novelties in grates. One grate of decidedly original style, which projects into the room, has a bold semi-circular rolling top, decorated with colored tiles ranged between parallel lines of brass, each row of different lines; the supports, which slope down to brass standards, have floral relief tiles sunk in panels."

Many persons, says the N. Y. Hardware, are confused with the two brands of Le Page's glue now on the market. The original Le Page sold to the Russia Cement Co. a formula for making this glue, which has a great reputation. He then started up again and a difficulty arose which culminated in a lawsuit. The rival firms have large plants in Massachusetts, and the glue they make is acknowledged to be worth the fight they are having.

Collectors of customs have been notified

that the correct reading of item 474.136 B in the new tariff should be as follows: "Slates—Roofing slate, black or blue, 80 cents per square; red, green and other colors, one dollar per square in each case when split or dressed only." This is as the item was passed by Parliament, but in preparing copy for the printers the words commencing "red, green, etc.," were through an oversight omitted. The item, it may be stated, is the same as on the old tariff.

Since the completion of the great railroad tunnel under the St. Clair River, the Grand Trunk has decided to build a second one, on which work will soon begin. A third tunnel under the same river is now proposed, for the use of street cars, wagons and foot passengers, and it is claimed the capital for this enterprise has already been secured. An exchange remarked: "It now looks as if bridges must ultimately yield to tunnels, and that overhead trolleys for electric cars will be superseded by storage batteries. The spirit of the age favors compactness, neatness and despatch.

At the Kingston locomotive works five locomotives for the C. P. R. are in progress. They are heavy machines with ten wheels. They will weigh when ready for the road, in the neighborhood of 50 tons each. They are also building ten heavy standard mogul engines for the G. T. R. Four locomotives with side tanks, which will weigh 90 tons, have just been commenced for the Chignecto marine transport railway, at Amhurst, N. S., and five standard eight-wheel locomotives, 43 tons weight, will be built to be kept in stock. These with other small contracts are expected to keep the works busy till the middle of 1891.

A Neepawa, Manitoba, hardware firm has brought action against the Manitoba and North-western Railway Company for giving preferential rates in favor of the C. P. R. and against the Northern Pacific. The case was heard before the court in Winnipeg when the action was dismissed. It was claimed by the defendants that they had a contract with the C. P. R. whereby the benefit of through rates was given the public, but they had no contract with the Northern Pacific, and defendants have, therefore, charged for shipments via the Northern Pacific for their line according to their ordinary local traffic.

A local committee has been formed to receive the members of the British Iron and Steel Institute on their visit to Ottawa this week. The programme has been so far fixed as follows: Thursday, 30th, afternoon—Leave Sudbury for Ottawa; arrive early on Friday. Friday, 31st—Reception, lunch, public buildings. Saturday, 1st November—In Ottawa; geological and fishery museums, lumber mills, etc., city water works, fire department; leave for Montreal. Sunday, November 2—Montreal. Monday, 3rd—Drives, visits to the public works, etc.

Wednesday, 5th—Arrival in Quebec 2 p. m. Thursday, 6th, morning—From Quebec to visit Quebec mines.

Senator McKindsey, of Milton, and Mr. D. A. Ghent, of Burlington, had an interview with Hon. Mr. Bowell to urge the necessity of placing on the free list sheet rubber used in the manufacture of wringer rollers. Mr. Ghent represented that he could not procure in Canada the article he required of as light a color as was desirable and that that which was made in Canada was too high-priced. The Minister pointed out that this kind of rubber was made in Canada, and no doubt could be turned out as good as that which was imported. He promised to make enquiry into the matter and see what could be done.

The Governor General opened last Saturday the new Cape Breton railway, just completed by the Government. The road commences at Port Hawkesbury, and traverses the eastern section of Cape Breton to North Sydney. In 1883 Sir Charles Tupper, in fulfilment of election pledges, endeavored to establish what he termed the Great American and European Short line. This was a railway that was to connect the Intercolonial with Louisburg, the old French citadel, and was to make the splendid harbor there the resort of the Atlantic liners. Nova Scotia had great faith in the scheme. But unfortunately subsidies liberally offered failed to induce capitalists to invest their money in it. Cape Breton had had no direct advantage from the railway expenditures. It was therefore necessary, if moneyed men would not go into the scheme, for the Government itself to undertake it. The work was undertaken, and we have as a result a Government line to Sydney. The railway has cost between three and four millions. We have not for our outlay a great American and European Short line, but a local railway which was very much needed.

A NEW IDEA IN SCYTHE SNATHS.

William H. Dodge, of New Lenox, Mass., has been granted a patent on a very simple-looking improvement in scythes which may prove very popular with the farmers. In the case of the ordinary scythe the tholes or handles are stationary, and as the scythe is swung round there is considerable friction between the thole and the hand of the mower. Mr. Dodge, who handles the scythe himself, conceived the idea of making a thole similar to the handle of a clothes wringer, its wooden part loose upon the axis or pin which holds it to the snath. This does away with all friction, which means fewer blistered hands for those who swing the scythe or cradle. Mr. Dodge is looking for a manufacturer with a view to putting his new invention upon the market. It is stated that no improvement in scythes have been patented since 1857 until now.—New York Hardware.

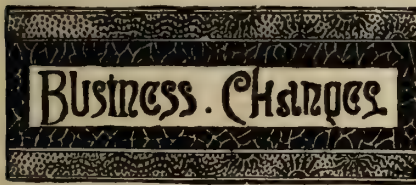
J. W. PATERSON & BRO.,

TORONTO AND MONTREAL.

MANUFACTURERS AND IMPORTERS.

Roofing Material, Building Paper, Plaster, Cement, etc.

We are now Manufacturing and Importing all kinds of Foundry Facings and Supplies, including Plumbago, Stove Polish, etc. We offer close prices to buyers of these goods. Please write for price list.



ONTARIO.

Chatham—Morton, R. & Co., hardware, dissolved, succeeded by Morton & Adam.

Goodwood—Storry, Thos., general store, assigned to E. R. C. Clarkson, Toronto.

Sebringville—Scarth, H. A., general store, closing up and removing to Griswold, Manitoba.

Thamesford—Brock, C., general store, succeeded by N. C. McCarthy.

Toronto—Ewart & Johnston, carriage makers and blacksmiths, dissolved.

QUEBEC.

Montreal—Abbott & Co., Metropolitan rolling Mills, machine shop and nail factory destroyed by fire, insured; Desnoyers & Co., sash and door mfrs., dissolved; Dougall & Co., com. lamps and oil, dissolved, Fred. Lawton now registered proprietor; Levy, I., W., furs, stock partially destroyed by fire, insured; Martin & Rabeau, grocers, Francis Martin admitted, style unchanged; Rolland & Frere, W., cabinet hardware, dissolved, G. H. L. Rolland now registered proprietor. Style unchanged.

NEW BRUNSWICK.

College Bridge—Sonier, P. D. & E., general store, dissolved.

St. John—Masters, Chas., crockery, stock, etc., advertised for sale.

SPECIFIC RESULTS.

The first general rule to be laid down for the retailer is: Aim for specific results. The old style of newspaper advertising, such as

.....
JOHN JONES,
FINE STATIONERY,
.....
214 Blank Street, Blankville.
.....

was never effective and has long since been

discarded by intelligent, wideawake men. Try to tell the public in as interesting a way as possible about one or two of your recent novelties, rather than attempt to enumerate your entire stock. John Jones cannot best attract customers by advertising that he keeps "a full stock of stationery, pens, ink, mucilage, pads, albums, files, pencils, ink-stands, fountain pens, sealing wax," etc. Any well regulated stationery store is supposed to contain these articles. But let Mr. Jones try advertising some special thing each week—something new if possible—and note how much difference there will be in his returns. For example, if he receives a novelty in note paper, let him write a bright snappy advertisement of it; tell all about it, what there is new in it, what its merits are, and so on. Don't be afraid of going into details. Another point: Have a new advertisement each week. Don't let the old one go in twice if you can help it. No matter if you do have to pay a little more for changing copy regularly; it is better to have a new advertisement in every other week than the same card in every issue. Besides, labor is generally cheap on country papers, and it will not cost much, if any, more to have a fresh, attractive announcement. The commonest excuse for the retailer to make is that he hasn't time to keep constantly getting up new advertisements. Then make time. How it would sound for you to say after a case of goods had been delivered that you didn't have time to unpack them, and so let them remain nailed up until they were out of date or were spoiled! Yet the two instances are clearly parallel. An investment in printers' ink is just as much money out of your pocket as the salaries of your clerks, and it will go to waste unless you look after it sharply, just as much as your clerk hire would if your clerks were allowed to take five out of six months as vacation.

"Oh, it is all very well," says some reader, "to say make time and advise us to devise attractive advertisements. I have no literary skill; writing is irksome to me anyway, and if I must go to all that trouble I prefer not to advertise at all."

That being the case, it will be best to turn

the whole matter over to one of your brightest and most trusty clerks, who, if he has any taste for it, will soon become something of an adept, and your advertisements will begin to overtop those of your more slow going competitors, with direct results upon your cash account. It is best, if possible, for the proprietor himself to have the advertising in charge, for he understands his business and customers more thoroughly than anyone else can.

It is a good plan to make your show window display work in with your newspaper

ESTABLISHED 1803.

MANDER BROTHERS,
LONDON, ENGLAND,

MANUFACTURERS OF

Fine Coach Varnishes,

Sole Makers and Patentees of the

FAMOUS COLOR CARMINETTE.

WALTER H. COTTINGHAM, Montreal,
Agent for Canada.

E. R. C. CLARKSON
TRUSTEE AND RECEIVER

In affiliation with **TORONTO,**
JNO. B. CLARKSON
Temple Buildings, - - - **MONTREAL.**

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention

FENSON'S
ELEVATORS

Are the best manufactured for
Factories, Warehouses and Stores,

FENSOM ELEVATOR WORKS,

52 TO 56 DUKE ST.,

TORONTO.

advertising. For instance, if you have just received a consignment of new designs in tablets, make them the chief attraction in your window. Mass them in the centre and then arrange them about the sides so as to show to advantage the various designs. Now write your newspaper announcement and confine it to tablets. Tell how popular and convenient they are, and what are their principal advantages.

Next describe your new styles, mentioning the fact that they are displayed in your window. If you will take some of the papers of large cities and study the advertisements of dry goods and clothing houses which are recognized to be clever at this sort of thing, you will be able to gain many points. Don't copy, but adapt as your own good taste suggests.

In conclusion, advertising when intelligently conducted, is a very valuable aid in drawing customers, and when one considers that it was said by Robert Bonner, "My success is owing to liberality in advertising," he may well agree with the great showman, P. T. Barnum, that "the road to fortune is through printers' ink."—American Stationer.

The London Ironmonger for September 20th prints the following report from the assaying firm of Thomas Boltho & Sons on a quantity of tin ore received from the Harney Peak Consolidated Tin Company, Limited, of Dakota; "We are now enabled to give you the result of the crushing and smelting of the tin stone from Dakota, which was sent us in the 43 cases about a fortnight since. The tin stone received weighed 17 tons 15 cwt. 2 qrs. 12 pounds, and this yielded 18 cwt. 10 pounds of black tin, say 114 pounds, or rather over 5 per cent of black tin, per ton of rock. This black tin assayed 70 per cent for metallic tin. The quantity of metal in the ore obtained, (18 cwt 10 pounds,) calculated on the assay of 70 per cent, would be 12 cwt. 2 qrs. 18 pounds. As the result of our smelting we actually obtained 12 cwt. 1 qr. 14 pounds of refined tin, which we have sent to you by rail, made up into 50 ingots and branded 'Harney Peak Tin.' The quality of the metal is superior refined. We may add that there would naturally be a greater loss both in the dressing and smelting of special small parcels, such as the above, than there would be in the continuous and regular way of working on a large scale."

Soap and water are cheap, but soil on goods is expensive.

SITUATION VACANT.

WANTED—FIRST-CLASS TINNER FOR Manitoba. Address, or call at this office, at once. Must be No. 1 workman. **HARDWARE.** 45

SITUATION WANTED.

AS HARDWARE SALESMAN—Experienced, good stockkeeper, best references. **G. M. Cadenhead, Renfrew.** 47

The London Iron and Steel Trades Journal expresses itself in regard to American tin plate manufacture in this style: "The new American tariff cannot affect the tin plate industry to any extent for some time to come, as the Americans are not in a position to supply themselves with tin plates, and they are hardly likely to place a prohibitive impost upon such a useful commodity. Some of the chiefs of the tin plate industry are now in America, or on their way there, to attend the meetings of the Iron and Steel Institute at New York, which commences on the first

of next month, and no doubt they will take advantage of the tour which is arranged to follow the meetings, to observe what chances there may be for starting tin plate works with English capital and English labor. If tin plates are to be made in the States to successfully compete with the produce of the Welsh works, the possibility of which we doubt, it will only be done with the aid of the leaders of the tin plate industry of this country."

A reputation for truthfulness is indispensable to permanent and satisfying success.

STEEL WIRE CHAIN.

BROWN'S PATENT.



Cut showing full size of No. 0.

Strongest, Cheapest and Best Chain in the Market. Made of hard drawn steel wire. Actual tests show three times the strength of ordinary welded chain.

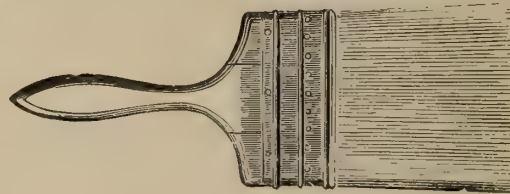
We are now making four sizes, viz., 0000, 000, 00, 0. Send for samples and prices.

B. GREENING WIRE CO. Ltd., Hamilton, Ont.

THE LONDON BRUSH FACTORY,

61 and 65 Dundas Street,
MANUFACTURERS OF

EVERY KIND
OF
BRUSHES
HANDLED BY
HARDWARE
TRADE



FULL STOCK
OF
CARPET
SWEEPERS.

Awarded Gold and Silver Medals, 1887 and 1888, Bronze A.D. 1889.
Send for Illustrated Price List
with Discount Sheet

THOS. BRYAN, London, Ont.

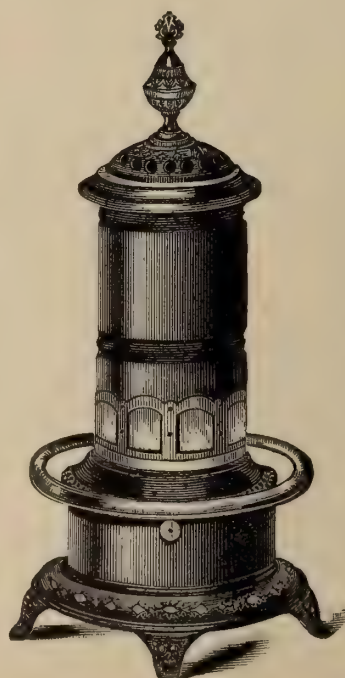
This cut represents our

Grand Oil Heater

of which 20,000 were marketed in the United States last season. This stove will burn Water White Canadian Oil without smoke or odor, and will heat a large room at a cost of one cent per hour. It is artistic and beautiful in design, and the best selling article ever placed upon the market. It must be seen in operation to be appreciated.

Write for illustrated circular, prices and terms.

MORTON & CHRISTIE,
Windsor, Ont.



THE TORONTO LEAD AND COLOR COMPANY, LIMITED,
 HAVE IN STOCK
Linseed Oil, Castor Oil, Glue,
 and General Painters' Supplies.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

THE
NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
 — APPLY TO —

THE MILLS, Campbellford, Ont.

Palace Range

— WITH —

OVAL FIRE POT and BASE BURNER GRATE

— OR —

Duplex Grate and Square Fire Chamber.

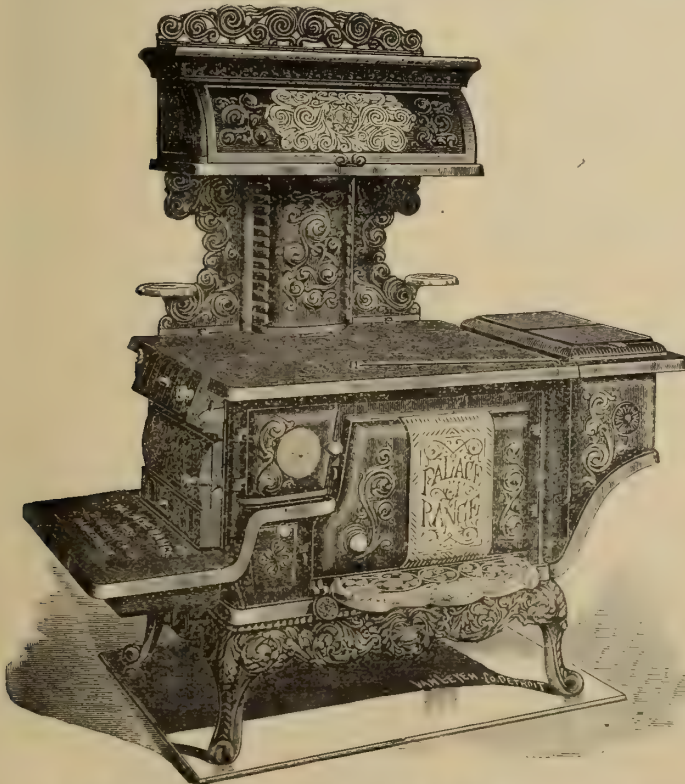
THE ONLY RANGE

With Interchangeable Fire Place and
 Grate using same water Front
 in both.

LARGE VARIETY OF SIZES AND STYLES.

EXTRA LARGE OVEN. PERFECT BAKER.

Sold by Leading Dealers. Send for Circular.



JAMES STEWART & Co., - HAMILTON, ONT.

TORONTO SHOW ROOM: J. BOXALL'S, 183 KING ST., EAST.

MARKETS

TORONTO, Oct. 30, 1890.

Wholesale merchants this week are quite unable to report any improvement in the condition of trade. Orders in all lines of hardware are coming in very slowly, and for small parcels only, nor do retail dealers appear to be in need of very much stuff at the present time. The way in which the fall business has opened up has certainly been a disappointment to many of those in the trade. It was confidently expected that a large and profitable business would have been done, whereas the volume of trade, instead of being above, has been below the average, and dealers have on this account been unable to take the full advantage of the recent advances in many lines of goods. Probably one reason why business has not been as active as it was anticipated it would be lies in the fact that country dealers do not actually want goods at the present time. Last spring orders were given with considerable liberality, but a dull summer following left many merchants with goods still on their hands which they have since been unable to get rid of, and until these are disposed of they feel in no condition to make any large fresh purchases. Then again the strikes, which interfered with building operations, the depression in the lumber trade, which curtailed sales of lumbermen's supplies, the McKinley Bill, which for the moment created a rush of Canadian produce, which rush stopped immediately after the passage of the Bill, have all helped to retard general business, and the hardware trade has suffered in conjunction with other lines of produce.

The backwardness of harvesting operations has also had an unfavorable effect upon trade. With the good crop both in Ontario and the North-west, and the immediate marketing of the crops, it was confidently expected that money throughout the country would become more plentiful, and that country merchants being in possession of funds would be disposed to stock up as largely as the state of their business would permit. Wet weather and consequent bad roads have made it almost impossible for the grain to be marketed, and at this late date very little of the North-west crop has come out of farmers' hands. This has delayed payments and put trade in a very unsatisfactory condition, and it does not now look as if their was going to be any immediate improvement. It is stated by some merchants that bad debts have this year been more numerous than usual, in spite of the leniency shown by the wholesale trade towards the retail. At the present time payments are regarded as very unsatisfactory.

Saws and axes are beginning to be in little better request, but building materials are moving slowly. The late advance in nails is firmly held to, and some scarcity is even apprehended, owing to the destruction of the works in Montreal. Glass is in steady request, also horseshoes, but practically nothing is doing in barbed wire, while lead pipe is moving out a little more freely at the late advance.

SCRAP METALS.

The situation in scrap metals shows very little change. The reduction by the McKinley bill of the duty on scrap copper, and brass has enabled shipments of these metals to be made to the United States. Most of the

scrap has gone from the border towns, but it has also been shipped lately from Toronto, one car going forward on Wednesday. Not a great deal of cast scrap is coming in, but while fair stocks are held by dealers it is used about as fast as received. There is only one dealer with any large supply on hand. Foundries are paying about \$17 per net ton for heavy cast scrap. While some small sales of wrought scrap have been made to the mills at prevailing prices dealers for the most part refuse to part with their scrap at present figures. Those who have scrap here claim that the mills are taking advantage of their position to create a monopoly and keep prices for wrought scrap down. They state that the mills have bought in imported scrap for which they have paid more than ruling prices here in order to keep the price depressed in this market; and that while new iron is selling at a better figure here than in the United States where scrap is dearer, the mills still refuse to pay more than they have lately been offering. Cast scrap is more plentiful in Montreal since the destruction of the nail factories there. Dealers prices are as follows: No. 1 heavy scrap, 60 per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 25c.; new scrap copper, 10c.; heavy scrap copper 10½c.; old copper bottoms, 8½c.; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 9c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2½ to 2¾c.; country mixed rags, \$1 to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

IRON.

The local market is comparatively inactive at the present time, and prices do not show the same degree of firmness. Pig iron is moving in small lots, but there does not appear to be any disposition to place orders for large lots, although present stocks are said not to be large. Bar iron is moving out quietly at former figures, but the mills appear to have plenty of work to do. The increased price of spelter is having a marked effect upon galvanized iron, which is very firmly held, while the demand for it is only of moderate proportions, not so much being wanted for building purposes. Russian iron is being sold at 10½c. per lb., and stocks are said to be a good deal cut into. Advices from the continent report somewhat of a depression in the iron trade, and English mail advices of Oct. 18 say: "The fact that prices did not rise straight away at the commencement of the strike of furnacemen was a disappointment to some who had invested in warrants with this idea; and they were probably the first to put their holdings on the market; but there has been a considerable amount of speculative selling for the fall, since which it has met with a fair measure of success, seeing that prices have given way to the extent of 4s. a ton within the last twelve days. Nevertheless, the broad fact remains that the production of iron in the district has, by the blowing out and damping down of furnaces, been reduced to the extent of about 16,000 tons per week, and that at present there are no signs of any arrangement being come to, under which the ironmasters would put them into operation. Under these circumstances "bearing" the market appears somewhat risky, especially to outsiders, seeing how quickly the professional "bear" is apt to become a "bull" when he has driven prices so far as it seems to him prudent, and he has covered his commitments. About 6,500 tons werelast week taken out of Connal's stores, reducing the quantity held there to 638,000 tons, comparing with 993,000 tons at the

same date last year. Notwithstanding the drop in the value of pig iron the prices of manufactured iron and steel are firmly maintained, and in some instances have an upward tendency, At Middlesbrough the price was nominal, as buyers having for the most part bought largely of late, on the assumption that pigs would be dearer in the event of a strike in Scotland, are well covered for some time to come, and would not be tempted by the slight concession in price. Makers, however, showed little or no disposition to reduce their quotations. The manufactured iron and steel makers continue very busy, and, so far, prices have not given way. There is a good demand for structural purposes, bridge and roofwork and the like; but, on the other hand, the constant falling away in the rates of exchange with the silver using countries has pro tem. practically stopped purchasers for the Eastern markets."

TIN PLATE.

Coke tin plates are getting very scarce, as stocks have been rapidly reduced of late. At the present price in England no orders are going over. No immediate advance in the price is looked for, however, and it is not thought that if an advance does take place it will be a very extensive one. In England purchases of plates have been brisk at improved prices. Buying on New York account is rather quiet, but heavy purchases have been made for San Francisco. The works are all busy engaged on orders and makers are very firm.

TIN.

Prices for ingot tin are at the present time well maintained, but the feeling is easier, and there would possibly be a decline were it not that the light stocks have the effect of causing holders to refuse offers lower than quotations. In London heavy sales of tin have been made lately and prices have ruled irregular. Straits shipments during the last half of the month were full, but later shipments are expected to be lighter, and that together with the smallness of spot supplies, operates to check a serious fall in prices. Spot tin closed in London on Tuesday at £99 5s. and three month's futures at £97.

CANADA PLATES.

These are also getting scarce, having been in pretty active request. Very few orders are being sent to the other side, as prices there are too high to permit selling here at present figures to make a profit. Dealers are looking for higher prices as they say that the supply is short and that later on consumers will have to come to their terms.

COPPER.

Copper is moving out very slowly, but prices are steady, and no immediate change is looked for. The English market has been rather uneasy, but favorable statistics of movement and heavy consumption served to check the downward course of prices. The visible supply decreased about 1800 tons during the first half of the month and receipts then have been moderate. Sales of furnace material are difficult to make, however, as consumers' wants are well supplied by deliveries making on previous purchases. G. M. B copper closed in London on the 28th at £58 17s. 6d. spot and £59 three months with the market firm.

ANTIMONY.

Antimony is in fairly active request, and



No Duty on Church Bells. Please mention this paper

MARKETS—Continued.

in view of low stocks prices are in the main firmly adhered to.

PAINTS AND COLORS.

This week business is again reported very quiet. While the present season is usually a quiet one, dealers this year report that unusual dullness prevails, and they also state that bad debts have been more than usually numerous. Prepared paints are moving out very slowly and while dealers in some cases still ask \$1.10 for strictly pure, competition has been so keen that they have sold at \$1.05 and even as low as \$1, certainly an unprofitable figure. Advices from Wilmington, dated Oct. 22, say regarding turpentine: "Our market for spirits of turpentine has ruled very firm the last few days, and it now looks higher, although we may have some break from present prices. It has gained strength from small receipts and a better demand, both foreign and domestic, and closes quiet, with sales of all offerings at 38½c. in the yard. Here the market is barely steady, but figures are still held at 59 to 60c. There is very little doing in the oil, the demand being less than usual, while there is a good deal in stock. Linseed oil has dropped slightly in the English market. Canadian crushers have taken orders far ahead, and are busily engaged in filling. They have this year lots of seed, and at the present time have all the business on hand they can well attend to. They are now catching up with back orders, having been considerably behind in their deliveries lately, owing in some measure to the difficulty in obtaining cars. At one time not long since the crushers at Baden had fully 12 cars of oil on hand, and not a car to deliver it with. This state of things has been remedied lately and stocks in the city are now ample. The demand, however, has fallen off, and this has caused a decline in the price, we this week quoting raw at 68c., and boiled at 71c. White lead is held firm in England at the late advance, and makers do not care to take orders for forward delivery. This also applies to red lead and litharge.

HIDES, ETC.

HIDES—Are weaker but so far are unchanged in quotation, cured being 7½ to 7¾c. No. 1 green 7c. and No. 2 green 6c.

SKINS—Are 85 to 90c. for good sheep.

TALLOW—Is 5½c. for refined, and 2c. for rough.

WOOL—Is 20c. in fleeces.

MONTREAL

MONTREAL MARKETS.

OCT. 30, 1890.

Trade generally has been quiet during the past week, which remark applies fully to iron market at present. The tone continues firm however, and we hear of no change in this connection, while advices speak of the regular markets in England as firm, and the speculative branch had quite a jump on Monday as compared with Saturday's figures. The actual movement here has been light, but some fair lots of pig have been moving in a small way on the \$23 bases for Summerlee and equal brands, while bar iron and sheet material fully maintains the firm position that it has held for some time back.

NAILS.

This market moves along steadily at the advance noted a fortnight ago, and makers report themselves busy on orders booked at the \$2.50 basis, while for jobbing purposes it is doubtful if such a figure could be had as \$2.60 is spoken of. Horseshoes continue to rule firm at \$3.65 to \$3.75.

CHEMICALS.

There has been some holding back noted on the part of buyers, consequently trade during the week has been rather on the quiet side. The tone remains firm and it is quite unlikely that any better terms will be secured by keeping back orders when supplies are needed. Advices from primary centres continue to speak of a firm position and the range of values on all heavy. Chemicals here are firmly held.

PAINTS AND OILS.

There has been but little doing in colors during the week, while oils show no change. Linseed is shady at quotations 69 to 71c., and cod oil at 40 to 45c., the inside only for round lots.

GLASS.

No change in this article, which rules steady at \$1.50 to \$1.60 for first and second break respectively.

NAVAL STORES.

Naval stores keep quiet in the main, and we have no alteration to note. Turpentine is steady at 60 to 61c.; rosins, \$2 to \$4.25, as to brand; coal tar, \$3.70 to \$3.80; cotton waste, 5½c. for colored, and 7 to 10c. for

white; oakum, 5½ to 7½c.; and cotton oakum, 10 to 12c.

CEMENT AND FIRE BRICK.

Cement has been moving along steadily in a small way with values firm. We quote: London brands, \$2.55 to \$2.70, and Belgian \$2.30 to \$2.45. Firebricks are unchanged at \$21 to \$27 according to brand.

NEW YORK MARKETS.

NEW YORK, Oct., 30 1890.

It transpires that last week's meeting of steel rail manufacturers was decidedly inharmonious. In point of fact, indications are strong that the combination is completely disjointed, and that there is now no restriction upon the amount of rails any manufacturer may sell, nor any limits as to price. That is to say, the market is at present a free and open one in the full meaning of the term. As natural, in the event of a rupture of this character, there is virtually a scramble for any business that may be in sight, and the matter of price would seem to be a secondary consideration to secure orders. Just how low prices have been driven cannot be ascertained, as all sellers are more than usually uncommunicative. It is learned, however, that orders have been taken for at least 15,000 tons for 1891 delivery at prices which will not net over \$29.00 at the mill, and there were rumors of even lower figures having been accepted, not only on distant future deliveries, but on a lot of 3,000 tons for delivery within 60 days. Whether the existing condition of affairs will continue for any considerable period is uncertain, but some well-informed authorities predict a vigorous warfare for a time and a healing of differences later on. The demoralization in the rail branch has more or less effect upon other departments of the steel trade, and prices are greatly unsettled, with billets, slabs, rods, etc., relatively lower, if anything, than rails. The cause for the existing state of affairs may be traced to the simple fact that the productive capacity of the large steel establishments has reached proportions so far in excess of the outlet for the various products, and the ambition of manufacturers reached the stage where "combination" for mutual welfare is practically out of the question for the time being at least. The market for crude materials used in the manufacture of steel is more or less affected by the circumstances outlined above, and prices are difficult to quote with any degree of accuracy. Standard Besse-

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MERRICK, ANDERSON & Co.,

Agents for Manitoba and N.W.T., Winnipeg

Agents in Western Ontario for Chown and Cunningham Co., Limited
Stove Manufacturers.

TORONTO ADDRESS: 11 FRONT ST. WEST.

NEW YORK MARKETS—Continued.

mer pig iron has been sold at \$17 to \$17 50 in Pittsburg, and at corresponding prices at points further East; German spiegeleisen at \$30 and 80 per cent, ferro-manganese at \$68 50 to \$69 delivered at seaboard.

TIN.

The situation in the pig tin market is practically the same as it was a week ago. Speculative interest has not revived, at all events the demand from consumers is of very conservative character and fluctuations of prices have been within narrow bounds. Straits was offered at 21½c. cash in ten-ton lots and sold at 21⅝ to 21¾c. in jobbing quantities. October and November deliveries were quoted at 21½c. bid and 21.55c. asked. On the Metal Exchange 30 tons were sold at 21½c. for October delivery. Latest London cables quoted £99 12s. 6d. spot.

COPPER.

Ingot copper has been selling from second hands at rather lower prices and, while the mining companies are apparently firm, some signs of a rather uneasy market are visible. Lake Superior product is known to have been sold to the extent of 100,000 pounds at 16¾c. and even a fraction less, against 17c. generally quoted by producers. Then Arizona, for which 15¼c. is the nominal price, can be secured at 15c. without a great deal of effort, whilst a lot of 25,000 lbs. is known to have been let go at 14¾c. Over 14c. is exceptional on actual business in common casting brands. Tight money is undoubtedly rather troublesome to some holders of copper. In the London market there has been little change. Latest cables quoted merchant bars at £58 17s. 6d. spot and £59 future.

LEAD.

In the pig lead market there has been little doing and the situation is practically the same now as it was a week ago, except that some spot lots of domestic lead may be picked up at 5¾c. Moderate quantities have been offered at 5.30 to 5.35c. for December delivery, but buyers hold aloof pending the result of expected heavy arrivals of foreign lead. The latter is now quoted at 5¼ to 5.30c. for early shipment, there having been an advance the past few days of five shillings per ton in the London market.

SPELTER.

Spelter is still a scarce article here and offered sparingly for delivery during the next sixty days. Prices therefore continue high, although the demand is running light. Early shipments are held at \$6.15 and for next month \$6.10 is named as inside price.

TIN PLATES.

Oil packers have purchased about 10,000 boxes 14x19¼ cokes, paying \$5.60 for November and \$5.70 for December and January deliveries. Otherwise there has been little movement of futures, and the spot business is only fair. Prices are still rather irregular.

DECEPTIVE ADVERTISING.

A Western trade paper remarks: "It is not to be wondered at that the general public, the vast army of buyers, look with suspicion upon 'bargain sales,' sales 'below cost,' 'closing out sales,' and indeed upon all announcements that goods are to be sold much below a fair profit. All such notices bear upon their face an appearance of improbability. These assertions, bordering closely upon the boundaries between truth and falsehood, are not what attract people." Several other papers have spoken approv-

ingly of these utterances, and as there can be no question as to the deception practiced by many dealers who advertise in the above mentioned manner, these journals are certainly right from a moral point of view, but looking at the question from a business standpoint it cannot be denied that it pays many retailers to humbug the public to the extent of advertising "below cost" and "closing out" sales. This style of advertising is quite common in the dry goods trade, and although there is nothing novel about it the public are almost always attracted whenever it is tried. The way it is worked is generally this: One article is marked down to cost or below it, thus enabling the dealer to salve his conscience somewhat, and the public having been drawn to the store invariably purchase all that they can get of that particular thing, and a great many of the people thus attracted will also buy other goods, the prices of which have not been reduced. It is generally provided that not more than a certain quantity of the goods reduced in price shall be sold to individual customers. One would imagine that the public would soon grow tired of being deceived in this way, and perhaps if the mass of the patrons of "closing out" and "bargain" sales were men, some other way of pushing goods would have to be introduced by live and not too scrupulous dealers, but where retailers have principally women to deal with, as in the case of the dry goods trade, a certain amount of humbug and deception can often be risked without detriment to the business, but quite the contrary. Deception in advertising cannot of course be defended upon ethical grounds, and we have no desire to do so, nor, for that matter, on any other. All

we wish to point out is that it often pays business men to practice it continually, and while it is remunerative it is useless to denounce it. There is another thing to be said on this question, namely, that it is a little too much to expect that small retailers, struggling against the keen competition of large cash dealers, should stick rigorously to the truth in their business announcements, while it is a well known fact that many large fortunes have been built up upon lying advertising and that the process is still going on in many lines.—Merchants' Review.

CHARTERED BANKS.

The following is a list of the banks in Canada acting under a Dominion Government Charter:

ONTARIO.

Bank of Toronto.	Imp'l Bank of Canada.
Can. Bank of Commerce.	Traders' do
Dominion Bank.	Bank of Hamilton.
Ontario Bank.	Bank of Ottawa.
Standard Bank.	Western Bank of Can.

QUEBEC.

Bank of Montreal.	Merchants Bank of Can
Bank of B. N. America.	Banque Nationale.
Banque du Peuple.	Quebec Bank.
Banque Jacques Cartier.	Union Bank of Canada.
Banque Ville Marie.	Banque de St. Jean.
Banque d'Hochelaga.	Banq de St. Hyacinthe.
Molson's Bank.	East. Townships Bank

NOVA SCOTIA.

Bank of Nova Scotia.	Halifax Banking Co.
Mer. Bank of Halifax.	Bank of Yarmouth.
People's Bank do	Exch. B'k of Yarmouth
Union Bank do	Com'l B'k of Windsor

NEW BRUNSWICK.

Bank of N. Brunswick.	People's Bank.
St. Stephen's Bank.	

MANITOBA.

Commercial Bank of Manitoba.

BRITISH COLUMBIA.

Bank of British Columbia.

Filling a Want.

The rapid increase in all branches of Industry and Art in Canada has found its fit expression in

THE SABISTON LITHO. AND COLOR PRINTING ESTABLISHMENT

The management in organizing their business laid down as a principle that there was room for a really

First-class Establishment

that would produce work equal to the best imported, and have secured a corp of Artists in the various branches of their business that ensures that result.

They confidently solicit from Manufacturers, Merchants, Bankers, and others requiring first-class work an opportunity of showing samples and quoting prices.

SPECIALTIES:

Show Cards, Hangers, Buildings, Birds Eye Views, Posters, Railroad, Steamship and Steamboat Work, Calendars, Canning Labels. Special Designs in Circulars, Cigar Labels, Note and Letter Headings, Checks, Drafts and other Bank Work, &c., &c.

ADDRESS ALL ORDERS TO

The Sabiston Litho. and Pub. Co.,
(Gazette Building) MONTREAL.

RICHARD WHITE,
President.

A. SABISTON,
Managing Director.

CARE OF PATTERNS.

A writer in The Tradesman on the subject of pattern making, gives the following timely caution: "Patterns as a rule are necessarily expensive and should be carefully constructed in order that they may retain their shape and proportions for future use. The foundry under the most favorable conditions is a trying place for all patterns made of wood, for the reason that they are not only exposed to the action of warm damp sand into which they are embodied and frequently it is necessary for them to remain there for many hours during the operation of moulding, but they are also damaged by careless handling for moulders, as a rule, are not the most careful set of men in the world in handling patterns, either before or after they are molded, and it is not uncommon to find large and expensive patterns left for several days upon a sand heap or in some damp corner of the foundry, before they are removed to the pattern room, which is frequently in the second story or attic of some building where they are exposed to the other extreme of heat and dryness, the effects of which is sure to manifest itself in a few days unless the pattern is constructed in the best possible manner."

At a public meeting, held in Kingston, many citizens expressed the desire that manufacturers desiring to locate in that city should be liberally treated, and that their buildings and plant should be exempt from taxation.

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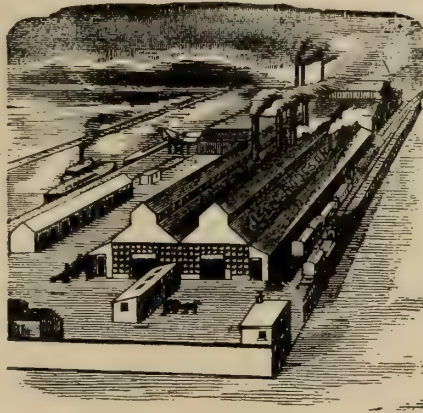
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Also keep always in stock full lines of

Sanitary Earthenware, Water Closets, Wash Basins, Etc.**MORRISON BRASS WORKS, ADELAIDE ST. WEST, TORONTO.**

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DRUM TAPS.

Leaves from the Diary of a Commercial Traveller.

BY WM. H. MAHER.

CHAPTER IX.

If I was ignorant about hardware I was much more so about white lead. All that I did know about it was from having heard Mr. Heman trying to sell it once or twice, but I had remembered every word he said, and was prepared to draw upon my imagination for any emergency. The firm had given me a little bottle of lead for a sample, and my impression was that I ought to sell to the largest houses, because of the favorable contract we had with the manufacturers. At that time pure white lead was selling for 13 cents, and cost 12; our lead cost 10, and was sold for 12½ to the small trade, with which we mostly dealt. I saw that the house before me was not a small concern; we rarely sold more than a case (200 pounds) at a time, while this firm evidently bought in ton lots. But my success had been so great up to this time I was prepared to lay siege to the largest house in the country; I had said so often that our buyer was the closest and the shrewdest man in the country that I was beginning to believe it myself.

After a quick study of the brand of lead on the sidewalk I walked into the drug store, and presented my card to the pleasant old gentleman who came towards me.

"We don't do anything in the hardware line," said he.

"I want to talk with you about our brand of white lead," said I.

"We have just laid in a full stock."

"I am sorry for that, but if you are not too busy I would be glad to show you a sample of my white lead, and tell you my story about it; it won't cost you a cent, and I shall feel better."

"All right," said he laughing, "pitch in."

"This lead," said I, "is made exclusively for us; it is finer and whiter than any other brand of lead in the market; it is made by a peculiar process, so that it is more durable than other leads; we know of houses painted with it six years ago that are whiter to-day than when it was first put on; that is one of the points claimed in its favor, it will grow whiter with age, whereas other pure leads assume a yellow appearance; 100 pounds of it will cover more surface, so that at the same price of other leads it is the cheapest; but our price is always lower than for the other brands, and consequently it is the most profitable lead to handle."

"What do you call your lead?"

I told him.

"Where is it made?"

"In New York."

"What can you sell it for?"

I had to stop and think. What should I ask him? I knew he must get pure lead at the bottom price, 12 cents; at the same price there would be no inducement to change to

ours; I must make it an object for him to take hold of my lead.

"Our price is 12½ cents in small lots, 12 cents in large lots. I am anxious to have you try it, and will make you a very low figure. I will sell you at 11 cents."

"Do you call your lead pure?"

"I do, sir."

"Why, it can't be at that figure! I have been around among the lead manufacturers, and 12 cents is the very lowest they can afford to sell at; I know it to be so. Now, here is your lead with a wholesaler's profit on top of the manufacturers', and yet you offer it at 11 cents! There's something wrong somewhere, my young friend."

I had overshot the mark; I quoted too low a price. I was not going to give up, however.

"Just test the lead, sir," said I, taking out a little on my knife blade. "If you have a piece of glass, please test this."

He found a piece of glass and I spread the lead on it; then he pressed his spatula over it to see if it was at all rough or gritty, and acknowledged it was fine and white. "But it isn't pure lead," said he.

"If it isn't, you need not pay for it," said I. "We have been selling it for years, and know just what the lead is, and we will warrant it to be just as I say it is. I wish you would try a few cases of it."

He shook his head.

"I think you are honest in saying the lead is pure," said he, "because you believe it is, but I am satisfied it isn't, and I am determined to keep nothing but a pure article. I have built up a good lead trade here, and I am not going to take any risks now."

"Let me send you just one case?" I pleaded.

"Not this time."

"How is your stock of putty?"

"We have plenty just now."

"Can you buy better than 2½?"

"I paid 2 cents for the last barrel."

That was just what ours cost.

I was getting discouraged. "Do you keep any cutlery?"

"No," said he, "I leave that to the hardware dealers."

"Then, I'm afraid I can't do anything for you to to-day."

"I am afraid not," he said, and we parted. I was not near so large a youth when I came out as I was when I went in. Here was a man in this little town who bought goods as cheap as we did! I lost faith in the buying abilities of our buyer, and began to think our concern was not much of a one after all.

(When my trip was over, and I was detailing it to one of the firm, I mentioned this effort in white lead. "It was lucky he didn't take up your offer," said he. "Why?" "Because we can't warrant it to be pure; I don't know that there is any lead at all in it." "Phew!" was all I could answer.)

I considered my work in Bremont was about done; so I packed my samples, and was ready for the noon train over the strap road to Custer's. I looked forward to the town with hopeful anticipations, as there were three or four firms there who had dealt more or less with the house. Custer's was only eighteen miles from Bremont, but we were over three hours in making the distance. I sent my samples to the hotel, and walked leisurely up the street looking at the signs and picking out familiar names. One name especially I was looking for. The owner was

a particularly good friend of the firm, and I was sure I would get a good order from him. At last I saw it and in a moment was in his store.

A boy of 10 or 12 came to wait on me.

"Is Mr. Kingston around?" I asked.

"No, sir; he is out of town."

"When do you expect him back?"

"Not till the day after to-morrow."

My spirits went down below zero at once. I had counted on getting an order from him the day I determined to go out on this road, and such a thing as this being away from home, or refusing me an order had never suggested itself to me.

"I am very sorry he isn't here," said I. "Are you his son?"

"Yes, sir."

"Here is one of my cards; please show it to him and say I was very sorry I missed seeing him."

"He will be sorry, too," said the boy; "I heard him speak about some one coming from that house."

I inquired where the other dealers were, and found the lad so bright and quick that when I went out I promised to come in again and see him.

My next call was on a grocery firm. All hands were busy, so I had a chance to look around, and seeing a few knives, forks and spoons in a corner, I concluded there might be a chance for some business here. When the buyer was at leisure he came toward me, and I gave him my card.

He was a big, broad-shouldered fellow, with a merry face.

"Hardware, eh?" reading the card, "we don't do much in that line."

"No, I suppose not, but you keep a little cutlery, don't you?"

"Yes, we have to keep a few such notions, but I always buy them where I buy my crockery."

"You are big enough to know better," said I, "the hardware stores sell fifty gross of table cutlery to the crockery dealer's one. When you see my samples you will be sorry you didn't buy of us."

"Then you think you can sell cheap?"

"I know I can."

"Do you ever drink cider?"

"Whenever I can get it."

"Well, come down cellar and have some. I'm dry, and then I'll talk cutlery with you."

He had some bottled cider in the cellar and I helped him finish a pint, and then I laid myself out on cutlery. I told how many gross I had sold since I had left home; how I sold to such large houses as Simpson & Co., Bremont, and that I was prepared to outsell any live man that traveled.

"Bring your samples in," said he. "No, come over to the hotel; we can be undisturbed there."

We went over; I spread out my roll of knives and forks, and before I got through with him I sold him about \$40 worth of goods, making a good profit on everything.

After supper I called on the hardware and stove men. Lewart & Brother were in, and I found them not at all in a talkative mood; they said little, but that little meant business. They needed nothing at all, they informed me and if they did they were satisfied that they could buy better East than they could in our city.

I did not attempt to deny this point blank, but took the liberty of doubting it. I liked

NORTHEY & CO., - TORONTO, ONT.

MANUFACTURERS OF
SINGLE AND DUPLEX

Steam and Water-Power Pumps

FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP CONDENSERS

FOR ATTACHING TO

High Pressure Steam Engines,
MARINE AND STATIONERY.

GREAT ECONOMY

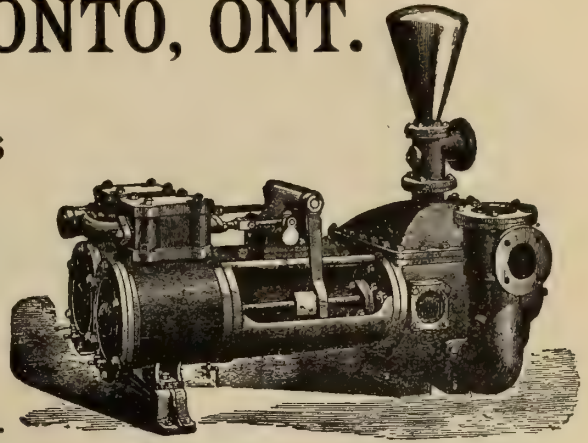
—IN—

FUEL AND POWER

GUARANTEED.

Prices and particulars on application.

OFFICE AND WORKS: Corner Front and Parliament Sts.



the men, and did not propose to give them up until after a regular siege. I sat down and endeavored to start a conversation, but it was up-hill work for a long time; at last I touched something that interested them, and pretty soon we were chatting as lively as old friends. I got up to go about 8 o'clock, but the older brother seemed so cordial in inviting me not to go just yet that I sat down again, and we talked until 9 o'clock. I had drawn out a history of their struggles in the first few years they had been in the business, and I told them my story in a way to get them interested in me. When I was going they said, "Well, come around in the morning."

"I will, and I hope you will try my figures and see if you can't do as well with me as with anyone."

"All right; come in. Perhaps we may need something."

In the morning I called on a stove man.

"Don't want anything from your house," said he, after reading the card.

"What is wrong?" I asked.

"They are a set of d—d shaves," he said.

"There must be a mistake somewhere; I know their way of doing business, and I am confident if there is anything wrong it is a mistake."

"Well, mistake or not, I don't intend to buy anything more of them."

"But what is wrong, Mr. Talcott?"

"Why, Heman's partner was here last fall, and I gave him an order for cutlery and other notions, and was to have four months' time on the bill; instead of that they dunned me in thirty days. I sent the money; but he can't pay another such trick on me."

TO BE CONTINUED IN NEXT EDITION.

Messrs. E. Leonard & Sons London purpose increasing their manufacturing facilities and ask for tenders for a boiler shop of brick with iron roof, 90 feet wide on York street, 148 feet long on Colborne street; an engine and boiler house, 24x30 feet and chimney 50 feet high, and a foundry (addition to), 32 feet deep by 50 feet on York street, of brick with iron roof.

A customer secured is a promise of greater salary in time.

CARE OF VARNISH.

In a country shop, where a small quantity of varnish is used at a time, it is best to buy it in small cans—say pints and quarts. After varnish has been frequently exposed to the air, and has stood a month or two, it is apt to become fat or to receive too much oxygen, and lose too much of its turpentine to work as the manufacturer intended, or to the satisfaction of the varnisher; and that is one of the reasons why so many varnishers fail to get uniform results from the same grade of varnish. After the can has been opened and closed a few times, the cork, which is apt to stick fast to the nozzle of the can, begins to crumble or break, leaving pieces adhering to the can, and portions of the broken cork often find their way into the varnish, and, to the disgust of the varnisher, turn up as specks upon the finished work. A rubber stopper is a good thing to use in a varnish can which has to be reopened from time to time as the contents are used, because it will not make specks and will stop the can nearer airtight than cork.—House Painting and Decorating.

SECURITY

LOOK FOR IT,
WAIT FOR IT,
IT WILL PAY YOU.

The "Eclectic Security" Tubular Lantern.

Combining as it does all the latest improvements without any of the discovered defects of Lanterns hitherto on the market. The following are a few of its most important points, viz.:

Burner connected with oil Cup by a screw.
Inch wick. Hinged Cap to Burner.
Seamless bottom to oil cup, which contains an imperial pint.
Convenient and cool method for removing Globe to clean and light.

INSPECTION AND COMPARISON INVITED.

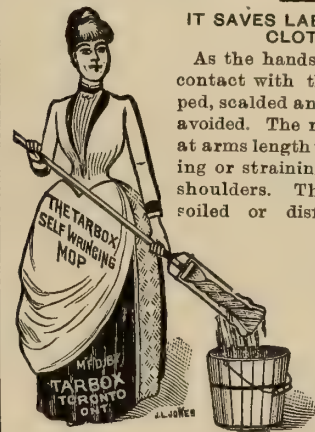
Manufactured solely by
THE ALLIANCE MANUFACTURING CO'Y
OF TORONTO, (Limited.)
Office and Works 14 Bay Street.

LANTERN

ECLECTIC

TUBULAR

Direct Orders and Orders for Enclosure receive our prompt attention.



IT SAVES LABOR, TIME AND CLOTHING.

As the hands do not come in contact with the water, chapped, scalded and sore hands are avoided. The mop being wrung at arms length there is no stooping or straining of the back or shoulders. The hands are not soiled or disfigured by the

wringing of a filthy, greasy cloth. As the clothing is not drenched or disfigured as in ordinary mopping no special preparation is required.

TARBOX BROS.,

"Truth Building," 73 Adelaide Street West, Toronto, and 28 Waterloo St., St. John, N. B.

H. D. SIMMONS,

Manufacturers Agent, 74 York St., Toronto.

REPRESENTING

Peck, Benny & Co., Montreal;
J. & C. Hodgson,
Miller Bros. & Toms, "
Gilmour & Co., "
R. H. Smith Co., Ltd., St. Catharines;
Shepard Hardware Co., Buffalo, N. Y.;
The John C. Jewett Man'g Co., Buffalo, N. Y.;
American Bit-Brace Co., Buffalo, N. Y.;
The Kilbourne & Jacobs Man'g Co., Columbus, O.
Aspinall's Enamel Works, London, Eng., etc., etc.
Orders and all Correspondence promptly attended to.

Portland Cements,
Fire Clay Goods,
Best Foreign Brands.

McRAE & Co.,

98 ESPLANADE ST. EAST. TORONTO.

Electric Supplies for Electric Lighting, Electric Bells, Wire Annunciators. Contractors for Electric Work.

HENRY S. THORNBERRY & CO., 39 King St. W. Toronto.

Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont.

ADULTERATED LINSEED OIL,

We had occasion some time ago to refer to the adulteration of linseed oil and turpentine in Canada. The following extract from the New York Drug and Oil Reporter, will show that the same abuse exists there :

"The very able report of the Committee on Paints, Oils and Glass of the N. W. D. A., should be carefully read by every person interested in that line of business. It has many points which should not be overlooked at the convention of the National P. O. & V. Association in Cincinnati. Mr. Lawrence, in his report, directs particular attention to the adulteration of linseed oil. In some sections of the country, he says, jobbers have been seriously annoyed by the swindle and seem powerless to help themselves. To quote the words of the report, "the practice seems to be confined, for the most part, to dealers in and compounders of the products of petroleum. In some cases their method has been one to deceive a careful buyer of single barrels, viz :—To pump out say 12 to 20 gallons of linseed oil from a barrel bearing a well-known and reputable brand, and replace it with the adulteration—usually some production of petroleum—and then sell the whole under the crusher's brand."

The parties committing such criminal acts should be arrested and exposed. Adulteration is the thief of trade, and the thief that steals public confidence is the worst rascal in the business. The swindlers in this case don't stop at adulteration, however. The really bad feature of the deception is the use of long established and reliable trade-marks to cover up the manipulation. Such practices are deserving of the severest penalty that could be meted out by a court of justice, and seed crushers should make a determined effort to discover the perpetrators, as they are antagonizing the best interests of the trade. They are asked to do so by the committee referred to, and by the National Wholesale Druggists' Association, in the hope that the dangerous competition can be effectually wiped out by the enforcement of severe measures.

The word "adulteration" should not be confounded with the practice of mixing certain oils for painting purposes, and which are sold on their merits without misrepresentation as legitimate substitutes of linseed oil.

This is one of the subjects proposed for discussion at the Cincinnati meeting next month, of the National Paint, Oil and Varnish Association. In answer to an inquiry from Secretary Senour regarding suggestions for the meeting, Mr. F. H. Rogers of Detroit, sends the following :

Are we, as a rule, receiving strictly pure turpentine and linseed oil? What are the best methods of detecting adulterations in turpentine and linseed oil? If we are being furnished adulterated turpentine and linseed oil, what remedy have we for the evil? Should we not ask the National Paint, Oil

and Varnish Association to employ a competent chemist to investigate this subject thoroughly, report on all samples submitted by members of the Association and suggest remedies for the evil?

GOOD PRACTICAL ADVICE.

Mr. G. A. Stevens, Assistant Secretary of the Moline Plough Co., Moline, Ill., says the following :—

"There has been but one mechanic apply for work here in the past six months. Laborers are plenty, but good skilled workmen out of employment are scarce. In our city now, we are greatly in need of good masons and carpenters. Not one of our builders but what would employ from three to twenty of such men now if they could be found. Why, sir, do you know the skilled mechanic is today the most independent man in town? He need not worry about his living, as he is wanted by any good firm. Our boys will go to school and learn book-keeping, and collegiate courses are taken; and then what? They go into stores and clerk at a mere make-shift, living price. It is because they can wear frilled shirts and talk to the ladies. They seem to shun any work that soils their hands or makes them carry tin dinner pails. There are openings in several of our factories for educated mechanics at salaries of \$1,000 to \$5,000 a year. I don't mean a man to shove a file or wield a hammer, but a man who can comprehend our ideas, and work with his head as well as his hands. We want an implement to do such and such work, to stand so much strain and not be over heavy. What size wheel do we need; what size spoke will give us so much resisting power, and so on. A competent man could go to his desk and figure it out accurately, so we need not experiment for one or two years to get it correct. Such a man would save more than \$10,000 yearly to any concern. Not only the makers suffer by not having such mechanics but the dealers; the farmers also suffer loss by it. Let our boys go to school and instead of so much classical lore let them attend Polytechnic and scientific schools and learn to figure out these problems by philosophical and metallurgical rules. The world is full of openings for such men as they would make. It is perhaps safe to say that fully seven-tenths of the manufacturers of agricultural implements have grown into their business from small beginnings. They learned their trade by experience and not on scientific principles, and are all right so long as they keep in the old rut; but once let the demand come for a machine for a different variety of work and they are all at sea and have to 'experiment' to find their bearings. I would advise youths to drop the purely ornamental part of their education, and get right down to hard work and wrestle with the practical; and solve the problems of every day mechanics that they must meet all their lives if they undertake a manufacturers' career."—Stoves and Hardware Reporter.

THE CREDIT SYSTEM.

There is one point seldom taken into consideration when discussing the credit system. A great many retailers never think that the accounts upon their books represent so much money loaned. They would not dream of letting three or four thousand dollars in cash loans remain outstanding or become overdue without any returns for its investment; yet this amount, and frequently more, forms the book debts of a great many retail merchants. The legal interest on what might be made from the investment of such a sum in good securities would yield over \$200 profit annually. But the reverse happens with book debts upon which, through careless collections, heavy losses are yearly experienced. When one considers the cash discounts that might be secured from a careful system of credit and a watchful effort to liquidate bills within thirty days, the importance of this subject is realized. The motto of the retail merchant should be "prompt collections and cash payments to secure discounts."—N. Y. Hardware.

THE MANUFACTURE OF AUGERS.

Everybody is familiar with this commonplace, but indispensable tool, though not perhaps with the story of its invention and the process of its manufacture. It is said that its principle was first discovered by accident. An Englishman, with the elegant name of Ben Pugh, in the year 1680, was idling away some spare time in watching a boy who was boring a hole in the ground with a piece of iron barred hoop. As the pliable metal became heated it twisted its edges and assumed the contour of a corkscrew, and as it was brought to the surface it brought the dirt with it, and combined the boring and emptying business so effectually that Mr. Pugh at once recognized its merit and applied the same principle in boring wood. It has been in use ever since. In the process of manufacture it requires some delicate manipulation and the service of a highly skilled artisan. The iron which forms the spiral part is welded with the steel of which the point is made before forging. It is then put under hammers and forged into shape and is passed into what is technically designated as a "wringing machine," where it is twisted into a spiral form, and then introduced to the care of a series of "crimpers," which give uniformity to the twists. This done, the rough and unfinished tool is passed through "straighteners" and made perfectly straight and ready for putting on the head, which is the most delicate and important operation in the manufacture of the auger. The tool is then put through two rubber wheels to rough polish the twist, when the fitter-up takes it in hand and fits the head and passes it on to the polisher, out of whose hands it passes into the market; and one of the most useful of modern tools preserves the reputation of Benjamin Pugh. —Age of Steel.

WELL I NEVER SAW ITS EQUAL JUST
5 MINUTES FROM START TO FINISH
WITHOUT DIRT OR EITHER DUST
MIXING AND A
BEAUTIFUL POLISH.

SILVER STAR STOVE POLISH
BLACK BRILLIANT BEAUTIFUL.

This polish entirely supercedes all others, being a paste all ready for use, produces a jet black enamel gloss with but half the labor.
Sold every-where.

F. F. DALLEY & Co., Proprietors,
HAMILTON, CANADA.

Toronto Eng. Co.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

Write for Quotations on our Specialties as below :

GORDON CROWN GALVANIZED IRON, guaranteed equal to any in the market.

M. L. S. TIN PLATE, equal to Bradley's.

M. L. S. STOVE PASTE, best in use.

We also have on hand a complete stock of all kinds of Elbows, Stove Boards, Pipe Varnish, Dampers, Black Lead, etc. Headquarters for General Hardware, Tinsmith and Plumbers' Supplies. We also carry a full line of Lamps, Lamp Goods, Gas Globes, etc.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



The above Brand of Lead
Requires no Association Guarantee.
It is the STANDARD of the Dominion for
Purity, Fineness and Whiteness.

WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

W. G. A. Lambe & Co.

Late Williamson & Lambe.

STORAGE.

54 & 56

Wellington St. E.,
TORONTO.

DESKS

OFFICE, LIBRARY,
CHURCH AND SCHOOL
FURNITURE.

JOHN M. BLACKBURN & CO.,
41 COLBORNE ST., TORONTO.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb ingots, per lb	.. 26,	27
Straits 100 lb ingots.....	.. 26,	27
Strip .....	.. 28,	30

Tin Plates—Charcoal Plates, Bright.

Bradley M.L.S.	Per box.	
I.C., usual sizes	.. \$6 25	\$6 50
I.X., " "	.. 7 50	7 75
I.X.X., " "	.. 8 75	9 00
Raven & P.D. Grades—		
I.C., usual sizes	.. 5 00	5 25
I.X., " "	.. 6 00	6 25
I.X.X., " "	.. 7 00	7 25
L.X.X., " "	.. 8 00	8 25
D.C., 12½ x 17	.. 4 75	..
D.X., usual sizes	.. 5 75	..
D.X.X., " "	.. 6 10	6 65

Note.—Other brands might be shaded
by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	.. 4 40	4 50
I.C., special sizes	.. 4 50	4 75
B.V. Grade, I.C., usual		
sizes	.. 4 40	4 50

Note.—Round lots of 14x20 might be
purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	.. 8 25	8 50

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.	
I.X.X., 14x56, 50 sheet bxs	.. 6½c,	7c
" 14x60, " "		
" 14x65, " "		

Iron and Steel.

Common Iron, per 100 lb	.. \$2 35	2 40
Refined " "	.. 2 50	2 65
Horse Shoe " "	.. 2 60	2 85
Band " "	.. 2 87½	3 00
Hoop " "	.. 2 87½	3 00
Swedish " "	.. 4 00	4 25
Nova Scotia Bar iron	.. 2 50	2 75
Sleigh Shoe Steel	.. 3 00	3 25
Machinery, Tire Steel	.. 0 13	0 14
Best Cast Steel, per lb	.. 2 25	2 50
Russian Sheet " "	.. 2 25	2 50
Tank Plates	.. 4 75	5 00
Boiler Rivets	.. 4 75	5 00

Boiler Tubes.

2-inch	..... 13c
3-inch	..... 18½

Boiler Plate.

½ inch	..... \$2 75
5-16 " "	..... 2 60
¾ " "	..... 2 50

Sheet Iron.

1 to 20 gauge	..... 3½, 3½
22 to 24 " "	..... 2½, 3
26 " "	..... 3, 3½
28 " "	..... 3½, 3½

Canada Plates.

Blaina	..... ½ bright	\$ 10	3 15
Boars Head	..... " "	\$ 15	3 25
Maple Leaf	..... " "	\$ 10	3 25
All Bright	.....	None	

Galvanized Iron.

Queen's Head—		
16 to 24 gauge, per lb	..... 5½, 6c	
26 gauge, " "	..... 5½, 6	
28 " "	..... 5½, 6½	
Gordon Crown—		
16 to 24 gauge, per lb	..... 5½, 6½	
26 gauge, " "	..... 5½, 6½	
28 " "	..... 5½, 6½	

Note.—Cheaper grades about ½ cent
per lb less.

Chain.

Proof Coil, $\frac{1}{2}$ inch, per lb.....	41	44
" 7-16 inch " ".....	51	51
" 1-4 " ".....	53	6
Trace, per doz. pairs.....	\$3 60	5 90
German coil, per 100 ft.....	1 65	2 70
Jack chain, iron, single, per doz yards.....	0 13	0 50
Jack chain, double, per doz yards.....	0 15	..
Jack chain, brass, single, per doz yards.....	0 20	1 10

Copper—Ingot.

Lake Superior, per lb	..... 0 00	0 00
Baltimore " "	..... 0 17½	0 18½
English B.S. " "	..... 0 17½	0 18½

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	.. \$0 28	\$0 31
" " round & square		
1 to 2 in	..... 0 26	0 28

Note.—Complete, lengths about fifteen
feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,		
16 oz, 14x48 and 14x60	..... \$0 21	0 22
Untinned, 14 oz, and light,		
16 oz, irregular sizes	..... 0 22	0 23

Note.—Extra for tinning, 2½ cents per
pound, and tinning and half planishing
5 cents per pound.

Planished and tinned, 14x
48 and 14x60
Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	.. 0 22	0 26
" 35 to 45 " "	.. 0 21	0 22
" 50 lb and above per lb	.. 0 20	0 21

Boiler & T. K. Pitts.

Plain Tinned, per lb	..... 0 26
Spun " "	..... 0 30

Wire.

Pure, in coils—		
From 1 to 20 gauge	..... 0 25	0 27
From 20 gauge, up	..... 0 28	0 30

Brass.

Roll & Sheet, 14 to 26 gauge	.. 0 21	0 25
" " 27 to 30 " "	.. 0 23	0 29
" " 30 and up	.. 0 26	0 29
Sheets, hand-rolled 2x4 ft.	..... 0 25	

Zinc Spelter.

Foreign, per lb	..... 0 06½	0 06½
Domestic " "	..... 0 05½	0 05½

Zinc Sheet.

5 cwt casks	..... 0 06½	0 07
Part casks	..... 0 07	0 07½

Lead.

Imported Pig, per lb	..... 0 04	0 04½
Domestic " "	..... 0 04	0 04½
Bar, 1 pound	..... 0 05	0 05½
Sheets, 2½ lbs, per square ft,		
by roll	..... 5 00	5 25
Sheets, 3 to 6 lbs, per sq ft,		
by roll	..... 4 75	5 00

Note.—Cut sheets half cent per lb extra.
Pipe, by the roll, usual weights
per yard, lists at 7c per lb and 25 p.c.
discount.

Note.—Cut lengths, net price; ton lots
25 and 5 p.c. dis.; waste pipe, in 7 ft
lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb 0 20 0 22
Note.—Prices of this graded according
to quantity. The prices of other quali-
ties of solder in the market indicated
by private brands vary according to
composition.

Antimony.

Cookson's, per lb	..... \$0 21	\$0 22
Other makes " "	..... 0 19	0 20
Pure White Lead, ground in oil,		
Associat'n guarantee, per lb	..... 5½	..
No. 1 Do	..... " "	0 5½
No. 2 Do	..... " "	0 4½
No. 3 Do	..... " "	0 4½

Prepared Paints.

(In ½, 1 and 1 gallon tins.)		
Pure, per gallon	..... \$1 05	\$1 10
2nd qualities " "	..... 0 85	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)		
Venetian Red, per lb	..... 0 05	
Chrome Yellow " "	..... 0 09	
Golden Ochre " "	..... 0 06	
French " "	..... 0 05	
Marine Black " "	..... 0 09	
Green " "	..... 0 09	
Chrome " "	..... 0 08	
French Imperial Green	..... 0 14	

Colors, Dry

Yellow Ochre (J.C.) in bbls, per lb	0 01½
" " (J.F.L.S.) " "	0 01½
Venetian Red (R.C.2) " "	0 01½
" " (1343) " "	0 02
Ven. Red, Cookson's " "	0 02
English Oxides " "	0 03½
American " "	0 02½
Paris Green, per lb	0 15½
Burnt Sienna " "	0 08½
Burnt Umber " "	0 06
Drop Black " "	0 09
Chrome Yellows " "	0 12
" Greens " "	0 12
Golden Ochre " "	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	..... 0 70
Brown Japan " "	0 70
No. 1 Carriage " "	1 50
Gold Size Japan " "	1 40
Pure Orange Shellac " "	2 20
Hard Oil Finish " "	1 50

Linseed Oil (in bbls).

Raw, per gal 0 68
Boiled " "	0 71

Turpentine (in bbls).

Selected Packages, per gal 0 59	0 60
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Castor Oil.

Best, per lb 0 10½	0 12
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Glue (in bbls)

Common, broken 0 10	0 11
French medal 0 12	0 13
Cabinet makers 0 17	0 18
White	..... 0 16	0 17

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	" 0 05½
" No. 2	" 0 04½
" No. 3	" 0 04½

Acme Paints.

Neal's Carriage, discount 40 p. c.	
English Oxide, by the barrel	0 02
American Oxide	0 01½
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p. c.	
Granite Floor, in tins, 90c, 47½c	0 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	
" Wagon and Imperial, dis 40 p. c.	
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz.	1 25
Acme Carriage Top Dressing, \$1 75	per doz 4 00 8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 to 45 p. c. Amer.	
Rim Fire Cartridges, Dom. 50 and 10.	
Rim Fire Military, net list. Amer.	
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.	
Central Fire Cartridges, Dom. 30 & 10	
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p. c. Amer.	

Wads.

Eley's, per 1,000	\$0 25 \$1 60
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Anvils.

Per lb.	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz.	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each.	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	6 65 1 59
Pegging, " "	0 65 1 25
Brad, " "	0 85 1 60
" handled	3 60 7 30
Saddlers', " "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, " "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	6 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Brass, 60 to 66½	
" 50 and 10 to 60 p. c.	

Door.

Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50

Cow.

American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 pc.	

Farm.	
American, each	2 00 5 00
House.	
American, per lb.	0 35 0 40

Bel lows.

Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' "	35, 40 per cent.

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 percent.	

Bench Stops.

Per doz	5 00 6 00
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Bits—Auger.

Gilmour's dis 55.	
Excelsior—Jennings, discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jenning's Gen, net list to 5 p. cent dis.	

Car.

Gilmour's, 47½ to 50 per cent.	
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Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb.	0 11 0 15
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Bolts.

Carriage, dis, 60 and 5 per cent. to 60 and 12½ per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis. 45 to 50 p. c.	
Elevator, dis., 35 to 40 p. c.	
Machine, dis., 60 to 60 and 5 p. c.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 35 to 40 per cent.	
Reversible, dis., 65 to 70 per cent.	
Vegetable, per doz	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	500 40 23
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Batts—Brass.

Wrought Brass dis. 60, 60 and 10 per cent.	
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Cast Iron.

Loose Pin, dis. 60 to 60 and 5 per cent.	
Wrought Steel.	
Fast Joint, dis. 60, 60 & 5pc.	
Loose Pins, " 60, 60 & 5pc.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.

Horse, per doz	0 70 0 95
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Carpet Stretchers.

American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.	
Bissell, per doz.	22 50
World	21 75
Daisy,	24 00
Star,	18 00

Crown Jewel, per doz	29 00
Grand Rapids,	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50pc.	
Plate " dis. 50pc.	

Cattle Leaders.

No 31 and 32, per gross	8 50 11 25
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Cement.

Portland, car load lots	2 70
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.

Carpenters' Colored, per gross	0 50 0 85
White, lump, per lb.	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross.	0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz	0 85 4 00

Churns.

Amer., dis. 50 p. c. to 60 p. c.	
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Clamps.

Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clips.

Axle, dis. 65 p. c.	
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Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
No. 2	2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p. c.	
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Cradles, Grain.

Canadian, discount 25 p. c.	
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Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English,	2 00 4 00

Draw Knives.

American, dis. 70.	
Canadian, dis 25 to 35 p. c.	

Drills and Drill Stock—Brest.

Millar Falls, per doz	16 00 51 50
P. S. & W., dis. 40 per cent.	

Twist.

Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.

Dis. 20 to 33½ p. c.	
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Fawcets.

Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star,	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10	
Barton Smith, dis. 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis. Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25pc.	
Horse Rasps, Kearney & Foote's dis Am list, 50 pc.	
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33½ p. c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc, dis. 40 p. c.	
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Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis, 50, 50 & 10 p. c.	

Fruit Presses.

Henis' per doz	4 00
Enterprise, discount 10p. c.	

Fry Pans.

Acme, discount 50, p. c.	
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Gauges—Marking, Mortise, etc.

Stanley's dis. 50, 55 p. c.	
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Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 40
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Glass.

4th quality Star, 1st break	1 50
" 2nd "	1 60
" 3rd "	3 80
" 4th "	4 10
" 5th "	4 40

Window Glass.

Pilkington's ordinary	
1st break	\$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	6 50

Picture Glass.

Pilkington's ordinary	
1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 75

Glue Pots.

Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list.	
Can. discount 25 to 27½ p. c.	

Tack.

Magnetic, per doz	1 10 1 50
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Sledge.

Canadian, per lb.	0 12½ 0 15
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Ball Pean.

English and Can., per lb.	0 25 0 37½
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Handles.

Axe per doz	1 00 3 50
Store door "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 30 p. c.	
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Hoe.

C. & B., discount 30 p. c.	
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Saw.

American, per doz	1 00 1 25
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Plane.

American, per gross	3 15 3 75
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Hammer and Hatchet.

American, per doz	0 50 0 80
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Cross Cut Saw.

Canadian, per pair	0 18 0 25
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Hangers.

Door 4 and 5 inch, per pair	0 40 0 80
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Hatchets.

Can., dis. 37½, 40 p. c.	
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Hinges.

Blind, Parker's, dis. 60, 60 and 5 per cent.	
Light T and strap, dis 60, 62½ percent.	
Heavy, per lb.	0 5 0 05½
Screw and Strap, per lb	

Hooks—Cast Iron		Pencils.		Scale Beams.		Cigar Box Nails, dis. 35 p.c.	
Bird Cage, per doz	0 50 1 10	Dixon's, per gross	1 00 4 25	Canadian, B. S. & M. dis. 40 per cent.		Shoe Finders' Tacks & Nails, dis. 25 p.c.	
Clothes Line, "	0 27 0 63	Carpenter	2 25 3 60	Scrapers.		Tape Lines.	
Harness, "	0 72 0 88	Picks.		Box, per doz	2 10 4 50	English, ass skin per doz.	\$2 75 \$5 50
Hat and Coat, per gross	1 00 3 00	Picture Nails.		Foot, "	40 3 50	English Pat. Leather	5 50 9 75
Chandelier, per doz	0 50 1 13	Porcelain Head, p. gross	1 65 3 00	Screens.		Chesterman's, each	0 90 2 85
Wrought Iron.		Brass Head, "	40 1 00	Window, patent, per doz	6 00 7 50	steel, each	0 80 8 00
Wrought Hooks and Staples, Can.		Planes.		Screw Drivers.		Thermometers.	
dis. 17, 20 p.c.		Wood, bench, Canadian, or American		Sargent's, per doz	65 4 00	Tin case & dairy, dis. 75 p.c.	
Wrought Hooks and Staples, Amer		dis. 50.		Screws.		Ties.	
dis. 75 to 75 and 10 per cent.		Wood, fancy Canadian, or American		Wood, flat head iron, dis. 47 1/2 per cent.		Cow, per doz	1 25 2 50
Wire.		dis. 35, 37 1/2 per cent.		Wood, round head iron, dis. 42 1/2 per cent.		Tinner's Shears and Snips	
Hat and Coat, dis. 35, 40 p.c.		Bailey's (Stan R. & L. Co.) 33 1/2 to 35 per cent.		Wood, flat and round head, brass, dis. 25 p.c.		P.S. & W., 10 p.c. advance on American list.	
Belt, per 1,000	0 60 2 70	Miscellaneous, dis. 10 to 12 1/2 per cent.		Bench, wood, per doz	3 25 4 00	Tinware.	
Screw, bright, Eng., dis. 40, 5, 45 per cent.		Bailey's Victor, dis. 10 to 12 1/2 per cent.		Bench iron per doz	4 25 5 75	Stamped, dis. Assn list, 70, and 12 1/2 per cent.	
Horse Nails.		Plane Irons.		Scythes.		Japanned, dis. Prices on application	
Canadian, dis. 50 to 60 per cent.		English, per doz	2 00 5 00	Discount 40 per cent.		Pieced, dis. "	
Horse Shoes.		Pliers and Nippers.		Scythe Snaths.		Transom Lifters	
Per keg	3 60	Button's Genuine, per doz. prs. dis. 37 1/2, 40 p.c.		Canadian, dis. 33 1/2 to 35 p.c.		Payson's, dis. 25 per cent.	
Ice Picks.		Button's Imitation, per doz.	7 40 10 25	Shears.		Traps.	
Star, per doz	3 00 3 25	German, per doz	60 2 60	B. & W., japanned, dis. 75 per cent		Game, Newhouse, dis. 17 1/2, 30 per cent	
Kettles.		Plumbs and Levels		B. & W. N. P., dis. 65 p.c.		Game, H. & N., or P.S. & W., discount 57 1/2 to 62 1/2 p.c.	
Brass spun per lb	0 28 0 30	S. R. & L. Co., dis. 65 p.c.		Seymour's dis. 60 p.c.		Mouse, per doz	0 85 1 50
Copper	0 40 0 45	Poppers.		Heinrich 60 per cent.		Rat	2 00 4 50
Enamelled Can. 50 p.c.		Corn, square, per doz	1 35 2 00	Sheaves.		Trowels.	
American, 50 and 10, 60 and 5 per cent		Pruning Shears.		Sliding Door, per set	77 1 40	Disston's, discount 10 p.c.	
Keys.		Per doz	4 00 5 50	Shot.		German, per doz	4 75 9 00
Lock, Can, dis. 50 p.c.		Pulleys.		Canadian, dis. 7 1/2 per c.		Brade's "	00 10 50
Cabinet, Trunk, and Pad-		Hothouse, per doz	55 1 00	Shovels and Spades.		S. & D., discount 35 p.c.	
lock, Am. per gross	1 60 4 75	Axle	22 33	Canadian, dis. 37 1/2 to 40 per cent.		Triers.	
Knobs.		Screw	27 1 00	Sieves.		Butter, per doz	6 25 9 00
Door, japanned, and N.P., Can. list		Awning	35 2 50	Wood Rim, black, p. doz	1 15 1 35	Trucks	
dis. 50 p.c.		Pumps.		" tinned, "	1 35 1 60	Warehouse, each	2 25 6 50
Bronze, Berlin, per doz	2 75 3 25	Rumsey, Cistern & Pitcher Spout, 60 and 60 and 10 per cent.		Tin Rim, "	2 30 2 45	Twines.	
Bronze, Gem, "	6 00 9 00	Punches.		" black, "	1 80 2 25	Bag, per lb	0 12 1/2 0 20
Lava, "	8 75 10 00	Saddler's, per doz	1 00 1 85	Snaps.		Wrappg, mottl'd, pr. pack	0 50 0 60
Shutter, porcelain, F. & L screw, per gross	\$1 30 4 00	Conductors	9 00 15 00	Harness, German, p. gro.	2 00 5 50	cotton, per lb	0 18 0 20
Ladles.		Tinner's solid, per set	72	Acme, "	3 00 5 00	Mattress, per lb	0 33 0 45
Melting, per doz	1 70 4 50	hollow, per inch	1 00	Lock, Andrew's	4 50 11 50	Staging "	0 27 0 35
Lemon Squeezers.		Putty.		Soldering Irons.		Broom "	0 30 0 55
Porcelain lined, per doz	2 20 5 60	Bladder, per 100 lbs	2 00 2 25	Per lb	0 30 0 32	Binding, flax, per lb	
Galvanized, "	1 87 3 85	Tins, lbs	2 50 2 75	Wrought Spikes.		" jute	
King, wood, "	2 75 2 90	Rail.		Discount, net list to 10 per cent.		Vises.	
" glass, "	4 00 4 50	Barn Door, per foot	3 3 1/2	Spoke Shaves.		Hand, per doz	4 00 6 00
All glass, "	1 20 1 30	Sliding Door, "	3 1/2 3 1/2	Wood, English	1 80 5 00	Bench, parallel, each	2 00 4 50
Lines.		Rakes.		Iron, American	1 35 2 35	Coach, each	6 00 7 00
Fish, per gross	1 05 2 50	Cast Steel and Malleable, Canadian list dis.		Spoons and Forks.		Peter Wright's, per lb	0 12 0 13 1/2
Chalk, "	1 90 7 40	Boker's, per doz	7 50 11 00	Sheffield Sterling.		Pipe, each	5 50 9 00
Locks—Door.		Wade & Butcher's	3 60 10 00	Tea Spoons, per gross	7 50 12 00	Saw, per doz	6 50 13 00
Canadian, dis. per cent.	50	Razor Strops.		Dessert " "	21 00	Washer Cutters.	
Russell & Erwin, per doz	2 90 7 50	Currier's, per doz	1 25 3 60	Table " "	30 00 30 00	Per doz	4 00 8 50
Cabinet.		Rivets and Burrs.		Dessert Forks	24 00	Well Wheels.	
Eagle, dis. per cent	33 1/2	Copper Rivets, dis. 40.		Medium " "	27 00	Amer. per doz. 8, 10 & 12 in.	3 38 6 00
Paadock.		Burrs, Iron, 30, 33 1/2 per c.		Table " "	36 00	Wire.	
English and Am. per doz	50 6 00	Rivet Sets.		Squares.		Market, bright and annealed, Nos. 1 to 16, 5 per cent. advance on list from stock. From factory net list.	
Scandinavian, "	1 00 2 40	Canadian, dis. 30, 35 per c.		Iron, per doz	1 65 2 90	Market, oiled, coppered, 5 p.c. advance. From factory net list.	
Eagle, dis. percent	15 1 17 1/2	Rope.		Steel, dis. 75 p.c.		Market, tinned per lb	0 04 1/2 0 08
Mallets.		Sisal, per lb	12 12 1/2	Try and bevel, dis. 50 to 52 1/2 per cent.		Galvanized Fence, 5 per cent. advance on list. From factory net list.	
Tinsmiths', per doz	1 25 1 50	Manilla, " No. 1	14 1/2 15	Staples.		Tinned Broom, from 19 to 22 gauge, per lb	0 07 0 07 1/2
Carp'trs', hickory	1 25 3 75	" No. 2	13 1/2 15	Fence, galvanized, per lb	5 5 1/2	Malin's Wire on spools, dis. 30 to 35 per cent	
Lignum Vita	3 85 5 00	Cotton, "	22 25	Wrought Iron, dis. 75, 75 and 10 per cent.		Clothes Line, galv., p. 100ft	0 25 0 55
Caulking, each	1 60 2 00	Deep Sea, "	15 16	Stocks and Dies, Amer. dis. 25 per cent.		Barbed Wire.	
Mattocks.		Rules.		Stone.		Galv. steel barb fencing	
Canadian, per doz	8 50 10 00	Boxwood, dis. 75 & 10 & 5 80 percent.		Washita, per lb	0 15 50	"Lock Barb," 4 point	0 5 1/2 0 05 1/2
Meat Cutter.		Ivory, dis. 40, 40 & 5 per cent.		Hindustan, per lb	0 06	Ditto Glidden 2 point	0 05 1/2 0 06
Enterprise, dis. per cent	20 25	Sad Irons.		Slips, per lb	9	Galv. Steel, plain twist	0 00 0 05
Dixon's, each	1 60 2 00	Mrs. Potts, per set	0 95	Axe, "	0 15	Galvanized Barb, "Ly-	
Woodruff's	1 10 1 70	N. P.	1 25	Turkey	0 50	man," 2 to 4 points	0 05 0 05 1/2
Hale's, "	1 05 1 50	Sand and Emery Paper.		Arkansas	1 50	Terms, 60 days or 2 per cent off for cash—10 days.	
Hume, "	13 00 15 00	Emery, per quire	55 90	Water-of-Ayr	0 10	Wire Cloth.	
Mincing Knives.		Sash Cord.		Scythe, per gross	3 50 5 00	Ordinary, discount 25 p.c.	
American, per doz	42 2 35	Per lb	22 50	Grind, per ton	15 00 18 00	Painted Screen, p. 100 sq ft	2 25 2 5
Molasses Gates.		Sash Locks.		Stove Polish.		Wrenches.	
Stebbin's Patent, dis. per cent, 65 to 70 per cent.		Triumph and Morris, dis. 37 1/2, 40 per cent.		Per gross	1 80 7 50	Agricultural, dis. 70.	
Nails.		Kempshell's dis. 40, 62 1/2 per cent.		M.L.S., per gross	2 50	Standard, dis. 60, 60 & 10 p.c.	
Cut, 3 in. and upwards,		Canadian, dis. 45, 50 p.c.		Jacoby	5 00	Coe's Gen'l, dis. 40, 45 p.c.	
per keg	2 65	Sash Weights.		Mirror Black Lead, per gr.	2 00	Diamond, dis. 33 1/2, 35 p.c.	
Brads & Moulding Nails, discount 55 to 60 per cent.		Each	1 00 3 00	Jos. Dixon's, bulk, per lb.	0 07	Tower's Engineer, each	2 00 3 00
Wire Nails, 60 to 65 per cent.		Sausage Stuffers.		Dixon's Plumb.	0 15	" S. per doz	5 80 7 50
Nail Pullers.		Per lb	22 50	M.L.S. Paste, per gross	9 00	G. & K.'s Pipe	6 00
German & American	1 85 3 50	Saws.		Nicholson's, per doz	1 00 1 25	Burrell's " each	3 40
Nail Sets.		Hand, Disston's, dis. 10 p.c.		Tacks, Brads, etc.		Pocket, per doz	1 25 2 00
Square, round and octa-		S. & D., dis. 35 to 40 per cent.		Cut, Carpet, gimp, blue, dis. 35 p.c.		Wringers	
gon	3 38 4 00	Cross-Cut, Disston's, per ft. 35 to 55.		tinned, dis. 45 p.c.		Each	3 25 5 50
Diamond	12 00 15 00	S. & D. dis. 25 to 35 per cent.		Swedes' iron, blue or tinned, dis. 42 1/2 p.c.			
Oil.		Hack, complete, each	1 75 2 75	Upholsterers' dis. 42 1/2 p.c.			
Canada Refined Oil (Toronto)	0 17	" frames only	75	Copper Tacks and Nails, dis. 35 p.c.			
Carbon Safety	0 18 0 18 1/2	Saw Sets.		Trunk and Clout Nails, " 40 p.c.			
Canada W.W.	0 20	Per doz	1 65 9 00	atent Brads, dis. 40 p.c.			
American W.W.	0 25	Scales.		Finishing Nails, dis. 35 p.c.			
S. R. Seal	0 63 0 65	Canadian List, dis. 40 p.c.					
Oilers.							
McClary's Galvan. Iron							
Oil Can, with Pump,							
per doz	19 50						
Zinc and Tin, dis. 50, 50 and 10.							
Copper, per doz	1 25 3 50						
Brass, "	1 50 3 50						
Malleable, dis. 25 per ct.							
Pails.							
Galvanized, per doz	2 00 3 50						

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FLUE COVERS, GAS RETORTS.

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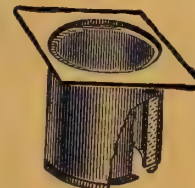
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IRON RailsSECOND HANDAll Sections
Cast and Wrought SCRAP IRON in Car ots
Charcoal Pig Iron.

Zebra Spiral Steel Fencing Wire.

Australian Fence Wire Strainers.

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Stoves, Ranges, Etc.**

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BRASS SHELLS,

PRIMERS, Etc.

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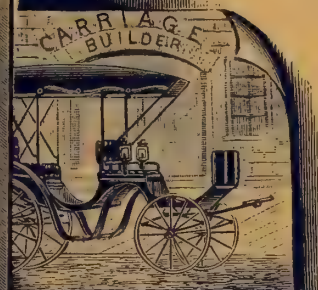
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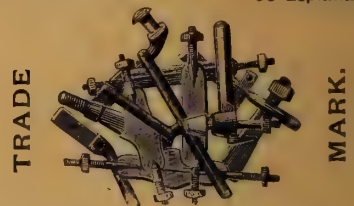
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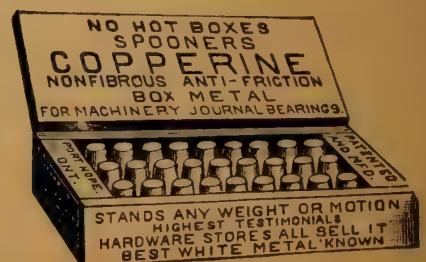
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Vol. 2.

TORONTO AND MONTREAL, NOVEMBER 8, 1890

No. 45

HEATING OF THE NEW COLLEGIATE INSTITUTE.

At a meeting of the Toronto High School Board held recently our attention was called to the manner in which the heating contract was awarded. There were practically no tenders invited, but there seems to have been an understanding that the Smead-Dowd method of heating would be adopted, and it eventually was. As every one knows there are a number of other first-class furnaces besides the one which has been adopted in the new building for the west end, and it seems somewhat strange that no tenders should have been asked for, and none received but the one which was accepted. This is certainly not encouraging to our furnace manufacturers, and, moreover, we do not see the wisdom of any such course being taken by those entrusted with the placing of such contracts. We say nothing against the Smead-Dowd heating system whatever, but when tenders are asked for other work in connection with the school and properly awarded, we must say that we do not see why tenders were not likewise invited for the heating apparatus. The action thus taken by the school board will not be met with approval among people generally.

MR. GLADSTONE ON THE MCKINLEY TARIFF.

The Rt. Hon. W. E. Gladstone in opening the Dundee exhibition referred at some length on the new American tariff. He said he recognized the threatening danger of English commerce, but did not consider it right to bring railing accusations against the people of the United States. No tariff could anywhere seriously injure British prosperity, but he told the people that the policy adopted by the United States would raise prices generally in that country and diminish the national power of exportation. This new tariff he said would drive Great Britain from one market out of twenty, but she would derive increased benefit from the

other nineteen by reason of the diminishing power of the United States to compete therein. The increased prices and increased restraints under which our neighbors would be compelled to produce their goods would be the great cause of this.

Mr. Gladstone, in summing up the new tariff, said the ultimate effect of its passage would be to direct the attention of British manufacturers towards the production of finer goods, which were subject to a less protection rate. The result would be to elevate and improve the taste of the British manufacturer. On the other hand, the tendency of the tariff among the manufacturers in the United States would be towards making coarser goods which would degrade their productions. He said, in spite of the protection system which the Americans have always adopted, British trade has increased and still is rapidly growing in that country. In reply to a Nottingham manufacturer, he said the McKinley Act was a deplorable error, attended with severe and cruel consequences to innocent persons, and desired, if opportunity presented itself, to offer remarks upon it in Midlothian.

POCKET CUTLERY AND THE MCKINLEY BILL.

A writer in an exchange, who has had extensive experience in the retail business, claims the new tariff now in force in the United States will raise the price not only of imported goods but of domestic as well. In speaking concerning cutlery he says his customers will insist on purchasing English cutlery, and when they wish to buy a first-class carving set or pocket knife, they are not contented with the domestic productions. Of course people of wealth as a rule will possess a good article at any price, and every one knows English cutlery ranks the highest of that class of manufactured goods. But the writer says that the making of high class cutlery does not exist in the States, that they have neither the experience nor the facilities for turning out goods which at all compare with those of Sheffield. In view of this, it is possible that just as much high class cutlery will be imported now as before the McKinley bill was passed, but there is no doubt, that the lower goods will be forced

out of the American market. People certainly are becoming better judges of what they buy in this line than they formerly were, and consequently as their experience improves, they will insist on having the best no matter where it is made.

CANADA'S MINERAL RESOURCES.

According to the statement of Dr. Dawson, assistant director of the geological survey, there have been many discoveries in the Kootenay district in British Columbia. Owing to the Columbia and Kootenay railway not being completed the miners could not get the ore to Revelstoke to be smelted, consequently the operators were at a standstill. Dr. Dawson says that there is a large concentration of rich ores in this district, and prophesies a rapid development of the West Kootenay district. An English concern, the Nicola Mining Co., has sunk a 400 foot shaft, and is taking out ore containing gold, silver and copper. Dr. Dawson says the whole of the Okanagan country into which his work took him principally is very prosperous; the crop good, wheat yielding 40 bushels to the acre.

WINDOW DRESSING.

It is gratifying to know that much more attention is being given to the tasteful arrangement of store windows than formerly. There was a time when even in our large towns a merchant paid little or no attention to his show windows, in fact, the dressing of his windows was out of all question, and even the washing of them was but seldom performed. In these days of push and improvement, when a merchant's success in trade depends so much on the appearance of his store; should there not be some advancement made in the art of arranging one's window? There may be seen in our large cities, store windows tastefully arranged, the interior of the establishment in full keeping, everything in order from the top story to the cellar, but it is to be regretted that such a place of business is more the exception than the rule. An effort put forth on the part of those merchants whose stores and windows can be improved, will, it may

be assured, be met with approval by their customers, and their business will increase in consequence. Many suggestions could be given in regard to window dressing. It requires much experience, and sometimes many trials before an attempt can be made satisfactory. Great care should be taken in the class of goods used, and that every thing seasonable should be used in dressing the window of any hardware store. Plated goods, and articles which are highly polished should be used as seldom as possible. Such goods are liable to become injured and ill looking by being placed in so exposed a position, thus rendering the attempt a costly undertaking. A great variety of goods in a show window is not looked upon as desirable, and it may be remarked that a small display of seasonable goods neatly arranged, with clean windows, is the most acceptable sample of window dressing.

WARMING BY WATER CIRCULATION.

While water as a heating agent has long been before the public, both in the United States and Europe, yet its general application has progressed slowly, and seems to remain in the hands of a few individuals and companies, who, having made a study of some one type of work, confine their operations and contracts to that one apparatus. Thus, in this country we may count on the fingers of one hand all those firms that may be cited as successfully doing water heating on any scale of magnitude, and only one of those attempting the larger class of buildings with a water circulation.

True, within the last two or three years quite a number of people have gone into the business of erecting a simple form of water apparatus, mostly for dwellings, and the use of coils and radiators located in the rooms to be warmed. In these applications, using a small, portable form of heater and running the pipes promiscuously through the rooms, a fair degree of success is being reached, and, under the stimulus given the business by a lavish expenditure of time and money by the manufacturers, much interest is being created for water heating in this portable and compact form. In a former chapter on boilers we have illustrated several of these modern devices, and, while calling attention to their good points, have also noted some errors of construction and estimation regarding the power and value of heating surfaces so arranged. It is a noticeable fact that while portable house-heating boilers are the latest apparatus of this kind to appear with water circulation, they do not bring with them any new or modern ideas as to the manufacture of such goods or methods of applying a liquid heat circulation.

Several of the most prominent of the portable heaters are Canadian inventions and embody what may be termed the English method of water application, such as may be seen in almost all the apparatus noticed

by Hood, and constructed by Garth, of Montreal, and Bennett and Wright, of Toronto. This may be described as a water apparatus open to the atmosphere and limited in temperature below 212° Fahr. It also includes an extensive divisibility of the heating current by the employment of many supply and return lines to and from the radiating surfaces. While the writer does not employ these methods, but rather the reverse of them, it does not follow that he condemns their use, or that there is nothing valuable in such arrangements. Indeed, in many instances, where the intelligence of the people into whose hands such apparatus falls, is of the lowest order, all other considerations except those of simplicity and safety should be ignored.

As, however, system or method is in this matter of heat (as in navigation) all important, we may properly glance at the two principal applications or methods of employing a liquid heat agent.

There is a third heating and mechanically forced circulation.

The first, oldest, and we may say most common method of construction and operation comprises a circulation in the boiler, pipes and radiators of water rising and limited to temperature below 212° Fahr., this being sought or entailed by leaving one part of the apparatus open to atmosphere by a pipe, generally from the expansion tank, for convenience connecting to the drain. By this simple means any excess of pressure, and thus any excess of heat over the boiling point of water, is thus quickly sent to the sewer, and it is explained to the purchaser that this is his remedy from any over-pressure due to excess of fire in mild weather.

True, this is a remedy and one usually employed in the tanks of wind mills; but in that case the motive power costs nothing and can very well be disposed of in that simple way. But where the motive power is coal at \$6 or \$7 per ton, it seems paying dear for a whistle that can well be dispensed with. The first practical steam apparatus that we had in this country, the Gold's heater, 1859, was operated and limited by an open pipe. The first radiator, being of sheet iron and large flat surface, would not bear any considerable pressure, and reliable safety valves were not as common then as they are now.

While there are several reasons for operating an open-tank system of water circulation, the main one, now as then, is that the heater and radiator offered with this system have large, flat, and thus weak, surfaces, on which even a moderate pressure might operate unfavorably.

In other constructions where several horizontal sections and joints are held to a seat by short and long bolts, pressure would be an element of danger, at least to the manufacturers, and so they decry it and advocate a system in which almost any pot or kettle would be safe from pressure and breakage.

Viewing the two elements of water and

steam as heating agents, there seems to be no good reason, except the ones above noted, for drawing a line between them in the matter of pressure. As to safety, one agent, under moderate pressures employed, is as safe as the other. We have heard much about the incompressibility of water and its great power of expansion in a closed vessel. This matter was even illustrated in the Building Record, and a drawing was made to show conditions that could not exist in practice if the apparatus were constructed with even as little care as is bestowed on all steam-heating apparatus, for the latter without a safety valve to control and provide for excess of pressure, would be detected and condemned as an inexcusable blunder; the same may be said of any water heating apparatus.—Heat, Science and Philosophy of its Production and Application, by John H. Mills.

CANADIAN COAL IN SOUTH AMERICA.

Two years ago the Canadian Government despatched a commissioner to the Argentine Republic, Brazil and Uruguay, with a view of ascertaining in what manner an interchange of products could be best secured between the Dominion and the countries referred to. In reporting to his Government the commissioner assigns the first place to lumber as an article of export to the countries of South America, and next to this he places coal. At present South America gets substantially all its coal from Great Britain. In the year 1888 the Brazilian Republic took from England 590,000 tons of mineral fuel, Uruguay 291,000 tons, and the Argentine Republic 467,000 tons, representing an aggregate value of £714,000. At Sydney, Spring Hill, the Joggins and Cape Breton coal can be put on board ships cheaper than can be done in England, and coal can be carried from the mines in those places to ports in South America at a lower rate of freight than from British ports. The imports of mineral fuel into the Argentine Republic appear to have more than doubled during the last few years, and from this important circumstance, as well from the fact that Montevideo is about to make an effort to develop her great resources, the commissioner concludes that the colliery owners of Canada will find in those countries an excellent market for their fuel in the near future. Brazil also requires a large supply of coal, and for years past her imports have showed a steady expansion. As an illustration of the fact that Canada can successfully compete with Great Britain in the supply of coal to the ports of South America, the commissioner mentions that last year no fewer than 350 steamers coaled at Sydney, Cape Breton. In Nova Scotia preparations have been made for shipping coal from that part of the Dominion to South America.—Iron and Coal Trade Review.


The stove and tinware store of James M. Smith, Wallaceburg, Ont., has been destroyed by fire.

CAVERHILL, LEARMONT & CO'Y,

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Our stock is large and fully assorted, including :

“SKELETON” Halifax Pattern. “GENUINE ACME”
and Forbes’ New Patent “ACHIEVED.”

 Write for Prices, as we
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MONTREAL.

REGULATING A FURNACE.

Much has been said concerning the regulation of furnaces. People are heard often complaining of the ill-working of the heating apparatus of their houses. They either fail in producing sufficient heat for comfort or the furnace becomes so unruly that the heat is unbearable. Of course it is impossible for us to give exact instruction as to how a furnace should be managed. There are now so many different styles on the market that what could be said of one cannot be applied to another. However, there are ideas which common sense and experience have proven to be applicable to the production of a comfortable amount of heat, and also its control under certain laws. Ventilation is one great source of health and comfort, and without regard to the proper supply of fresh air to the furnace, a healthy temperature need not be expected. During the fall of the year, when but little fire is required, the fire-pot of any furnace should be well supplied with coal, and the grate shook but little. The coal thus put on holds the fire, and the ashes which lie on the grate will be sufficient to check the draft. The chimney should be attended to every spring after the furnace is extinguished. The fur-

nace itself should be thoroughly cleaned, so that the pipes may not be destroyed with rust. Ashes should be removed every day to insure a perfect draft, and never be allowed to accumulate so as to endanger the grate being burnt out.

It may be a good suggestion, and one which would benefit furnace makers generally, that a man be appointed to inspect all furnaces newly put up, and thus insure the proper results before the apparatus shall have left their hands. There are no doubt men employed in furnace work as in everything else, who do not perfectly understand their business, and when such men are entrusted with setting up a furnace the bad results are often attributed to the furnace itself, which is therefore condemned. We cannot urge too much the necessity of competent men being engaged on such work. True, many persons having their houses warmed by hot air are not acquainted fully with the management of their furnace, and this is another great necessity, which in some degree lies with the manufacturer. They should give most minute instructions to their purchasers. A set of rules should accompany every style of furnace put in, and if the purchaser thoroughly understands these regulations, there need be

no complaints about the heating apparatus of any house.

During late years furnaces have become very common, and every house of any pretension at all possesses one. When the coal stoves were first introduced, it took people some time to understand how to control them, but through constant use and through improvements made upon them, they now have no trouble with the coal stove.

Considering the perfection which furnace construction has reached, we cannot but believe if people who have furnaces would but become thoroughly acquainted with them, understand well the rules which govern their particular furnace, restrain from over feeding it when the temperature is comfortable, and know how to control the drafts, we will only say that the modern hot air furnace will give every satisfaction.

Mr. J. K. Fairbairn, manager of the Toronto branch of Messrs. Worden, King & Son, Montreal, has removed with his family to this city.

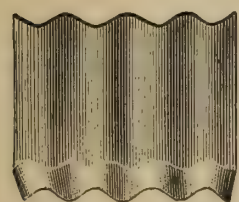
Fly specks, etc., may be removed from bronze by means of a mixture of lavender oil, 1 dram; alcohol, 1 ounce; water 1 ½ ounces. Use soft sponge and proceed quickly, with as little rubbing as possible.

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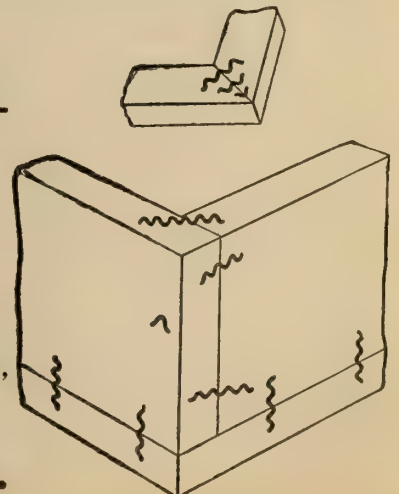
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IRON WARRANTS.

It is entirely natural that the Pig Iron Warrant Company should object to comments upon passing events which tend to show that its organization and operations are contrary to the true interest of iron producers. It is much pleasanter for a public journal to gratify enterprising and influential men, when it can without disregarding the public interest. But the arguments which the Pig Iron Warrant Company employs to justify its operations would suffice to convince an unbiased mind that such operations can only injure iron producers and the public, even if the painful experience through which manufacturers in Great Britain are now passing were not impressively teaching the same lesson.

The Company states in its circulars that that its "primary and distinctive object" is to promote the "purchasing and dealing in pig iron by the investor," who is called on the next page with more correctness "the speculative investor," and who is in plain English a mere speculator. He does not invest at all, looks for no interest from an investment, has no idea of holding or using the property, and is simply buying with the hope that by force or good fortune he can get more for iron than he pays. It is admitted that the so called investors are not consumers, and have nothing that they can do with the iron itself, for a circular says, "investors will not buy if they are obliged to handle the commodity itself. The consumer only will do this." The kind of investors meant here are those to whom iron certificates are only counters in the game.

It is this kind of "investor" who contrives corners in wheat and cotton, and causes a perpetually diseased state of markets by his manipulation. This is hardly denied by those who send out the circulars of the Warrant Company, for they say that systematic dealing on an Exchange will have the effect of limiting fluctuations, "if we except an

occasional manipulation which will not last more than 20 or 30 days." It needs some courage to make this remark. During two years of the last three, manipulation of the wheat market has kept prices for four or five months each year so far above the parity of Liverpool that exports were practically forbidden, and the country was doomed to carry a heavy surplus unnecessarily. In two years out of three, corners on cotton have controlled the world's markets for more than thirty days each. The same results have appeared in every market which speculation governs, as all intelligent readers are well aware. Once a holder, the speculator exhausts all the resources he has or can borrow in a desperate effort to force the world to pay him a profit, whether there is any reason on his side or not.

The speculators can make money, on the scale that speculators desire, only by controlling a market against the public expectation. In order to sell or buy great quantities, they usually must have the public on the other side. Thus it comes to pass that a speculative market for products is in its nature a false one. It encourages production to increase just when, in due regard for public interests, it should be restricted, and forces it to diminish just when public needs require it to increase. Even this is not denied by the Warrant Company's circulars, which say that the worst competition "is the forced sales of furnaces who (sic) have not sufficient capital to carry their iron until buyers want it," and therefore are compelled to sell at a sacrifice or else to stop work because buyers do not appear. But when iron accumulates and buyers do not appear, that is nature's warning that the production is overdone, and some furnaces ought to stop. So the only reliable assurance makers can have that the market requires more production is a natural rise of prices. But the speculator is disposed, by the very nature of his business, to give makers this information falsely at the very time he desires to unload,

and therefore seeks to get the public to buy.

The circulars affirm that objection comes only from those who have not tried the warrant plan, and that all who have tried it are most enthusiastic in its praise. This does not accord with the facts which we have printed, regarding the results in Great Britain, where the warrant system has been been thoroughly tried for many years, and has brought such serious and long continued disasters that the furnacemen themselves are organizing to break it up. It may be freely admitted that an accumulation of millions of tons, such has been hanging over the British market, will not easily be formed here. American producers are not yet trained to go on producing for a market which they know to be purely speculative and "extra-hazardous," and it is to be hoped that their education in that direction may long be neglected.—N. Y. Commercial Bulletin.

The Canadian Pacific Railway is making arrangements to cross the river at Niagara Falls town.

Mr. Foster has left Ottawa for New York to take steamer for the West Indies, to see what prospects there are of opening markets for Canadian goods in that direction.

A Calgary despatch says :—"The Calgary and Edmonton railway is now fully graded and the rails laid 75 miles out. It is expected that the road to Red Deer, 100 miles from Calgary, will be graded in a few days."

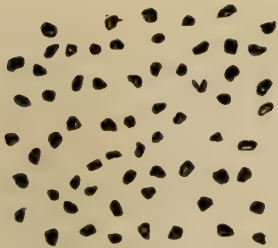
Some one has invented an electric mouse trap. It consists of a metallic cage containing cheese. The mice naturally approach it for purposes of investigation, but the instant they touch the wire an electric current strikes them dead.

It appears that the amount of English money which has been invested in industrial enterprises in the United States has equalled in the last two years about £200,000 a week, amounting in all to about £20,000,000, or \$100,000,000.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.



DEAD SHOT F. G.



DEAD SHOT F. G.

GUNPOWDER. "American Dead Shot." TRY IT.



Roy Bros., hardware merchants, Montreal, have dissolved.

The death is announced of J. Horncastle, hardware merchant, St. John, N.B.

The hardware firm of D. L. Wigle & Co., Kingsville, have disposed of its stock to L. McKay.

The Canadian Pacific railway is making arrangements to cross the river at Niagara Falls town.

A Chicago firm lately received an order for \$130,000 worth of machinery for shipment to China.

The Rathbun Company will manufacture Portland cement at Napanee Mills, and machinery is being put in.

Every steam fitting establishment in Chicago is idle, all of the union men and 95 per cent. of the non-union men being on strike.

An electric lamp on the Isle of Wight can be seen 45 miles and a paper can be read by its reflectors 14 miles. It gives 6,000,000 candle power.

It is calculated that about 150 Canadian exhibits will be shown at the Jamaica exhibition. There are 117 now entered, and many more are the subject of correspondence.

Merchants when receiving catalogues and price lists, should be careful that the discount which is often printed on them be kept confidential. This fact should be impressed on all salesmen who have occasion to use catalogues to effect a sale of goods not kept in stock.

The Kelley Axe Mfg. Co., of Louisville, Ky., intend to commence operations at Galt, Ont., to import their own goods in an unfinished

state and to polish them at their works here. But it is understood that the Customs Department demands the duty on all their manufactured goods whether finished or not.

United States Naval officers have this week completed an official inspection of the nickel mines at Sudbury, Canada, which are owned by American capitalists. They have ascertained that the mines are capable of furnishing the amount of nickel required for the manufacture of plates for the new American ships-of-war; and it is understood that the naval authorities favor the use of the Sudbury nickel. It will be remembered that, in its closing hours, Congress appropriated \$1,000,000 for the purchase of nickel for naval purposes.

The Dark Continent will soon be dark no longer, for a railway is about to make a permanent opening into its interior. In August last the first sod of the British East African Company's projected line from Port Reitz, on the coast to the Victoria Nyanza was turned by the wife of the British Consul-General at Zanzibar. The line will be 600 miles in length, will cost \$3,000,000, and when completed will be the great trade route to Central Africa. Port Reitz, which is north of Zanzibar, is the best natural harbour on that part of the coast, being land-locked and capable of holding a large quantity of shipping. This is, doubtless, but the beginning of railway enterprise in Central Africa.

The Hawley Hardware Co. of New York, received a few days ago an order by telegraph from San Francisco for a large consignment of hatchets and other articles of hardware, which were sold for Siberian Russia. At this time shipments for the Amoor River, in Siberia, are hurried forward so as to be in time, before that land of ice and snow is cut off from the rest of civilization. The quarter of the world alluded to absorbs considerable quantities of agricultural implements and tools, and is, from all

accounts, in a flourishing condition. Trade with it has been very good this season, which, of course, is now about over, and it is expected that it will continue to grow in importance year after year.—N. Y. Hardware.

The condition of the contract upon which the new steel steamer is to be built by Messrs. Fleming & Ferguson, of Paisley, Scotland, for the Government service in British Columbia waters have been defined by the Minister of Marine. The vessel will be fitted with quadruple engines, and must be able to cover eleven knots an hour. She is to be ready to be handed over to a representative of the department at Glasgow on June 6 next, and she will then start on her long voyage to Victoria via Cape Horn. As the vessel will draw only about ten feet of water she will only be able to carry 300 tons of coal, and for this reason it may be necessary to coal up at Montevideo and Valparaiso. The duration of the voyage from Great Britain to British Columbia will be about eighty days.

It has been remarked as showing what a powerful element of health the electric light is, that the general health of those who use it, improves their appetite and their ability to sleep increase and the visits of the doctor become less frequent. This is especially apparent in the statistics of the attendance of working people in factories and other places. In the savings bank in Queen Victoria street, London, where 1,200 persons are employed, the absence from illness has been so far reduced that the extra labor gained is said to have paid for the electric light. The influence of artificial light on the eyes has also a sanitary bearing. It has been asserted that the injury to the eyes, of which the growing short-sightedness of the day is but one result, is due to the heat rays and not to the light rays. If that be so, the electric light is less injurious than any other. If the eyes are exposed to the influence of a steady glow lamp it is possible to read and write for many hours by such a light without experiencing the least fatigue.

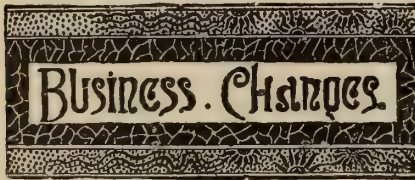
J. W. PATERSON & BRO.,

TORONTO AND MONTREAL.

MANUFACTURERS AND IMPORTERS.

Roofing Material, Building Paper, Plaster, Cement, etc.

We are now Manufacturing and Importing all kinds of Foundry Facings and Supplies, including Plumbago, Stove Polish, etc. We offer close prices to buyers of these goods. Please write for price list.



ONTARIO.

Elmira—Ruppel Bros., general store, closing up business.

Harrow—Rosebrugh Bros., general store, assigned to C. B. Armstrong, London.

Toronto—Power, H. A. & Co, tinware, assigned to Thos. Carlisle, Toronto; Tew, Richard & Co. (co. nom.), wholesale crockery and glassware, called meeting of creditors for 12th inst.; Whitworth, J. P., hardware, paints and oils, assigned to C. Ryan, Toronto.

MANITOBA AND NORTH-WEST TERRITORIES.

Deloraine—Ripstein, H. & Co., general store, succeeded by A. Rosen.

Meadow Lea—Hainsworth, A. E., general store, removed to Marquette.

Viriden—Cain A. M. (Mrs. John), hardware and tinware, admitted Mrs. James Schoenan, under style Schoenan & Co.

Winnipeg—Wood, Henry, paints, oils, etc., advertised to sell out.

QUEBEC.

Farnham—Donahue, E. & Co., general store assigned in trust.

Montreal—Bonin, Dosithe, tinsmith, stock, etc., advertised for sale by tender; Brady, David, plumber, meeting of creditors 5th inst.

NOVA SCOTIA.

Greenfield—Johnson, C. W., store, assigned.

Lower Stewiacke—Crowe, J. E. & Son, general store, sold out.

Windsor—McCallum, David T., store, assigned.

NEW BRUNSWICK.

St. John—Wheeler, Wm. & Co., iron, etc., sold out.

At St. Petersburg it is expected that the Siberian Railway, about to be commenced, will lead to closer commercial relations with the United States.

AN ENGLISH VIEW OF THE NEW TARIFF.

Whatever may be the opinion in Europe as to the effect of the new American tariff, the views of those who ought to know on the other side of the Atlantic are certainly more sanguine. Being solely interested in the iron industry, we observe that our protectionist cousins in the trade are expecting, and preparing for, a grand boom. A cable received announced to us that most of the great iron and steel companies in Pennsylvania are enlarging their capital. The Pennsylvania Steel Co. has increased its capital from three to five million of dollars; the capital of the Phoenix Iron Co., will be increased by one million; the Bethlehem Iron Co., which has a contract for armor plates, proposes to increase its capital from three millions to five millions; the Cambria Iron Co. proposes an increase of one million; the Thomas Iron Co. has made its capital \$2,500,000. We further learn that the Cramp Shipbuilding Co. (Philadelphia) is doubling its capacity, and enlarging its capital to five millions. All this looks very hopeful, and we only trust that our friends, although rivals in trade, will not be disappointed. The iron and steel interests in the United States have worked most perseveringly with a distinct object in view; they have secured a most prohibitory tariff with the aid of their political friends and they ought now to make hay while the sun shines, and to make it quickly. When the country once begins to feel the effects of the protectionist policy a outrage now initiated, such a reaction will set in against its authors as to undo all their work, or we are very much mistaken.—Iron (London).

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

GRIFFITH & CO.,

(J. McARTHUR GRIFFITH)

Auditor to the Institute of Chartered Accountants of Ontario, 1886 to 1890.

ASSIGNEE FOR CREDITORS.

Auditing and Business Investigation a Specialty
London-Canadian Chambers, Bay St., Toronto.
Telephone 1549—Cable "Griffith, Toronto."

GOLDIE & McCULLOCH'S SAFES

Have now a world-wide reputation. Their Fire Proof Safes have resisted the hottest fire in the biggest conflagrations, and their Burglar Proof has repeatedly foiled the burglars; their security is unsurpassed on the Continent. A large stock kept at the warehouse of

GEO. T. BOSTWICK,

24 West Front St., Toronto.

A Second-hand Safe for Sale Cheap.

ESTABLISHED 1803.

MANDER BROTHERS,
LONDON, ENGLAND,

MANUFACTURERS OF

Fine Coach Varnishes,

Sole Makers and Patentees of the

FAMOUS COLOR CARMINETTE.

WALTER H. COTTINGHAM, Montreal,

Agent for Canada.

E. R. C. CLARKSON

TRUSTEE AND RECEIVER

In affiliation with **TORONTO,**

JNO. B. CLARKSON

Temple Buildings, - - - **MONTREAL.**

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention

FENSOM'S

ELEVATORS

Are the best manufactured for
Factories, Warehouses and Stores,

FENSOM ELEVATOR WORKS,

52 TO 56 DUKE ST.,

TORONTO

THE BRITISH IRON AND STEEL INSTITUTE.

To the Iron and Steel Institute is largely owing much of the progress made all over the world in iron and steel manufactures. When it was founded, twenty years ago, these industries were on a much less scientific basis than they are now. The methods employed, in the light of later experience, were wasteful in the extreme, especially in the production of pig iron. In steel the Bessemer process had been discovered, but it was in limited operation. The application of chemistry and of the underlying principles in the constitution and qualities of metals were neither generally understood nor applied. The Siemens process, which worked so great a revolution, was unknown, and the entire production of steel in the United Kingdom, now some four millions of tons yearly, was then only about 250,000 tons per annum. The Iron and Steel Institute was formed for the purpose of developing a scientific knowledge of the manufacture of iron and steel, and it has fulfilled its mission with more complete success than most associations whose operations are naturally more or less of a theoretical character. It has made the laboratory an indispensable adjunct of every important factory. Systems of analyses have been brought to a stage of perfection, and in many other directions there has been marked progress, so that it is possible now to produce iron and steel in enormous quantities and at a price that would have been deemed impossible less than a quarter of a century ago.—N. Y. Commercial Bulletin.

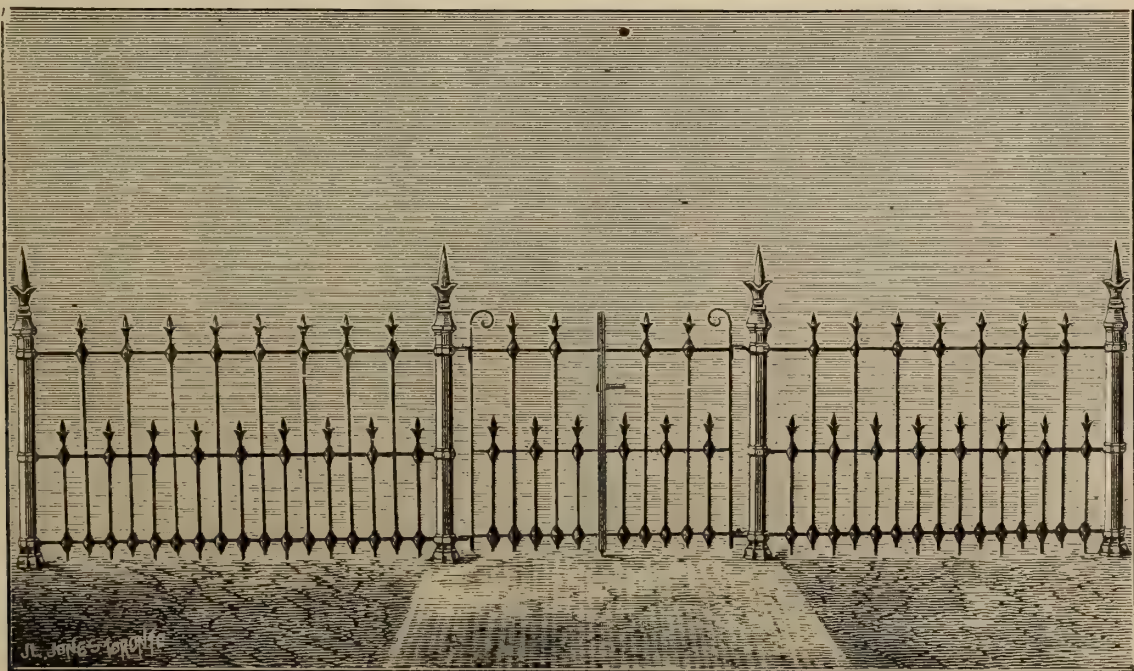
AMERICA AS A PRODUCER OF STEEL.

The Census Office announces that the total production of steel in the United States during the year ended June 30, 1890, was 4,466,926 tons, as compared with 1,145,711 tons produced during the year ended May 31, 1880—an increase of 3,321,215 tons, or 290 per cent. In the ten years from 1880 to 1890, the production of Bessemer steel ingots and direct castings has increased from 985,208 tons to 3,788,572 tons; open hearth steel, from 76,201 tons to 85,526 tons. No Clapp-Griffiths or Robert Bessemer steel was made in the census year of 1880, as there were no works in existence in the country at the time. During the year ended June 30, 1890, the production of Clapp-Griffiths steel in the United States was 83,963 tons, and the production of Robert Bessemer steel was 4,504 tons. The United States now leads all other countries in the manufacture of Bessemer steel rails, the output for the year ended June 30, 1890, amounting to 2,036,654 tons—an increase of 1,295,179 tons over the production of the year ended May 31, 1880. In the manufacture of basic steel this country has made a promising beginning, the production of this kind of steel during the year ended June 30, 1890, amounting to 62,173 tons.

The Chicago Journal of Commerce has been received this week in a new form. This well-known weekly has increased its pages from twenty-four to sixty, thus affording better opportunities for advertisers than formerly. It has earned a good reputation as a reliable trade journal, and we are sure under its present good management it will meet with still better success.

Inside the front cover of this issue we have an illustration representing a section of the "Taper Tooth" cross-cut saw, manufactured by Burns & Thomas, Toronto. They claim for this saw the following advantages over all others. It is fastest and easiest cutting; has more teeth and less friction; sawdust drops easier from draw gullet; is made from extra refined silver steel, and of an even temper from end to end, being tempered by an improved process which is far superior to the old way. This saw is ground four gauges thinner on back than on teeth. Messrs. Burns & Thomas by their improved machinery and method of grinding and polishing produces an even and highly polished surface in making all kinds of circular and long saws.

Mr. George Osborne in a letter says Canadian farmers should at the next election only vote for those (totally irrespective of politics) who will be willing to advocate a discriminating tariff in favor of the United Kingdom, as all the Canadian farmers want is to be allowed to produce under such favorable circumstances as a nearer approach to free trade with the Mother Country would give them. "Let the farmers remember that New South Wales, a free trade colony of 1,000,000 inhabitants, exports more to Great Britain than Canada with her 5,000,000 inhabitants, and the total exports in 1888 of New South Wales were more than two millions sterling in excess of those of Canada. Bear in mind that if Canada is to export she must import, and those countries she buys from she will sell to. That is the order in political economy as plain as a pikestaff, but it is also one which the Dominion Government has always, following the example of Lord Nelson at Copenhagen, looked at with its blind eye."



Send for Catalogue.

SHIPWAY MFG CO.,

**70-76 Victoria St.,
Toronto.**

THE DUTY ON LEAD ORE.

The United States Treasury Department decides that all lead ores imported from Mexico, in which lead is the component material of chief value, shall pay a duty of one and a half cents per pound upon the weight of the ore imported without regard to the question of the quantity of lead which may be contained in them, and that the proviso imposing this duty on lead contained in silver ores and all other ores applies to ores composed of silver and lead, gold and lead, etc., where the lead is not the component material of chief value; in other words, that when silver ore, or ore where silver is the component of chief value, is imported, the duty of one and a half cents per pound is to be exacted on the lead contained in it.

PECULIARITIES OF THE MACKINLEY BILL.

Linseed oil under the new tariff goes up from 25c. a gallon to 32c. White lead, a component part of paint, retains the duty of 3 cents per pound. In England, white lead costs 4 cents a pound and here 6½ cents, although lead is produced more cheaply in the United States than anywhere else. Two Trusts are benefitted by the act, one in linseed oil and one in white lead. The significance of this is that the painting of a house will cost twice as much as heretofore; that oilskin coats and tarpaulins will be at higher prices, that linoleum has already gone up from 5 to 7½ cents a yard "owing to the increased cost of raw material," as the manufacturer says; and with the refinement of cruelty characteristic of the Mackinley bill, the greatest advance in price is in the qualities used by the poorer people. The consumers of the more costly commodities are let off with less proportionate advance than those who consume the cheaper goods.—N. Y. Commercial Bulletin.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

SITUATION VACANT.

WANTED—FIRST-CLASS TINNER FOR Manitoba. Address, or call at this office, at once. Must be No. 1 workman. HARDWARE. 45

SITUATION WANTED.

AS HARDWARE SALESMAN—Experienced, good stockkeeper, best references. G. M. Cadenhead, Renfrew. 47

SAW YOUR
ADVERTISEMENT
IN THE
HARDWARE

When writing to our advertisers please inclose the above.

TREATMENT OF TRAVELLERS

No doubt the patience of a merchant who is persistently pestered for orders by a file of commercial travellers may often be sorely tried, no matter how courteous they may be. But there are, however, debts and obligations besides those of money, and one of them is politeness. The salesman is entitled to kind and polite treatment if he conducts himself like a gentleman, and it is true that where people are intelligent and well bred, he received more and more consideration and courtesy. Yet there are still too many merchants who very manifestly feel their importance when in their own counting-room, and reserve their best manners for other places. They often resemble sea captains, who are stern, reserved and testy on the quarter-deck of their own vessels, but may be the most social and affable of men when ashore.

Beyond question it will be advantageous

to the retail merchant to keep on good terms with traveling salesmen and through them, maintain relations of confidence and friendship with the wholesale houses he buys from.—N. E. Stove, Hardware and House Furnisher.

All our English exchanges unite in the opinion that the present visit of English iron and steel manufacturers will result in heavy investments of British capital in Canada.

According to the English Board of Trade returns the total iron and steel exports for the nine months ending September 30, was 3,083,573 tons, valued at £23,982,184, compared with 3,077,990 tons, valued at £20,965,477 during the same period in 1889.

A customer secured is a promise of greater salary in time.

Soap and water are cheap, but soil on goods is expensive.

A reputation for truthfulness is indispensable to permanent and satisfying success.

Bond or Free

Advances made on Surplus Stocks.

R. CARRIE,
27 Front St. E. Toronto.
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STORAGE

Coppered Steel Spring Wire.

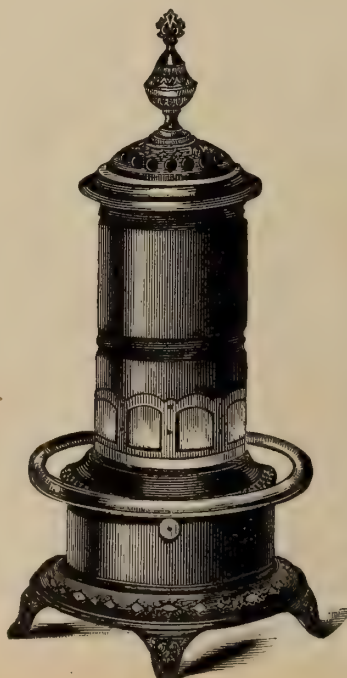
QUALITY GUARANTEED.

Made specially for Spring Makers.

Manufactured by

THE B. GREENING WIRE CO., LTD.,

Hamilton, Canada.



This cut represents our

Grand Oil Heater

of which 20,000 were marketed in the United States last season. This stove will burn Water White Canadian Oil without smoke or odor, and will heat a large room at a cost of one cent per hour. It is artistic and beautiful in design, and the best selling article ever placed upon the market. It must be seen in operation to be appreciated.

Write for illustrated circular, prices and terms.

MORTON & CHRISTIE,

Windsor, Ont.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,
HAVE IN STOCK
Linseed Oil, Castor Oil, Glue,
and General Painters' Supplies.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

THE
NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

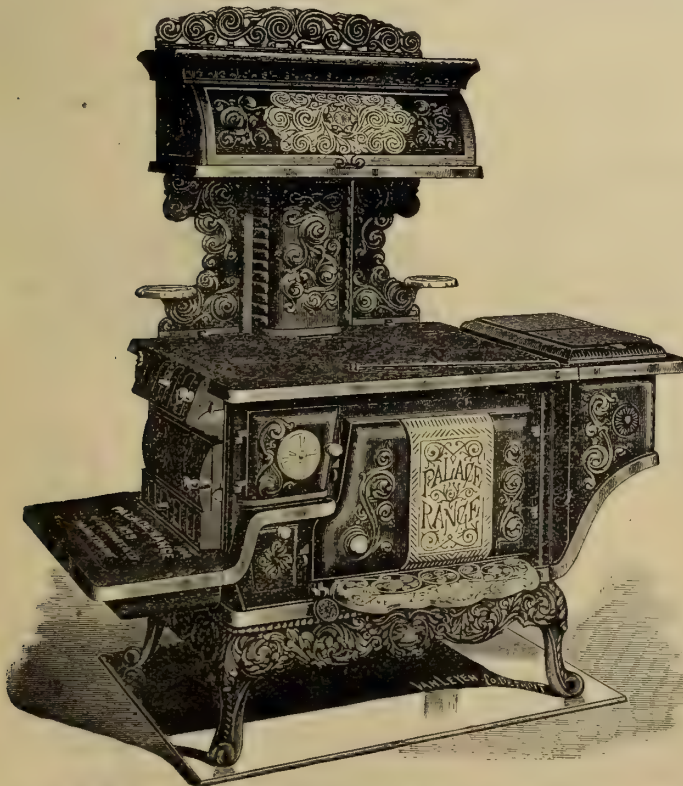
Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
—APPLY TO—

THE MILLS, Campbellford, Ont.



Palace Range

— WITH —

OVAL FIRE POT and BASE BURNER GRATE

— OR —

Duplex Grate and Square Fire Chamber.

THE ONLY RANGE

With Interchangeable Fire Place and
Grate using same water Front
in both.

LARGE VARIETY OF SIZES AND STYLES.

EXTRA LARGE OVEN. PERFECT BAKER.

Sold by Leading Dealers. Send for Circular.

JAMES STEWART & Co., - HAMILTON, ONT.

TORONTO SHOW ROOM: J. BOXALL'S, 183 KING ST., EAST.

MARKETS

TORONTO, Nov. 7, 1890.

This week there is again to be reported a quiet, sluggish movement in nearly all lines of hardware and metals. This refers to some extent to the local demand, for merchants in the west appear more anxious to order and to get goods in at once, or as soon as possible. This is consequent to the close of navigation. Winter rates of freight for merchants west took effect on the 3rd inst., which is in some measure throwing a little more business into the hands of Toronto men. Merchants in Manitoba and the Northwest are now more anxious to place their orders and get their goods through as soon as possible, and wholesale merchants here are paying special attention to orders for the west.

Payments are still regarded as unsatisfactory which is not to be wondered at, considering the slow movement of the crop.

SCRAP METALS.

Scrap copper and brass have been shipped to the States lately, and at profitable figures. It is reported that the mills have paid slightly better than late figures for No. 1 wrought scrap, but the terms have been kept private. Cast scrap is in pretty good demand, but receipts from the country are not heavy. Dealers prices are follows: No. 1 heavy scrap, 60c. per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 25c.; new scrap copper, 10c.; heavy scrap copper 10½c.; old copper bottoms, 8½c.; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 9c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2½ to 2¾c.; country mixed rags, \$1 to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

IRON.

In all branches of iron the movement at present is light. Dealers appear to have ordered quite up to their requirements, and in the present state of the British markets are little disposed to make further purchases. Bar iron is quiet and the tendency is lower. English mail advices say: The strike of blast furnace-men still continues, and there seems no immediate prospect of a settlement being arrived at. Contrary to general expectation, the decrease in the production of pig iron, consequent on their being only six furnaces in operation, against 78 last month before the strike was decided on, has not, so far, led to a material reduction in the stocks held in Connal's store; and this being so, and the tightness of money during the last three weeks, accounts for the want of speculative energy which was looked for to send prices booming as soon as definite steps had been taken by the iron-masters. In the interests of the trade it is, perhaps, as well that a sudden ward movement in prices has thus been up averted. It is much better that the course of quotations should depend on the question of supply and demand; and with the present large consumption and well sustained shipments, it is not likely to be long before such a large reduction in the output as 16,000 tons per week makes itself felt. About the average quantity for some months past, of 4,500 tons, was withdrawn last week from

Connal's stores, making the quantity held there 634,000 tons, against 990,000 tons a year ago. Shipments for the present year are 40,000 tons in excess of the corresponding period in 1889. The manufactured iron and steel makers continue busy, but have to contend with difficulties arising from the labor disputes. Steel makers, especially, are now dependent in a great measure on Cleveland and the West coast district for their supplies of hematite pig. Prices firm. At Middlesbrough stocks in public stores stand at about 92,000 tons, against 169,000 tons at the same date in 1889. Shipments have been larger this month than last, but do not compare favorably with last year. The manufactured iron and steel makers find it somewhat difficult to maintain recent quotations in the face of weakness in the Pig Iron Market, which has caused buyers to press for reductions. However, most of the manufacturers are firm, and the consequence is that buyers are holding off to a great extent; and few orders of any moment, apart from Government and the requirements of corporate bodies, have been placed during the last fortnight. In Staffordshire, trade seems to be in a healthy condition. The demand is good, and buyers appear to have sufficient confidence in the future to buy forward when makers are disposed to re-spond.

TIN PLATES.

Tin plates are firm at quotations and buyers are recognizing the fact that the advance is now fully established, and they are therefore supplying their wants. Charcoals are advanced in our quotations this week.

CANADA PLATES.

Canada plates are about 10c. per box higher all round this week, and it may safely be said that the market is firm at \$3.25. There is only one brand to be had at present, namely Blaina's.

GALVANIZED IRON.

There is a moderate request for this and prices are unaltered.

INGOT TIN.

For spot delivery prices are firm, but for futures the market can be regarded as a shade easier.

ZINC AND SPELTER.

Sheet zinc and spelter still remain comparatively high, and there is not any prospect of any immediate reduction.

ANTIMONY.

This article is in only moderate request at the present time, but nothing is obtainable at a lower figure than quotations.

COPPER.

The demand for copper is nominal. Stocks are light, and prices are not by any means on the easy side, although the market is sluggish both in England and New York.

LEAD.

Lead still remains high and round lots have changed hands at \$4.12½ per 100 lbs

PAINTS AND COLORS.

The market this week is entirely unchanged from last. Business in all lines is still very slow, and shows no signs of improvement. Turpentine has been fluctuating in the south, but closes at about the same figure as last week. It is slightly easy here, the demand being slack, while stocks are comparatively large. White lead is a little easier in the English market, but is quite unchanged here. Linseed oil is moving out slowly at the late decline. Glue is meeting with a fair sale, but in this also the demand is hardly up to the mark.

HIDES, ETC.

HIDES—Cured are 7¼c. Green are 6½ to 7c.

TALLOW—Is 5 1-2c. for refined, and 2c. for rough.

MONTREAL

MONTREAL MARKETS.

NOV. 7, 1890.

IRON AND HARDWARE.

The week has witnessed no change in the position of this market and business generally continues quiet. The tone is firm and advices from Great Britain intimate a probability of several of the furnaces remaining out of blast for the entire season, owing to the strained relations between labor and capital. If such drastic measures are adopted by the furnace masters it will sensibly curtail production, and with stocks of a limited nature at the moment stiffness should ensue as soon as any movement occurs. At present it is wanting, while there is nothing doing in Canada except a small jobbing movement, buyers being well supplied. Consequently we have no change to note, but pig is stiff in value and it would take \$23 to move a line of stock. We hear of odd business in Summerlee and equal brands on this basis but it does not amount to much. Other lines also are quiet, and with the declaration of higher freight rates, trade will gradually slacken. Bar iron is steady at \$2.25 to \$2.30, while copper is quoted at 16 to 17c. Ingot tin is quoted easier in New York but there has been no change here, and the price is maintained pretty steady around 25c. Pig lead is worth \$4.00, and lead pipe \$4.50 to \$4.75. Advices on tin plate show no alteration and in fact all sheet material is firm. No cokes could be moved on spot under \$4.50, and we hear of business in small lots at 25c. better than this, while charcoal is the same at a range of \$4.75 to \$5.00 according to quantity. The same remarks apply to Terne plates which stand \$8.25 to \$8.50, Orion crown \$8.00 to \$8.25 for lower grade.



No Duty on Church Bells. Please mention this paper

TULLOCH & CO.,

Manufacturers' Agents
and
Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmen's Stores, Linseed Oil,
Portland Cement, Building Materials,
Pig Iron and Metals.

N.B.—Correspondence invited from Canadian firms interested in any of the above lines

MONTREAL MARKETS—Continued.

Hoops and bands are steady at \$2.75 to \$3. In fact in all branches of the iron trade firmness prevails and is likely to continue, although the movement is naturally small at present.

NAILS.

Makers all report themselves busy in rushing forward orders before the advance in freights take place as far as new business is concerned, however, we have little to note, and trade is rather quiet. The position, however, is very firm on the basis of \$2.50, and nothing under a round lot could be moved at this figure. Horse shoes continue stiff and makers are still well supplied with orders on the basis of \$3.65, with smaller lots at \$3.75.

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	....	2 50	
8 dy to 9 dy, " " "	....	2 75	
6 dy to 7 dy, " " "	....	3 25	
4 dy to 5 dy, Am. pat	....	4 00	
3 dy fine hot cut, " "	....	5 50	
4 dy to 5 dy, cold cut, Can pat.	....	3 00	
3 dy, cold cut, " "	....	3 50	
2 dy, hot cut, nails " "	....	5 70	
			Steel Wire.
			Cut Nails Nails.
10 dy to 60 dy, per keg	.....	\$2 60	\$3 15
9 dy " " "	.....	2 85	3 75
8 dy " " "	.....	2 85	4 10
7 dy " " "	.....	3 10	4 40
6 dy " " "	.....	3 10	4 70
5 dy " " "	.....	3 35	4 70
4 dy " " "	.....	3 35	5 00
3 dy " " "	.....	4 10	6 00
3 dy fine " " "	.....	5 60	7 25

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 50
4 dy @ 5 dy, per keg	.....	3 75
6 dy @ 7 dy, " "	.....	3 50
8 dy @ 9 dy, " "	.....	3 25
10 dy @ 30 dy, " "	.....	3 00
Cut spikes, " "	.....	2 75

COMMON FLOUR BARREL NAILS.

7/8 inch, per keg	.....	\$4 80
1 " " "	.....	4 20
1 1/8 " " "	.....	4 50

Finishing nails 70c. per keg over same size hot cut, viz., from \$6.45 for inch to \$3.50 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.45 for 1-inch to \$3.25 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$6.95 for 1-inch to \$3.75 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand 50 per cent. discount, for small lots.

P. B. & Co. brand 50 per cent. of list for small lots. Large lots 50 four months, with 5 per cent off for cash in 30 days.

SCRAP IRON.

There have been no sales here of scrap iron during the week. Old country wrought iron scrap is worth 67s. to 68s. c.i.f. Montreal and local about \$18.

CHEMICALS AND DYE-STUFFS.

The chemical market rules quiet, for like other lines of heavy material buyers supplied themselves well ahead a few weeks ago, and business now is naturally slack. Especially as freights will stiffen. Consequently beyond some odd movement for immediate delivery there is nothing particular to note in the way of business. The tone is firm as a general thing, and all lines of heavy chemicals are unchanged with the exception of Gambier which is somewhat easier, and we hear of business at lower prices. All other lines, however, act in the opposite direction, having the hardening tendency usual with the approach, and bicarb and sal soda are held at firmer figures here. The former is quoted 5c. higher at \$2.30 to \$2.40 and the latter at a similar advance at 95c. to \$1.05. These are the only actual changes on spot, but the other will likely follow. Advices from primary centres do not cite any change except in tartaric acid which has advanced 1 1/2c. per pound owing to a short supply of the raw material and is likely to be dearer. While sugar-of-lead has an easier feeling as the German syndicate has broken up and a shading in values is looked for.

PAINTS AND OILS.

There is little or no change in paints or oils. Business generally has been quiet and confined to a small jobbing movement, so that alterations are few. In leads the position is firm and business is generally transacted on a firm basis, but it is limited. We quote: White lead, \$6.25 to \$6.75; No. 1, \$5.25 to \$5.50; No. 2, \$4.50; No. 3, \$4 to \$4.25; dry white, 6 to 6 1/4c.; ditto red, 4 1/2 to 5c. There has not been much doing in oils, the movement in cod oil to which we referred to a week or so ago having ceased. It was caused purely by speculative buying, and values are essentially unchanged. They are firm, however, at 40 to 42c. for round lots and 43 to 45c. for smaller lines. Steam refined seal is quiet and firm at 54 1/2 to 55c., and linseed has been moving at 69 to 71c. for boiled, raw held for 3c. less. Castor and cod liver oils are unchanged.

GLASS.

The glass market rules quiet, as it has been

for some time back. There is a fair movement for local wants in a small way, but nothing to speak of in the way of a wholesale movement. Of course there is some stuff going forward in quantity, but it is generally on old orders placed previously, and new business is not spoken of. The ordinary jobbing trade, on local account, is excepted. The position rules firm at \$1.50 to \$1.60 for first and second breaks.

PETROLEUM.

The petroleum market has been somewhat unsettled during the week. Owing to a disagreement among the Canadian refiners and a very slack demand. Prices on Canadian stock are a 1/2c. easier. Crude is now quoted here on the basis of \$1.28 1/2 at Petrolea, and refined is as follows: Canadian, 13 1/2c. at Petrolea and 15 1/4c. in Montreal in car lots; in smaller lots, 17 to 17 1/2c. There is a good demand for American oil at 23c. in car lots and 23 1/2 to 24c. for smaller quantities; American benzine 23 1-2 to 25c., and Canadian 15 to 15 1-2c.

CEMENT AND FIRE BRICK.

There has been no change in cement and business has been rather quiet during the week. We hear of sales of 1,200 casks of London at \$2.65 for western account. Prices on spot continue unchanged at \$2.60@ \$2.80 for London and \$2.35@ \$2.50 for Belgium. Fire bricks are in good demand, several large sales being made at prices ranging from \$21 @ \$27 per 1,000.

NAVAL STORES.

Business in naval stores continue very quiet. There has been a fair enquiry for turpentine at steady prices. We quote: Turpentine, 60@61c.; rosins, \$2@ \$4.25, as to brand; coal tar, \$3.70@ \$3.80, cotton waste, 5 1/2c. for colored, and 7@10c. for white; oakum, 5 1/2@7 1/2c.; and cotton oakum, 10@12c.

LINSEED OIL MARKET REPORT.

EDITOR HARDWARE, Toronto.

Since our last the market has exhibited a quiet tone, buyers hanging back in the hope of obtaining some further concession in price from the crushers. The latter, however, maintain their position for ready oil, but prices leave off the turn easier for forward sales, especially for pipes. Continental buyers, whose orders, it was prophesied, would

When in want of Coal Hods, Elbows, Lanterns, Stove Boards, Shovels, Stamped Ware, Japanned Ware, Pieced Tinware or specialties in sheet metal, write us as below :



THOS. DAVIDSON & Co., Montreal or Toronto.
MERRICK, ANDERSON & Co.,

Agents for Manitoba and N.W.T., Winnipeg

Agents in Western Ontario for Chown and Cunningham Co., Limited
Stove Manufacturers.

TORONTO ADDRESS : 11 FRONT ST. WEST.

keep the market steady, have not shown any great desire to operate to the full extent of their requirements, it being the general opinion amongst them that, should business continue on the same quiet level as at present, crushers will be running into stock, and be more workable on price next month. With the Dominion business continues restricted, and shipments now going forward refer mostly to orders placed early last month. The high rates obtainable for barrels have served to attract supplies, and several of the crushers have filled their immediate requirements at 2 to 3d. less per barrel. The smaller quantity of Calcutta linseed afloat as per following statistics has steadied the market, and tended to give a slightly firmer tone to oil for prompt delivery.

Total quantity afloat, Calcutta to U.K. and Cont't.

Oct. 20, 1890.	Oct. 20, 1890.
253,145 qrs.	542,978 qrs.

	Bombay.
Oct. 20, 1890.	Oct. 20, 1890.
27,163 qrs.	7,378 qrs.

* 13,000 qrs. of which are for the Continent.

In spite of above diminution in visible supplies, we anticipate shipments will show a marked increase during the next few weeks. Silver market continues steady at 4s. 9½d. Homeward rate from Calcutta is nominally 1s. 6½d. To-day's quotations on oil are as follows:—

Barrels, 24s. 1½d. to 24s. 3d.

Pipes, 22s. 10½d. to 23s.

Oct. 23rd, 1890. TULLOCH & CO.

MAKING USE OF OPPORTUNITIES.

Young men generally enter a profession or trade with bright visions of future prosperity, and, after the apprenticeship has been served, look forward to opportunities which will start them on the road to positions of honor and affluence. Yet many seem to forget that it is not so much the opportunities as the use made of them that tells in the end. And these opportunities present themselves in many cases as soon as a young man enters the profession. Good honest toil during the allotted working hours in a shop gives a person a reputation for being faithful and industrious, but it by no means follows that this alone, however necessary it may be, will lead to promotion. A man must also work with intelligence, and for this he needs an education, which, when a college course is out of the question, can only be obtained by study during leisure hours. Recreation after working hours is necessary, but to devote every evening during the week to pleasure is a neglect of the use of opportunities which is sure to be felt in after years, and will often blight the hopes of ambitious minds. Constant work without intelligence may become a burden, but intelligence will often turn work into a pleasure.

We have heard of an engine builder who, when asked how much lap he gave to a valve, had to admit that he did not know

what lap meant, and when asked how he managed to design his engines, acknowledged that he copied other good patterns. Now it may be a satisfaction to this builder to turn out good work and lots of it; but is it honest to copy other builder's designs, which may have been perfected only by a considerable expenditure of time and money? Would not this builder have derived a greater satisfaction, and in fact a pleasure, from his daily labors, if he had been able to design his own engines? We certainly think he would.

The proper use of opportunities—and many will present themselves in the beginning of a profession—will certainly bring a reward in later years. If, therefore, honest ambition is to have its way, study in leisure hours is absolutely necessary. The time may come when the ambitious man will be called upon to make his own designs, and then a practical experience, combined with a theoretical knowledge, will be of great benefit. It is true that some details of a machine can only be perfected by a tentative process, and here good common sense and practical experience will be of avail; but it is also true that many details of a machine can be at once correctly proportioned by computation, and thereby expense and time saved, and vexatious and annoying delays or failure avoided. Success cannot be gauged by accumulated wealth alone; a man must also possess self respect, and be able to command the respect of others.—American Machinist.

The hardware stock of Herman Young, Quebec, Canada, has been damaged by fire.

James Foster, Gladstone, Manitoba, has sold out his hardware store to A. G. W. Williams.

A. McBean, Woodstock, who has sold out his hardware store is quitting business entirely.

The despatch from Chicago announcing the perpetration of the job by United States politicians in connection with the placing of nickel ore on the free list by Congress has created some talk. In one respect the despatch is correct. The Canadian Government cannot of itself impose an export duty upon nickel ore. The Minister of Customs has said there is no authority under our law empowering the Governor-in-Council to place an export duty upon any articles. The 2,458th clause of the Customs Act simply authorizes the Governor-in-Council to place articles upon the free list which enter the manufacture of other articles in Canada.

During the past week 34 car loads of nickel ore from Canada have been received at the Washington Navy yard and are awaiting the further disposition of the Ordnance Department. The ore is in the rough and is just as it came from the mines. The ore will have to be smelted, and will be kept in the yard until arrangements for the separation of the nickel

from the baser elements mixed with it are made. The nickel will probably be used for the tests now going on, looking to the more extensive use of nickel as an alloy for armour plate. As the quantity will be very large, even after it has been reduced by the smelting process, there is enough metal to last for some time.

In another column will be found Caverhill, Learmont & Co's advertisement in which they are offering skates. This firm do probably the largest business in skates in Canada. They have now on hand for this season's trade over 30,000 pairs of different qualities and makes on which they are offering good discounts.

The recent tests at Annapolis have probably settled the future of nickel, in the manufacture of armor plates, and as it is now considered desirable as an element in the manufacture of plates, it is certain that the nickel mine owners will not be put to the necessity of seeking a market for their product. It will be a question with them of deciding between competing governments which wish to purchase. The mines of Wharton Barker in Pennsylvania are said to be exhausted; the Nevada mines have not been developed long enough to be able to furnish nickel in great quantity; the New Caledonia mines can not furnish an adequate supply, and as there are few other sources of supply besides the Canadian mines, the owners of that property will doubtless find themselves greatly advantaged.

The increase in the use of structural iron in the northwest is one of the most interesting points in the marvelous development of the section, and is by no means confined to two or three cities therein which lay claim to metropolitan distinction. In nearly all public buildings and in private enterprises of the more permanent and substantial character, whether they are in towns of a hundred thousand or two thousand inhabitants, more or less architectural iron work is used, and experienced builders say the proportion consumed is quite as heavy in the northwest according to population as it is in the east. When it is considered that the cities and towns of the northwest have all been built in a hurry and supposedly with less regard for the element of permanence than the necessity for expedition, the true importance of the fact is plain. As an industry the manufacture of architectural iron ought to grow very rapidly and keep pace fully with the development of the iron resources of the country.—North-western Mechanic.

A feather duster disperses but does not remove the dust from the store.

Restore goods to their proper places as soon after using as possible.

Goods conveniently located save time, money and temper in showing.

Work can always be found in a store without double-million microscope.

Rivalry, open, fair, good natured and enterprising, is the life of business.

An English syndicate is said to have purchased all the iron manufactories at Youngstown, Ohio. The sale involves the transfer of \$4,000,000 worth of property, consisting of rolling mills and furnaces. It is understood that the present owners of the concerns will retain a controlling interest in case the sale is closed, and erect a mammoth steel plant.

S. J. Ritchie, T. W. Cornell, Geo. G. Allen, of this city, and Judge Burke, of Cleveland, have started for Sudbury, Ont., to meet the party of English iron and steel men who are making a tour of the country. The nickel deposits will be looked over. Garnier, French expert, who came over to test the Sudbury syndicate's nickel, has gone back to France under contract to return early next year and superintend erection of big works in Cuyahoga valley, near Cleveland, for reduction of the ore and extraction of nickel. He has a process for elimination of sulphur.—Akron, O., Beacon.

Two hundred men employed in the Bessemer department of the Otis Iron and Steel Works at Cleveland, O., received notice last week that they would be required to turn out one hundred tons of finished steel per day instead of seventy tons as heretofore. This is an increase of forty-two per cent. in the amount of work required, and is equivalent to a decrease of thirty per cent. in wages, since no greater pay will be given than before. The McKinley tariff may be a very fine thing for the country, but these Cleveland workmen do not think so.

On Saturday last the members of the Fire brigade in connection with Hodgson's wrought iron pipe mill held their annual competition for a number of silver medals presented by the firm. The weather was suited to the occasion in every way for the competitors, and, if somewhat cold for the spectators, it did not appear to chill their enthusiasm or diminish their number, in which the fair sex was well represented. The sports were held in the spacious grounds attached to the works, and were keenly contested, four of the teams in the hose race being within a fraction of a second of each other's time. Messrs. J. and C. Hodgson as judges

and Mr. Shaw as time keeper discharged their duties efficiently and satisfactorily to all, and the lusty cheer for their employers given by the men at the conclusion of the games showed the esprit de corps existing. It will be remembered that this is the brigade which rendered such valuable assistance at the Western abattoir conflagration; and Messrs. Hodgson's exertions in stimulating their brigade to still greater efficiency is deserving of the thanks of the community and is an example which, if followed by other manufacturers, might be the means of preventing loss of valuable property in many instances.

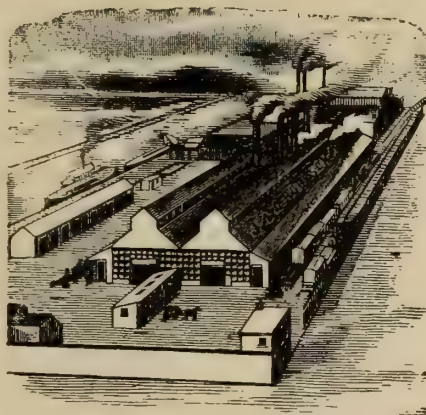
It is a stupendous project, that of a sub-ocean cable from Vancouver to Sydney, 8,900 miles, with intermediate land stations at convenient islands. It is less stupendous, however, than the original Atlantic cable, and much more certain to be an accomplished fact. One importance such a cable, would have to Great Britain is that it would render her independent of lines through Europe, in an emergency affecting her Indian and Australian dependencies. The cost of the cable is placed at \$9,000,000, and a Government guaranty of \$270,000 per annum at a 3 per cent rate on the cost is asked for. N. Y. Commercial Bulletin.

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will control the trade
of your locality.



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Coal Hods, Stove Boards, Registers, Elbows, Lanterns, Fire Shovels.

All styles of Japanned work for the grocery, spice and baking powder trade.

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DRUM TAPS.

Leaves from the Diary of a Commercial Traveller.

BY WM. H. MAHER.

CHAPTER. X.

Mr. Talcott was evidently very much hurt by the house having dunned him for a bill before it was due, and I did not blame him; all the same, I wanted an order. How was I to get it? I mapped a course in my own mind and "went, in."

"I am very sorry there should be any trouble," said I, "and don't blame you for feeling as you do; it's bad enough to be dunned after an account is due."

"It was mean," said he.

"The trouble was with the man who sold you the goods," said I; "he did not mention a word about giving you any extra time. I have been keeping the books for the firm, and you are not the first one who has complained in this way. So far as the time was concerned it was all right, and if you will come over and look at my samples you shall have the best pocket-knife there, to make the interest right."

A man can't fight you when you agree with him, and my falling in with his complaints pleased Talcott.

"I don't want any interest," said he, "but I was mad."

"I don't blame you. I would be if I were in your place; but I don't want you to punish a poor devil like me because one of the firm made an error. I shall do the travelling over this road hereafter, and when anything is wrong I will make it right. But you are pretty low in cutlery, aren't you?"

"Oh, I can get along for some time yet."

"I see you handle sad irons. How is your stock of them?"

"Oh, I could handle a few things, but I hate to buy of that house. I like you well enough, but I've sworn that I wouldn't buy another cent's worth from Heman & Co."

"Come," said I, "you are too hard on a house because of a mistake; and it was a mistake, I know. If you should make a blunder, you would think your customer was a little unreasonable to stop trading with you when you were willing to correct the mistake. I am not going to leave till you give me an order, if it's only for one sad iron. I want you to try me; I'm not a bad fellow, and if you help me with an order, I'll help you by giving you some low figures."

He was all over with his sulks, and I saw I was going to win. "Can't you come up to the hotel?" I asked.

"I suppose I can, if I've got to give you an order," said he.

"That's the talk come right along."

On our way up I led him to talk about himself and his business, a subject every merchant delights in, and when we reached the hotel we were on the most friendly terms. I spread out my samples of table and pocket cutlery and spoons, and it was not long until he began to order. As I was closing the cards I gave him a handsome pocket-knife, evidently to his gratification.

"Now how about sad irons?" I asked, when we were through with cutlery.

"What can you sell for?"

"Four cents."

"Great Caesar! You're high."

"Am I? How much?"

"I bought them for 3 last fall."

Ours were marked to cost $3\frac{1}{2}$. Three cents was pretty low, and I didn't know but that our sads were a better article than he had bought. "I ought to have 4 cents," said I, "but I will split the difference and call it $3\frac{1}{2}$."

"No you won't," said he; three cents is all I paid, and I can buy them for that to-day."

"Where?"

"In Seneca Falls."

"Bless me," said I, relieved, "so you ought. Look at the difference in freight. Mine are thirty-five miles away, and the others are three hundred. My sads at $3\frac{1}{2}$ are the cheapest."

"Well, send me two dozen, assorted sizes."

I walked back to the store with him, and there we picked up several items, such as basting spoons, pressed basins, etc., his order amounting to about \$75 in all. I felt well pleased, and when I went away we seemed like old friends.

From their I went to Lewart & Brothers. The eldest was the buyer and manager, and I found him at leisure. He appeared to be very glad to see me, and invited me to a seat. We talked on outside topics awhile, then came to business. I continuing to feel around to find about how cheap he bought. For his opportunities he was a very close buyer, and well posted. I had not been in a store since I left home but that I had picked up some valuable information there, and I think I learned more from Lewart than from all the others. I began to name some low prices on several things, and at last came out plainly.

"Mr. Lewart, I want a little order from you to day, and I want to show you my samples. Can you get away for half an hour?"

"I'll look at your samples," said he, "but I don't believe I will buy anything to-day."

That was not promising, but I was not disheartened.

I showed him everything I had, expatiated on its merits, quoted prices, and showed him how much profit he could make on it. He examined everything closely; looked in the knives to see how the back was finished: felt of the edge, and tried the spring. With table cutlery he examined the handles, bent the blades, and twisted the tines of the forks. But everything was handed back and no order given.

"You make a large profit on cutlery, don't you?" he asked.

"Cutlery pays a little better than nails."

"Yes; I guess it does; there's a knife I like; what do you ask for it?"

It cost us \$9.05; ordinarily I would have asked \$11.50 for it; but I wanted to start him and I said \$11.

"You make a good profit on that," said he; "there's only three figures in your cost mark so the knife can't have cost \$10, and you want \$11 for it. I suppose Jobbers were satisfied with a profit of 10 per cent."

I dared not stop or appear to hesitate, but, quick as a flash, I turned to a knife that cost \$10.62, and of course had four letters in the mark.

"You would get yourself in trouble if you were to figure out our cost in that way," said I. "Here is a knife I would sell for \$9."

He was puzzled and didn't carry the

matter any further. But he didn't order; something must be done; I would try flattery.

"I'll say one thing for you, Mr. Lewart," said I, "you have the best taste in cutlery of any man I've met so far. I was looking at your show-case, and I thought to myself you did not often buy a knife that wouldn't sell."

"I have pretty good luck in that respect," said he not ill-pleased.

"If we were buying for ourselves we would not carry one third the samples we do, but you would be surprised to see the styles some people buy; there's a knife a dealer just bought, but I am afraid he made a mistake." I had heard Lewart say it was an ugly knife.

"Did Talcott give you an order?"

"Yes, a very nice order; but I'm afraid his line of knives wouldn't suit you."

I ran this kind of talk as long it was wise and then I came out for an order. I took out my book and pencil.

"Well, Mr. Lewart, you are not going back on me, are you? You need some notions, and I can sell them right, and you will do me a great favor to give me a little order."

He said nothing for some minutes, and then he pointed to a knife. "Send me a dozen of that," said he.

Like all other men, the trouble was to start him; now he went on well enough. He bought a line of cutlery, sorted up on shelf hardware and notions, giving me an order amounting to about \$100, and at fair profits right through.

After getting through with him I went to see the Kingston boys, for there were two of them. I spent an hour there, and I never exerted myself to please more than I did in that hour. I considered it time well expended in getting into the good graces of the boys, and after-experience told me I was right. I told them stories, showed them tricks, gave them small pen-knives, and bought candy for them. When I was going I left a message for their father, but I was confident the praises of the boys would be the best message.

The boys told me of a jeweler who kept cutlery, so I called on him. He was a garrulous, gossiping fellow, and I fell in with his ways and sold him a small bill of fine knives; the bill was a long one, but the items were small, one-sixth of a dozen being the amount of each kind ordered. But I made him pay well; his bill amounted to \$26, and \$8 was clear profit.

After my experience with the Bremont druggist I was in doubts about trying any others; but I still had time to spare, and I saw one here with white lead exposed for sale at his door. I concluded to try him.

He was a brisk fellow to whom I handed my card, but before he could say, "I don't sell hardware," as he was going to, I said: "You keep white lead I see, sir. I have a sample of white lead with me that you will oblige me if you will examine."

He said nothing to the contrary, and I showed him my lead.

"Where is it made?"

"In New York."

"What do you ask for it?"

"Twelve cents."

"I don't believe I want any."

"Isn't it all right?"

"I guess so; but I have all I want."

"Do you buy much at a time?"

"No; I don't carry a large stock."

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Steam and Water-Power Pumps

FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP
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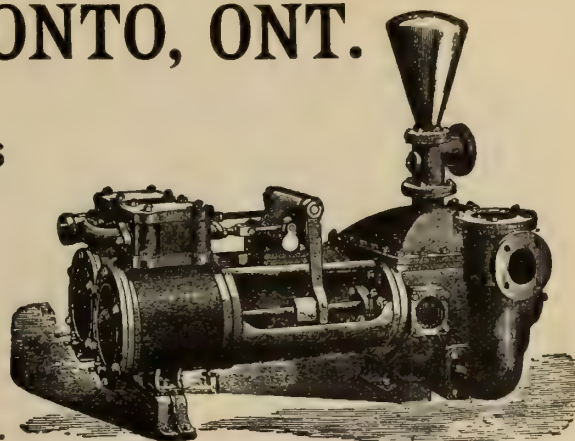
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FUEL AND POWER

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Prices and particulars on application.

OFFICE AND WORKS: Corner Front and Parliament Sts.



"Well, I'll tell you what I would like to do, sir; I will send you a case of my lead on ninety days; guarantee it to you in every way, and back you up in anything you say about it. I want to introduce it here, and from what I see of you would rather you would take hold of it than any one else, though, if I must, I can put it in the hardware stores. I like the way you talk lead, and I am sure I can give you something that will do your trade good."

There was flattery and a threat in this. The flattery was swallowed, of course, and, as he had the paint trade already, he didn't want to see the hardware men taking hold of it. Whether I could have sold them or not was another question, but I threw out the hint for what it was worth.

"Well," said he, "I don't know but your terms are fair, and if your lead is good I had as soon handle it as any one's. You may send me a 200-pound case."

I booked the order, and took renewed courage about white lead.

The remainder of my stay in town was spent with Mr. Talcott, whom I found to be a very entertaining man. Laid away in his desk was a little sketch which I imagine he read to every drummer, as he read it to me, and I have no doubt they all pronounced his reading excellent, and the sketch uncommonly good, just as I did.

It was called

A LESSON IN BOOK-KEEPING.

"You was de book-writer, eh?" said a thin-faced man as he reached the desk where I was writing.

"The what?"

"Vas you de gashier in?"

"Yes sir, I'm the cashier."

"How mooch I owes you on de books?"

"What is your name, sir?"

"Phwat! I bought goods here all dis long dime and you ask dat?"

"I don't remember ever seeing you before, sir."

"Well, well, dat's to pay all de dime, dell-ing peoples what my name was. Sprechen sie Deutsch?"

"No, sir, I can't speak German."

"No? Dat's how it goes! I shall buy my hartsvare from some Yarman house biemby,

but I gan dalk Inklisch if you gan't speak Yarman. But how mooch I owe you?"

"But you forgot to tell me your name."

"Dat's a lie Mr. Gashier; I forgot nodd-ings. I told you my name was Phillip."

"Phillip? Phillip what?"

"Phillip Vat! Not by a sight! Put maybe you dinks you know my name pettther as I do?"

"Oh, no; I only asked you what was your other name beside Phillip?"

"Dat ish all right; my oder name was Wee."

I looked through the index for "Wee" among the W's, but it wasn't there.

"When did you get the goods from us, Mr. Wee?" I asked.

"Mishter what? Mishter Wee! Oh, ho, dat was goot. Mishter Wee! I shall laugh myself busting. Go to school, young man, und find somedings oud. I nefer yet seen a Yankee what knowed nodings."

"Didn't you say your name was Phillip Wee?" I asked.

"I said Phillip Wee Disher, you fool. 'Phillip Wee,' oh, ho; dot was too goot."

I looked for Phillip V. Disher and found the account. After a minute's footing, I said:

"There is a balance due us of \$58.16."

"How de tuyful you makes out dot?"

I explained the state of the account, as it appeared on the books, but instead of appeasing him he seemed to be growing more excited under the explanation. Finally he broke out:

"Dis ish onebig sheat. Fifty-eight tollars! Great Shiminy! Dose pooks are a swindle. Put you gan't fool me like dose. Now vwhere did I pay?"

I showed him the account, and he went through it in a most laborious manner. When he had finished reading it he said:

"Vere ish dat fifty-eight tollars and sixteen cents?"

I showed it to him on the paper when I had made the subtraction.

"I ton't vant no baper; I vant de books. Vere ish dot money on de books?"

"It is not on the books; it is the difference

You can lose more than we do by not subscribing for this paper.

SECURITY

LOOK FOR IT,
WAIT FOR IT,
IT WILL PAY YOU.

The "Eclectic Security" Tubular Lantern.

Combining as it does all the latest improvements without any of the discovered defects of Lanterns hitherto on the market. The following are a few of its most important points, viz.:-

Burner connected with oil Cup by a screw.

Inch wick. Hinged Cap to Burner.

Seamless bottom to oil cup, which contains an imperial pint.

Convenient and cool method for removing Globe to clean and light.

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Electric Supplies for Electric Lighting, Electric Bells, Wire Annunciators. Contractors for Electric Work.

HENRY S. THORNBERRY & CO., 30 King St. W. Toronto.

Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
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between the debit and credit sides of the account."

"I vants de books; I don't vant nodings else."

I was at a loss what to say, when a thought struck me.

"Haven't you the amount on your book?" I asked.

"Maype so."

He drew out a greasy little memorandum book and proceeded to read.

"Januar elevens; bill hartsvare dirty dollars and seventy-five cents; tid you got dat to my grebit?"

"I've got you charged with it."

"Sharge! You don't know how to make up books. Write him down on a piece of baper."

"All right; go on."

"Marsh second; bill hartsvare, fifty-two tollars forty-one cents; got him."

"Yes, sir."

"Und fifteen April I send down twenty-five tollar; got him?"

"Yes, sir."

"Den I gives you fifty tollars now und shquare de' gount."

"It leaves \$58.16 due us, Mr. Disher."

"Und you won't shquare him up for fifty dollars?"

"I couldn't. The balance due is \$58.16."

"Den de hartsvare can go to de tuyful; I shall puy from a Yarman de next dime. I don't like dis Yankee keeping books; it is too much cut-your-throat for me. Dere is fifty-eight tollars; you can have desixteen cents if you are so ploody mean ash to say so."

I let the sixteen cents go; gave him a receipt in full, and when he was sober the next day, sold him some "hartsvare."

TO BE CONTINUED IN NEXT EDITION.

FORTUNES IN SMALL INVENTIONS.

Every little while the newspapers take up the subject of inventions and tell their readers how many have made fortunes out of small inventions. The Pittsburg Dispatch gave the other day a list of small things that have made their inventors wealthy. It commences with the pen for shading in different colors, which yields an income of \$200,000 per annum. The rubber tip at the end of lead pencils has already made \$100,000. A large fortune has been reaped by a miner who invented a metal rivet or eyelet at each end of the mouth of coat or trousers pocket to resist the strain caused by the carriage of pieces of ore or heavy tools. In a recent legal action it transpired in evidence that the inventor of the metal plates used to protect the soles and heels of shoes from wear sold upward of 12,000,000 plates in 1879, and in 1887 the number reached 143,000,000, producing realized profits of \$1,250,000.

A still more useful invention is the "darning weaver," a device for repairing stockings, undergarments, etc., the sale of which is very large and increasing. As large a sum as was ever obtained for any invention was enjoyed by the inventor of the inverted glass bell to hang over gas to protect the ceilings from being blackened, and a scarcely less lucrative patent was that for simply putting emery powder on cloth. Frequently time and circumstances are wanted before an inven-

tion is appreciated, but it will be seen that patience at times is well rewarded, for the inventor of the roller skate made over \$1,000,000, notwithstanding the fact that his patent had nearly expired before its value was ascertained.

The gimlet-pointed screw has produced more wealth than most silver mines, and the American who first thought of putting copper tips to children's shoes has realized a large fortune. Upward of \$10,000 a year was made by the inventor of the common needle threader. To the foregoing might be added thousands of trifling but useful articles, from which handsome incomes are derived, or for which large sums have been paid. Few inventions pay better than patented toys. That favorite toy, the return ball, a wooden ball with an elastic attached, yielded the patentee an income equal to \$50,000 a year, and an income of no less than \$75,000 fell to the patentee of the "dancing jimcrow."

The invention of Pharaoh's serpents," a toy much in vogue some years ago, was the outcome of some chemical experiments, and brought the inventor more than \$50,000. The sale of the wooden figure, "John Gilpin," was incredibly large for many years, and a very ingenious toy, known as the "wheel of life," is said to have produced upward of \$100,000 profit to its inventor. One of the most successful of modern toys has been the "chameleon top," the sale of which has been enormous. The field of invention is not only vast and varied, but is open to everybody, without respect to sex or age, station or means.

Toronto File Co.'s Works,

99 NIAGARA ST.

BERTRAM & Co., - Proprietors.



MANUFACTURERS OF

HIGH CLASS FILES AND RASPS,

Guaranteed equal, if not superior, to those imported from England and the United States. Using only special steel, all files stamped Toronto File Co. are warranted to give satisfaction.

PROMPT ATTENTION will be given to letter orders, and SPECIAL DISCOUNT from list price on application.

ADDRESS,

BERTRAM & CO.,

76 Wellington St. W.,

TORONTO.



WELL 'I NEVER SAW ITS EQUAL JUST
5 MINUTES FROM START TO FINISH
WITHOUT EITHER DUST
MIXING OR
AND A
BEAUTIFUL
POLISH.

SILVER STAR STOVE POLISH
BLACK BRILLIANT BEAUTIFUL.

This
polish entirely
supercedes all
others, being a
paste all ready
for use, produces
a jet black enamel
gloss with but half
the labor.
Sold every-where.

F. F. DALLEY & Co. Proprietors,
HAMILTON, CANADA.

TORONTO ENG CO.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH	HARDWARE	AMERICAN
CONTINENTAL		CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

Write for Quotations on our Specialties as below :

GORDON CROWN GALVANIZED IRON, guaranteed equal to any in the market.

M. L. S. TIN PLATE, equal to Bradley's.

M. L. S. STOVE PASTE, best in use.

We also have on hand a complete stock of all kinds of Elbows, Stove Boards, Pipe Varnish, Dampers, Black Lead, etc. Headquarters for General Hardware, Tinsmith and Plumbers' Supplies. We also carry a full line of Lamps, Lamp Goods, Gas Globes, etc.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



The above Brand of Lead

Requires no Association Guarantee.

It is the STANDARD of the Dominion for
Purity, Fineness and Whiteness.

WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

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Late Williamson & Lambe.

STORAGE.

54 & 56

Wellington St. E.,
TORONTO.

DESKS

OFFICE, LIBRARY,
CHURCH AND SCHOOL

FURNITURE.

JOHN M. BLACKBURN & CO.,
41 COLBORNE ST., TORONTO.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	25, 26
Straits 100 lb ingots, " "	25, 26
Strip " "	27, 29

Tin Plates—Charcoal Plates, Bright.

Bradley M.L.S.	Per box
I.C., usual sizes	\$6 25 \$6 50
I.X., " "	7 50 7 75
I.X.X., " "	8 75 9 00
Raven & P.D. Grades—	
I.C., usual sizes	5 25 5 50
I.X., " "	6 25 6 50
I.X.X., " "	7 25 7 50
L.X.X., " "	8 00 8 25
D.C., 12½ x 17	4 75
D.X., usual sizes	5 75
D.X.X., " "	6 10 6 65

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 40 4 50
I.C., special sizes	4 50 4 75
B.V. Grade, I.C., usual sizes	4 40 4 50

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Tern.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 25 8 50

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, " "	
" 14x65, " "	

Iron and Steel.

Common Iron, per 100 lb	\$2 35 2 40
Refined " "	2 60 2 65
Horse Shoe " "	2 60 2 65
Band " "	2 87 3 00
Hoop " "	2 87 3 00
Swedish " "	4 00 4 50
Nova Scotia Bar iron	2 50 2 75
Sleigh Shoe Steel	3 00 3 25
Machinery, Tire Steel	0 13 0 14
Best Cast Steel, per lb.	0 10 0 12
Russian Sheet	0 10 0 12
Bank Plates	2 25 2 50
Toiler Rivets.	4 75 5 00

Boiler Tubes.

2-inch	13c
3-inch	18½

Boiler Plate.

½ inch.	\$2 75
5-16 " "	2 60
¾ " "	2 50

Sheet Iron.

1 to 20 gauge	3½, 3½
22 to 24 " "	2½, 3
26 " "	3, 3½
28 " "	3½, 3½

Canada Plates.

Blaina	½ bright 3 20 3 25
Boars Head	" " No. c
Maple Leaf	" " None
All Bright	" " None

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5½, 6c
26 gauge, " "	5½, 6
28 " "	5½, 6½

Gordon Crown—	
16 to 24 gauge, per lb	5½, 6½
26 gauge, " "	5½, 6½
28 " "	5½, 6½

Note.—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, ½ inch, per lb	4½, 4½c
" 7-16 inch " "	5½, 5½
" 1 " " "	5½, 6
Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—Ingot.

Lake Superior, per lb	0 00 0 00
Baltimore " "	0 17½ 0 18½
English B.S. " "	0 17½ 0 18½

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	\$0 28 \$0 31
" round & square	
1 to 2 in	0 26 0 28

Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,	
16 oz, 14x48 and 14x60	\$0 21 0 22
Untinned, 14 oz, and light,	
16 oz, irregular sizes	0 22 0 23

Note.—Extra for tinning, 2½ cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x48 and 14x60 0 30 0 32

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb.. 0 22 0 26

" 35 to 45 " " 0 21 0 22

" 50 lb and above per lb 0 20 0 21

Boiler & T. K. Pitts.

Plain Tinned, per lb. 0 26

Spun " " " " 0 30

Wire.

Pure, in coils—

From 1 to 20 gauge..... 0 25 0 27

From 20 gauge, up..... 0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge. 0 21 0 25

" " 27 to 30 " " 0 23 0 29

" " 30 and up..... 0 26 0 29

Sheets, hand-rolled 2x4 ft. 0 25

Zinc Spelter.

Foreign, per lb..... 0 06½ 0 06½

Domestic " " 0 05½ 0 05½

Zinc Sheet.

5 cwt casks..... 0 06½ 0 07

Part casks 0 07 0 07½

Lead.

Imported Pig, per lb..... 0 04 0 04½

Domestic " " 0 04 0 04½

Bar, 1 pound 0 05 0 05½

Sheets, 2½ lbs, per square ft, by roll 5 00 5 25

Sheets, 3 to 6 lbs, per sq ft, by roll 4 75 5 00

Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note.—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb 0 20 0 22

Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb.... \$0 21 \$0 22

Other makes " " 0 19 0 20

Pure White Lead, ground in oil, Associat'n guarantee, per lb. 5½

No. 1 Do..... " 0 5½

No. 2 Do..... " 0 4½

No. 3 Do..... " 0 4½

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon \$1 05 \$1 10

2nd qualities " " 0 85 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb..... 0 05

Chrome Yellow " " 0 09

Golden Ochre " " 0 06

French " " 0 05

Marine Black " " 0 09

Green " " 0 09

Chrome " " 0 08

French Imperial Green 0 14

Colors, Dry

Yellow Ochre (J.C.) in bbls, per lb 0 01½

" (J.F.L.S.) " " 0 01½

Venetian Red (R.C.2) " " 0 01½

" (1343) " " 0 02

Ven. Red, Cookson's " " 0 02

English Oxides " " 0 03½

American " " 0 02½

Paris Green, per lb..... 0 15½ 0 16

Burnt Sienna " " 0 08½

Burnt Umber " " 0 06

Drop Black " " 0 09

Chrome Yellows " " 0 12

" Greens " " 0 12

Golden Ochre 0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal 0 70

Brown Japan " " 0 70

No. 1 Carriage " " 1 50

Gold Size Japan " " 1 40

Pure Orange Shellac " " 2 20

Hard Oil Finish " " 1 50

Linseed Oil (in bbls).

Raw, per gal 0 68

Boiled " " 0 71

Turpentine (in bbls).

Selected Packages, per gal.... 0 59 0 60

Castor Oil.

Best, per lb..... 0 10½ 0 12

Glue (in bbls)

Common, broken 0 10 0 11

French medal 0 12 0 13

Cabinet makers 0 17 0 18

White 0 16 0 17

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	" 0 05½
" No. 2	" 0 04½
" No. 3	" 0 04½

Acme Paints.

Neal's Carriage, discount 40 p. c.	0 02
English Oxide, by the barrel	0 01½
American Oxide	0 01½
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p. c.	
Granite Floor, in tins, 90c, 47½c	0 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	
" Wagon and Imperial, dis 40 p. c.	
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz	1 25
Acme Carriage Top Dressing, \$1 75	per doz 4 00 8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 to 45 p. c. Amer.	
Rim Fire Cartridges, Dom. 50 and 10.	
Rim Fire Military, net list. Amer.	
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.	
Central Fire Cartridges, Dom. 30 & 10	
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p. c. Amer.	

Wads.

Eley's, per 1,000	\$0 25 \$1 60
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Anvils.

Per lb	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	5 65 1 59
Pegging, " "	0 65 1 25
Brad, " "	0 85 1 60
" handled	3 60 7 30
Saddlers', " "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, " "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	6 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Brass, 60 to 66½	
" 50 and 10 to 60 p. c.	

Door.

Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50

Cow.

American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 p. c.	

Farm.

American, each	2 00 5 00
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House.

American, per lb	0 35 0 40
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Bel lows.

Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount 35, 40 per cent.	

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 per cent.	

Bench Stops.

Per doz	5 00 6 00
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Bits—Auger.

Gilmour's dis 55.	
Excelsior—Jennings, discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jennings' Gen, net list to 5 p. cent. dis.	

Car.

Gilmour's, 47½ to 50 per cent.	
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Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb	0 11 0 15
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Bolts.

Carriage, dis. 60 and 5 per cent. to 60 and 12½ per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis., 45 to 50 p. c.	
Elevator, dis., 35 to 40 p. c.	
Machine, dis., 60 to 60 and 5 p. c.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 20 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 35 to 40 per cent.	
Reversible, dis., 65 to 70 per cent.	
Vegetable, per doz	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	500 40 23
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Butts—Brass.

Wrought Brass dis. 60, 60 and 10 per cent.	
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Cast Iron.

Loose Pin, dis. 60 to 60 and 5 per cent.	
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Wrought Steel.

Fast Joint, dis. 60, 60 & 5 p. c.	
Loose Pins, " 60, 60 & 5 p. c.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.

Horse, per doz	0 70 0 95
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Carpet Stretchers.

American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz	22 50
World	21 75
Daisy,	24 00
Star,	18 00

Crown Jewel, per doz	29 00
Grand Rapids,	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50 p. c.	
Plate " dis. 50 p. c.	

Cattle Leaders.

No 31 and 32, per gross	8 50 11 25
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Cement.

Portland, car load lots	2 70
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.

Carpenters' Colored, per gross	0 50 0 85
White, lump, per lb	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz	0 85 4 00

Churns.

Amer., dis. 50 p. c. to 60 p. c.	
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Clamps.

Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clips.

Axle, dis. 65 p. c.	
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Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
" No. 2	2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p. c.	
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Cradles, Grain.

Canadian, discount 25 p. c.	
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Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English,	2 00 4 00

Draw Knives.

American, dis. 70.	
Canadian, dis 25 to 35 p. c.	

Drills and Drill Stock—Brest.

Millar Falls, per doz	16 00 51 50
P. S. & W., dis. 40 per cent.	

Twist.

Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.

Dis. 20 to 33½ p. c.	
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Fawcets.

Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star,	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10	
Barton Smith, dis. 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis. Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25 p. c.	
Horse Rasps, Kearney & Foote's dis Am list, 50 p. c.	
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33½ p. c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc, dis. 40 p. c.	
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Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis. 50, 50 & 10 p. c.	

Fruit Presses.

Henis' per doz	4 00
Enterprise, discount 10 p. c.	

Fry Pans.

Acme, discount 50, p. c.	
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Gauges—Marking, Mortise, etc.	
Stanley's dis. 50, 55 p. c.	

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 40
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Glass.

4th quality Star, 1st break	1 50
" 2nd	1 60
" 3rd	3 80
" 4th	4 10
" 5th	4 40

Window Glass.

Pilkington's ordinary	
1st break	\$3 65
2nd	3 90
3rd	4 60
4th	4 95
5th	5 40
6th	5 90
7th	6 50

Picture Glass.

Pilkington's ordinary.	
1st break	4 30
2nd	4 70
3rd	5 40
4th	5 90
5th	6 50
6th	6 90
7th	7 70

Glue Pots.

Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list.	
Can. discount 25 to 27½ p. c.	

Tack.

Magnetic, per doz	1 10 1 50
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Sledge.

Canadian, per lb	0 12½ 0 15
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Ball Pean.

English and Can., per lb.	0 25 0 37½
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Handles.

Axe per doz	1 00 3 50
Store door "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 30 p. c.	
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Hoe.

C. & B, discount 30 p. c.	
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Saw.

American, per doz	1 00 1 25
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Plane.

American, per gross	3 15 3 75
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Hammer and Hatchet.

American, per doz	0 50 0 80
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Cross Cut Saw.

Canadian, per pair	0 18 0 25
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Hangers.

Door 4 and 5 inch, per pair	0 40 0 80
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Hatchets.

Can., dis. 37½, 40 p. c.	
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Hooks—Cast Iron		Pencils.		Scale Beams.		Cigar Box Nails, dis. 35 p.c.	
Bird Cage, per doz	0 50 1 10	Dixon's, per gross	1 00 4 25	Canadian, B. S. & M. dis. 40 per cent.		Shoe Finders Tacks & Nails, dis. 25 p.c.	
Clothes Line, "	0 27 0 63	" Carpenter	2 25 3 60	Scrappers.		Tape Lines.	
Harness, "	0 72 0 88	Picks.		Box, per doz	2 10 4 50	English, ass skin per doz	\$2 75 \$5 50
Hat and Coat, per gross	1 00 3 00	per doz	6 00 9 00	Foot, "	40 3 50	English Pat. Leather	5 50 9 75
Chandelier, per doz	0 50 1 13	Picture Nails.		Screens.		Chesterman's, each	0 90 2 85
Wrought Iron.		Porcelain Head, p. gross	1 65 3 00	Window, patent, per doz	6 00 7 50	steel, each	0 80 8 00
Wrought Hooks and Staples, Can.	dis. 17½, 20 p.c.	Brass Head,	40 1 00	Screw Drivers.		Thermometers.	
Wrought Hooks and Staples, Amer	dis. 75 to 75 and 10 per cent.	Planes.		Sargent's, per doz	65 4 00	Tin case & dairy, dis. 75 p.c.	
Wire.		Wood, bench, Canadian, or American	dis. 50.	Screws.		Ties.	
Hat and Coat, dis. 35, 40 p.c.		Wood, fancy Canadian, or American	dis. 35, 37½ per cent.	Wood, flat head iron, dis. 47½ per cent.		Cow, per doz	1 25 2 50
Belt, per 1,000	0 60 2 70	Bailey's (Stan R. & L. Co.)	33½ to 35 per cent.	Wood, round head iron, dis. 42½ per cent.		Tinner's Shears and Snips	
Screw, bright, Eng., dis. 40, 5, 45 per cent.		Miscellaneous, dis. 10 to 12½ per cent.		Wood, flat and round head, brass, dis. 25 p.c.		P.S. & W., 10 p.c. advance on American list.	
Horse Nails.		Bailey's Victor, dis. 10 to 12½ per cent.		Bench, wood, per doz	3 25 4 00	Tinware.	
Horse Shoes,		Plane Irons.		Bench iron per doz	4 25 5 75	Stamped, dis. Assn list, 70, and 12½ per cent.	
Per keg	3 60	English, per doz	2 00 5 00	Scythes.		Japanned, dis. Prices on application	
Ice Picks.		Pliers and Nippers.		Discount 40 per cent.		Pieced, dis.	
Star, per doz	3 00 3 25	Button's Genuine, per doz. prs. dis 37½, 40 p.c.		Scythe Snaths.		Transom Lifters	
Kettles.		Button's Imitation, per doz.	7 40 10 25	Canadian, dis. 33½ to 35 p.c.		Payson's, dis. 25 per cent.	
Brass spun per lb	0 28 0 30	German, per doz	60 2 60	Shears.		Traps.	
Copper, "	0 40 0 45	Plumbs and Levels		B. & W., japanned, dis. 75 per cent		Game, Newhouse, dis. 17½, 20 per cent	
Enamelled Can. 50 p.c.		S. R. & L. Co., dis. 65 p.c.		Seymour's dis. 60 p.c.		Game, H. & N., or P.S. & W., discount 57½ to 62½ p.c.	
American, 50 and 10, 60 and 5 per cent		Poppers.		Etna, dis. 75 @ to 75 and 10 per cent.		Mouse, per doz	0 35 1 50
Keys.		Corn, square, per doz	1 35 2 00	Heinrich 60 per cent.		Rat	2 00 4 50
Lock, Can. dis. 50 p.c.		Pruning Shears.		Sheaves.		Trowels.	
Cabinet, Trunk, and Padlock, Am. per gross	1 60 4 75	Per doz	4 00 5 50	Sliding Door, per set	77 1 40	Disston's, discount 10 p.c.	
Knobs.		Pulleys.		Shot.		German, per doz	4 75 9 00
Door, japanned, and N.P., Can. list dis. 50 p.c.		Hothouse, per doz	55 1 00	Canadian, dis. 7½ per c.		Brade's	00 10 50
Bronze, Berlin, per doz	2 75 3 25	Axle	22 33	Shovels and Spades.		S. & D., discount 35 p.c.	
Bronze, Gem, "	6 00 9 00	Screw	27 1 00	Canadian, dis. 37½ to 40 per cent.		Triers.	
Lava, "	8 75 10 00	Awning	35 2 50	Sieves.		Butter, per doz	6 25 9 00
Shutter, porcelain, F. & L screw, per gross	\$1 30 4 00	Pumps.		Wood Rim, black, p. doz	1 15 1 35	Trucks	
Ladles.		Rumsey, Cistern & Pitcher Spout, 60 and 60 and 10 per cent.		" tinned, "	1 35 1 60	Warehouse, each	2 25 6 50
Melting, per doz	1 70 4 50	Punches.		Tin Rim, "	2 30 2 45	Twines.	
Lemon Squeezers.		Saddler's, per doz	1 00 1 85	" black, "	1 80 2 25	Bag, per lb	0 12½ 0 20
Porcelain lined, per doz	2 20 5 60	Conductors' "	9 00 15 00	Snaps.		Wrapp'g, mott'd, pr. pack.	0 50 0 60
Galvanized, "	1 87 3 85	Tinner's solid, per set	72	Harness, German, p. gro.	2 00 5 50	cotton, per lb	0 18 0 20
King, wood, "	2 75 2 90	" hollow, per inch	1 00	Acme, "	3 00 5 00	Mattress, per lb	0 33 0 45
" glass, "	4 00 4 30	Putty.		Lock, Andrew's	4 50 11 50	Staging	0 27 0 35
All glass, "	1 20 1 50	Bladder, per 100 lbs	2 00 2 25	Soldering Irons.		Broom	0 30 0 55
Lines.		Tins, lbs	2 50 2 75	Per lb	0 30 0 32	Binding, flax, per lb	
Fish, per gross	1 05 2 50	Rail.		Wrought Spikes.		" jute	
Chalk, "	1 90 7 40	Barn Door, per foot	3 3½	Discount, net list to 10 per cent.		Vises.	
Locks—Door.		Sliding Door, "	3½ 3½	Spoke Shaves.		Hand, per doz	4 00 6 00
Canadian, dis. per cent.	50	Rakes.		Wood, English	1 80 5 00	Bench, parallel, each	2 00 4 50
Russell & Erwin, per doz	2 90 7 50	Cast Steel and Malleable, Canadian list dis.		Iron, American	1 35 2 35	Coach, each	6 00 7 00
Cabinet.		Razors.		Spoons and Forks.		Peter Wright's, per lb	0 12 0 13½
English and Am. per doz	50 6 00	Boker's, per doz	7 50 11 00	Sheffield Sterling.		Pipe, each	5 50 9 00
Scandinavian, "	1 00 2 40	Wade & Butcher's	3 60 10 00	Tea Spoons, per gross	7 50 12 00	Saw, per doz	6 50 13 00
Eagle, dis. per cent	15 1 17½	Razor Strops.		Dessert	21 00	Washer Cutters.	
Mallets.		Currier's, per doz	1 25 3 60	Table	30 00 30 00	Per doz	4 00 8 50
Tinsmith's, per doz	1 25 1 50	Rivets and Burrs.		Dessert Forks	24 00	Well Wheels.	
Carp'trs', hickory	1 25 3 75	Copper Rivets, dis. 40.		Medium	27 00	Amer. per doz. 8, 10 & 12 in.	3 38 6 00
Lignum Vita, "	3 85 5 00	Burrs, Iron, 30, 33½ per c.		Table	36 00	Wire.	
Caulking, each	1 60 2 00	Rivet Sets.		Squares.		Market, bright and annealed, Nos. 1 to 16, 5 per cent. advance on list from stock. From factory net list.	
Mattocks.		Canadian, dis. 30, 35 per c.		Iron, per doz	1 65 2 90	Market, oiled, coppered, 5 p.c. advance. From factory net list.	
Meat Gutter.		Rope.		Steel, dis. 75 p.c.		Market, tinned per lb	0 04½ 0 08
Enterprise, dis. per cent	20 25	Sisal, per lb	12 12½	Try and bevel, dis. 50 to 52½ per cent.		Galvanized Fence, 5 per cent. advance on list. From factory net list.	
Dixon's, each	1 60 2 00	Manilla, " No. 1	14½ 15	Fence, galvanized, per lb	5 5½	Tinned Broom, from 19 to 22 gauge, per lb	0 07 0 07½
Woodruff's	1 10 1 70	" No. 2	13½ 15	Wrought Iron, dis. 75, 75 and 10 per cent.		Malin's Wire on spools, dis. 30 to 35 per cent	
Hale's, "	1 05 1 50	Cotton, "	22 25	Stocks and Dies, Amer. dis. 25 per cent.		Clothes Line, galv. p. 100ft	0 25 0 55
Hume, "	13 00 16 00	Deep Sea, "	15 16	Stone.		Barbed Wire.	
Mincing Knives.		Rules.		Washita, per lb	0 15 50	Galv. steel barb fencing	
American, per doz	42 2 35	Boxwood, dis. 75 & 10 & 5 80 per cent.		Hindustan, per lb	0 06 9	"Lock Barb," 4 point	0 5½ 0 05½
Molasses Gates.		Ivory, dis. 40, 40 & 5 per cent.		Slips, per lb	0 13	Ditto Glidden 2 point	0 05½ 0 06
Stebbin's Patent, dis. per cent, 65 to 70 per cent.		Sad Irons.		Labrador, per lb	0 15	Galv. Steel, plain twist	0 05
Nails.		Mrs. Potts, per set	0 95	Turkey	0 50	Galvanized Barb, "Lyman," 2 to 4 points	0 05 0 05½
Cut, 3 in. and upwards,		N. P.	1 25	Arkansas	1 50	Terms, 60 days or 2 per cent off for cash—10 days.	
per keg	2 65	Sand and Emery Paper.		Water-of-Ayr	0 10	Wire Cloth.	
Brads & Moulding Nails, discount 55 to 60 per cent.		B. & A. sand, dis. 25, 30 p.c.		Scythe, per gross	3 50	Ordinary, discount 25 p.c.	
Wire Nails, 60 to 65 per cent.		Emery, per quire	55 90	Grind, per ton	15 00 18 00	Painted Screen, p. 100 sq ft	2 25 2 5
Nail Pullers.		Sash Cord.		Stove Polish.		Wrenches.	
German & American	1 85 3 50	Per lb	22 50	Per gross	1 80 7 50	Agricultural, dis. 70.	
Nail Sets.		Sash Locks.		M.L.S., per gross	2 50	Standard, dis. 60, 60 & 10 p.c.	
Square, round and octa-		Triumph and Morris, dis 37½, 40 per cent.		Jacoby	5 00	Coe's Gen'l, dis. 40, 45 p.c.	
gon	3 38 4 00	Kempshell's dis. 40, 62½ per cent.		Mirror Black Lead, per gr.	2 00	Diamond, dis. 33½, 35 p.c.	
Diamond	12 00 15 00	Canadian, dis. 45, 50 p.c.		Jos. Dixon's, bulk, per lb	0 07	Tower's Engineer, each	2 00 3 00
Oil.		Sash Weights.		Dixon's Plumb	0 15	" S., per doz	5 80 7 50
Canada Refined Oil (Toronto)	0 17	Each	1 00 3 00	M.L.S. Paste, per gross	9 00	G. & K's Pipe	6 00
Carbon Safety	0 18 0 18½	Saws.		Nicholson's, per doz	1 00 1 25	Burrell's "each	3 40
Canada W.W.	0 20	Hand, Disston's, dis. 10 p.c.		Tacks, Brads, etc.		Pocket, per doz	1 25 2 00
American W.W.	0 25	S. & D., dis. 35 to 40 per cent.		Cut, Carpet, gimp, blued, dis. 35 p.c.		Wringers	
S R Seal	0 63 0 65	Cross-Cut, Disston's, per ft. 35 to 55.		" tinned, dis. 45 p.c.		Each	3 25 5 50
Oilers.		S. & D. dis. 25 to 35 per cent.		Swedes' iron, blued or tinned, dis. 42½ p.c.			
McClary's Galvan. Iron		Hack, complete, each	1 75 2 75	Upholsterers' dis. 42½ p.c.			
Oil Can, with Pump,		" frames only	75	Copper Tacks and Nails, dis. 35 p.c.			
per doz	19 50	Saw Sets.		Trunk and Clout Nails, " 40 p.c.			
Zinc and Tin, dis. 50, 50 and 10.		Per doz	1 65 9 00	atent Brads, dis. 40 p.c.			
Copper, per doz	1 25 3 50	Scales.		Finishing Nails, dis. 35 p.c.			
Brass, "	1 50 3 50	Canadian List, dis. 40 p.c.					
Malleable, dis. 25 per ct.							
Pails.							
Galvanized, per doz	2 00 3 50						

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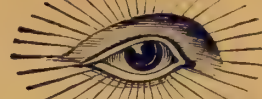
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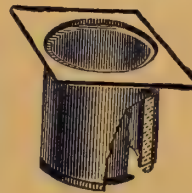
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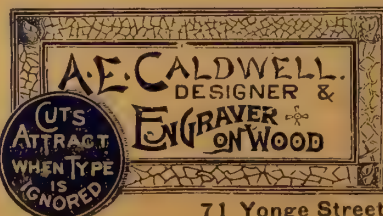
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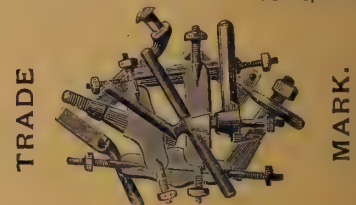
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Vol. 2.

TORONTO AND MONTREAL, NOVEMBER 15, 1890

No. 46

MARKING GOODS.

The need of everything having its price affixed, will doubtless be admitted by every merchant. There will be seen in many stores a vast field for improvement, in the fact that this rule is far from being strictly observed. Mark everything—even down to a tin rattle, and there will be a good result from it. Nothing is more embarrassing to a salesman than his obvious ignorance what the exact price of a given article is. The hardware trade is full of detail, and there is contained in every such establishment a vast amount of miscellaneous goods. If these goods are not severally marked, there is going to be inconsistency in prices on the part of those employed. This is inevitable, and if not quickly remedied will sooner or later bear its results. In stores where a stock of housefurnishing goods is kept, we would particularly urge that each piece of tinware and everything in connection with that branch should be marked. In case of nails, bolts, screws, and articles that are put up in packages of a hundred or a gross each, as the case may be, a card will be found best for this purpose, on which each size should have its price attached. There is nothing in a hardware store that cannot be marked, and the fact of everything having been priced makes it needless for every salesman to have a price of his own. A price book is indispensable in every store. In it should be placed the cost of all goods that are received, and the correct date of each invoice, and the name of the firm from which purchased. Thus, when the time arrives for taking an inventory of the stock, the work will be facilitated and the stock book summed up with accuracy.

In cities and towns where competition is keen, marking in plain figures is being resorted to more than formerly; thus customers may see what an article is worth without

asking. If these prices are not low enough for the customers, a merchant will be compelled either to keep the goods or reduce the price to everybody. Of course one man's money is as good as another's, and no merchant who believes in a fair price at a legitimate profit need blush when plain figures are displayed to his trade. There is a damaging influence in reducing a price simply because a certain customer thinks it too high. Let your store be a one price establishment, and when it is understood as such it will gain a reputation among the general public that your prices are reliable. The only reduction that should be made from the regular retail prices is for a large quantity of goods purchased at one time, in which case a discount could be given, and this also should be understood among the employees. A merchant will find this method will often secure him a sale of goods not kept in stock, and thus concentrate trade. Let everyone engaged in the hardware business see to the marking of his goods, and no system inaugurated for the general facilitating of business will be attended with better results than the one we have just discussed.

WINDOW DRESSING.

In days gone by when merchants paid little or no attention to display, the great present necessity of windows being properly dressed was not foreseen. In cities and large towns great improvement has been made in this matter, but in smaller towns much can yet be learned and put in practice to the advantage of the shop-front and the profit of the trader.

The great point in having a window properly trimmed is to make it attractive. Seasonable goods should be shown and too much of a miscellaneous display should be avoided. Many stores now keep a fair line of house furnishing goods, and these with good taste would render any window attractive. Such goods are always in demand and

are not easily damaged from being exposed to sunlight, etc.

We would advise any person entrusted with the care of a window not to make use too often or too long of any class of goods liable to become injured or reduced to a second hand appearance, as this would make window dressing an unprofitable undertaking. Any show window should have a sash in the rear. This prevents dust, and in the winter time if the sash shuts perfectly tight it will keep the outside glass free from frost. Thus the goods will be always visible to passers-by.

All goods which go in the window should be perfectly clean. While there they should also receive daily attention. As we said in a past number, dust will injure any man's trade, and the window, of all places, should be free from it. Care should also be taken to have the window itself well cleaned each time it is dressed. This adds to its general appearance. We would urge upon merchants everywhere the great necessity of goods being displayed. It will add to their business, and the merchant who possesses a well arranged stock of goods, properly kept, will find that it is a great benefit to him to make everything attractive.

CANADA SEEKING SELF-INDEPENDENCE.

Canada is doing everything that is possible to render her entirely independent of any favors from the United States, says the Colonies and India: Under the Treaty of 1871, the canal and lock at Sault St. Marie, connecting lakes Huron and Superior, is although United States property, perfectly free to Canadian vessels, and it is largely used by the vessels—and they are very numerous—trading to and from Port Arthur, Fort William, and other minor ports. This has been a great convenience to Canada, and the privilege is much valued; but, for some years, it has been considered advisable that a canal and lock should be made between the two lakes on the Canadian side. A bill was passed by the Canadian Government early in 1889, authorizing the work, and an appropriation made of \$4,000,000. The work was commenced immediately, and has been pushed on so rapidly that it is expected to be completed in 1892. In entire

length the canal will be about 3,700 feet from water to water, and of this distance the lock occupies about 600 feet, between the gates. There will be 18½ feet of water over the mitre sill at low water, and the width of the dock is about 85 feet from wall to wall, narrowing at both ends to about 65 feet. When the work is finished there will be through communication, entirely through British waters, from the head of Lake Superior to the Atlantic, and it deserves more notice than it has hitherto received.—Industrial World.

HOW TIN PLATE IS MADE NOW.

Nearly all the tin plate made in Wales now is from Bessemer or open hearth steel, about the same quality as that made by the steel plants in and about Wheeling, except that a little more care must be exercised in getting the exact amount of carbon, so that the steel may be soft and ductile. The early processes of the manufacture are the same as for sheet steel as made in this section.

The steel is rolled to its required thinness as is the ordinary sheet steel of commerce. It is then taken to the pickling department where it is treated to an acid bath in a solution strong enough to take all the scale off, and at the same time remove any particles of foreign substance, such as sand or other grit, from the surface. It is then placed in an annealing furnace similar to that used in annealing sheet steel, and allowed to remain there for twelve hours. It is next taken to the cold rolls, and in a cold state, rolled till it assumes a glossy appearance, and all the pores of the surface are perfectly closed. This latter process hardens it a little, but at the same time makes it more pliable and less apt to crack in bending. After the cold rolling process it is again placed in the annealing furnace and allowed to remain twelve hours longer.

The steel is then ready for tinning process. It is treated to another acid bath, but the solution is barely strong enough to remove the scale placed on the steel by the annealing process, and care is taken that the acid shall not remove any particles of iron from the surface. The sheets are then cut to the required size and taken to the tinner in lots of about two hundred and fifty. The tinner places them in a vessel containing palm oil. This palm oil bath has the effect of making the tin adhere to the steel, and at the same time keep the tin bright and clean. The sheets coated with palm oil and in lots of two hundred and fifty are placed into a pot of molten block tin. After remaining in the bath of hot tin long enough to heat thoroughly, the sheets are removed one at a time, and while hot are passed to the washerman, who with a long brush made of Russian hemp, carefully brushes both sides. This brushing removes any impurities that may have collected, but does not tend to scrape off the tin coating. This first coat of tin is usually

a low grade of metal, and is thicker than the second coat.

The sheets are then passed to the roller, who finishes them ready to be sorted and packed. The rolling process is interesting. The sheets are dipped into a pot of molten tin of good quality and passed through a pair of rolls so arranged in the rim of a square metal box that they drop the sheet into a compartment below, that is filled with hot palm oil and other unimportant ingredients. By means of a little lever connected with a feeder in the bottom of the palm oil tank, the sheets are started through another pair of rolls in an upward direction. The first pair of rolls has squeezed nearly all the tin off the plate, and the second makes the distribution more even and takes still another part of the loose metal from the sheet. This second pair of rolls, however, guides the sheets in between another pair of rolls that take away any surplus tin that may yet remain.

The plates are now practically finished. They are allowed to cool and are passed to girls who clean the oil off them with bran and sheep skin. They next go to the sorter who is the best paid man in the tinning department. He passes an experienced eye over each sheet and passes it or sends it back to be retinned.

These rolls for removing the surplus tin are of recent introduction. Under the old process the sheets after being dipped in the tin, were allowed to drip and very little of the tin would run off. In those days it was calculated that thirteen pounds of tin would cover 31,500 square feet of surface. The first improvement was the introduction of one set of rolls, which cut this amount down to eleven pounds for the same surface. A second pair of rolls was then put to use, and that reduced it to about five pounds, but when the third pair of rolls was put on, it came down to about three pounds. The old fashioned tin plate was far the best, and as each successive step was taken the plate became that much more worthless, till the three pound tin has no value at all except to sell.

Much of the roofing tin is made of two parts lead, and one part tin, and is known as "Terne Plate." It is made twenty-eight by twenty-eight inches, and is the largest size made. Tin plates larger than that have never been made for commerce, because it is a difficult matter to handle them in tinning. Some American mechanics now working in Southern sheet iron mills, and who worked for years in the tin mills, of Wales, are now devising a plan to make tin plates ten feet long and as wide as ordinary sheet iron. Such plates would make a great difference to the tin roofer. One sheet being enough to cover a large space without soldering. It is also hoped to do away with a part of the labor employed in the tinning department of the industry, by rolling the plates and coating them with but one handling.—Stoves and Hardware Reporter.

TEMPERING STEEL.


The phrase "tempering" is usually applied to mean a combination of hardening and annealing practically applied to all steel goods in order to give them such a degree of hardness as will best fit them for wear and tear, conjoined with the minimum possible of brittleness—this being effected by first hardening them by heating to a red heat and suddenly cooling, and then heating up again to a somewhat lower temperature and allowing to cool slowly (the heating and cooling slowly being known as annealing). According to the temperature to which the hardened steel has been heated before annealing, so is the diminution in the hardness affected by the process; and the particular resultant combination of hardening with toughness and elasticity is known as the "temper" of the steel. Sometimes, however, the word "temper" is used in different senses. Thus steels of different carbon percentages are said to differ in temper, whether they have been actually hardened and annealed or not. Again, "tempering a tool" is an expression used for hardening it, and again, the same expression is used to imply the softening or annealing of the tool. Sometimes when the point only of an article must be tempered, as certain kinds of chisels, the whole mass is heated red-hot and the point dipped into water or oil to harden it; on taking it out the heat from the body of the article is rapidly conducted to the point; as soon as its temperature is raised enough the body is somewhat cooled by a short immersion so as to reduce the temperature of the whole nearly to uniformity, and then the whole article is allowed to cool slowly; so that the hardening and annealing are done by one heating. For some articles the temperature must be determined somewhat exactly, and temperature is judged of by the tint of the film of oxide that forms on the surface (previously brightened) during the heating. Thus lancets must be tempered at about 220 degrees Centigrade (428 degrees Fahrenheit); the color is a very pale yellow; for surgical instruments and razors a straw color signifies the right temperature, 230 to 235 degrees Centigrade—(to change Centigrade to Fahrenheit take the Centigrade number, add 32, then add the product of the number multiplied by 1.8); penknives and common razors, a golden yellow, 240 to 245 degrees Centigrade; scissors, cold chisels, shears, etc., a brown, 255 degrees Centigrade; axes, planes, etc., a brown, dappled with purple, 265 degrees Centigrade; table knives and large shears, a purple, 275 to 280 degrees Centigrade; springs, watch-springs and swords, a bright blue, 285 to 290 degrees Centigrade; fine saws and augers, a full blue, 290 to 295 degrees Centigrade, and hand saws and large saws, a dark blue 315 degrees Centigrade. The point of a drill may be hardened by being coated with tallow and

CAVERHILL, LEARMONT & CO'Y,

-: SKATES :-

Our stock is large and fully assorted, including :

“SKELETON” Halifax Pattern. “GENUINE ACME”
and Forbes’ New Patent “ACHIEVED.”

 Write for Prices, as we
are Headquarters.

MONTREAL.

heated in a flame until the tallow decomposes rapidly, and then plunged into a mass of tallow to heat it. By heating the point of a small tool nearly white hot, plunging into a stick of sealing wax for a second, and then into another part of the wax, and so on until cold, steel may be made so hard as to bore into similar steel hardened in the ordinary way.—Exchange.

THE WATCHFUL DEALER WINS.

Every merchant needs to keep a watchful eye on his stock. How often that it happens that a customer asks for an article and is informed that “We are just out, but shall have some in a few days.” Every time the merchant says this he loses trade, and it may be a customer. It does not pay to be out of staple goods. A merchant should make it a rule to inspect his stock daily, or a portion of it, and as soon as an article is running light in stock an order should be made, so that the fresh supply may be on the shelves by the time the present stock is exhausted.

A merchant should reduce his order to such a system that freight bills will not be needlessly numerous. If a watchful eye is kept at work, orders may be so limited that it will not be necessary to have the

smallest shipments made, but the package will be of respectable dimensions. There is money in keeping orders bunched as much as possible, as every unnecessary package reduces the year's profits to the amount of freight charged.

There is a feature in ordering that should always be kept in mind. The orders should not be too large. How many stores there are carrying old and dirty looking stocks of goods. The trouble is that the merchant has four times what his trade demands. The result is he injures his business every time he allows an overstock to come into his store. And the same thing is seen in all lines of goods. The merchant has no overstock, or he is “out.” Either of these conditions should be strenuously guarded against by every merchant. They are evils in his business that if allowed to have hold will always hold him aloof from prosperity.—American Storekeeper.

Two steamers are now being built for the Allans in Glasgow and will be ready for the St. Lawrence route next spring. They are to be called the Numidian and Mongolian. Each is nearly as large as the Parisian and will have accommodation for both passengers and cattle.

A tower of iron and steel, 1,500 feet high, has been designed by Charles Kinkle and G. R. Pohl, architects, of Washington, D. C., to be erected in connection with the World's Fair at Chicago, and it is said that a number of capitalists in New York, Washington and Chicago are behind the enterprise, and will erect the structure without asking aid of the fair managers of anybody else. The only name given is that of M. B. Baily, a contractor and builder, who is one of the incorporators. The tower, according to the report, is to be erected within a mile of the commercial centre of the city, regardless of the location of the fair, be permanent and cost \$200,000. The base will be 480 feet in diameter, with a “skeleton of steel-framed lattice work on 16 hyperbolic curved legs;” and there are plans for a hall with a capacity to seat 30,000 people, and a hotel with 4,000 rooms in the structure, space for the public library, rooms for the Grand Army, public institutions, etc. There are to be eight elevators for the first 100 feet, four to 200 feet, four to 400 feet, and two to the top. The floors will be 33 feet apart.—The Iron Trade Review.

Restore goods to their proper places as soon after using as possible.

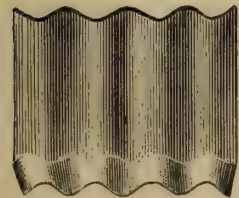
Goods conveniently located save time, money and temper in showing.

CORRUGATED STEEL FASTENERS.

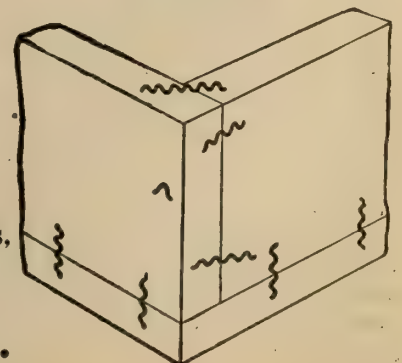
A Perfect, Secure Joint!

NO GLUE, NO SCREWS, INEXPENSIVE.

All Manufacturers of Wood-work are interested in this Invention.



Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.



THE ONTARIO TACK CO., Hamilton, Ont.

FERGUSON, ALEXANDER & CO.,

MANUFACTURERS OF

THE ELEPHANT BRAND

**LEADS, COLORS, VARNISHES, JAPANS
AND READY MIXED PAINTS.**

PAINT WORKS AND OFFICES : 22 College St.,
VARNISH WORKS : St. Gabriel Locks.

MONTREAL, and Glasgow, Scotland.

FULL STOCK !

QUICK SHIPMENT !

THE SCIENCE OF ADVERTISING.

A sensible advertiser will first look about him for a trustworthy journal, with a large circulation among the persons whose patronage he desires to secure. Such a man, dealing in hardware only, would hardly expect to receive much benefit from advertising in a paper that circulates exclusively among grocers; yet that would be better than patronizing an organ of the dry goods trade. Both journals, however, would be very inappropriate and unprofitable mediums for making known his business. So he naturally seeks to extend his reputation through the columns of a paper that can intelligently introduce him to the people with whom he wishes to become acquainted.

Having fully satisfied himself that the trade journal which he has selected is "sound" on circulation, reputation and influence, he is ready to talk contract; and he should understand the value of an advertising contract as well as he does that of a keg of nails. If he proposes to advertise liberally for a year, without change of advertisement, he will find the publisher very well pleased with this arrangement; but for himself and his business it would be the very worst policy in the world, and indicate indifference is an important matter. If by paying 25 per cent. more per annum he can secure the privilege of changing the words or display lines of his advertisement several times during the year, he will be largely the gainer by securing such a contract. The public always become tired of seeing the same old stereotyped words and phrases; and they soon lose their attractiveness.

The display lines of an advertisement are an important feature. They should convey the idea of what is for sale, its quality, and its price, if need be, putting all the less impressive sentences in insignificant type. John Smith goes away from home to purchase goods, has a fine time, and returns to his

business greatly refreshed and elated. So when he writes his new advertisement he will begin it like this: "John Smith has returned from New York with a fine new stock of hardware, which he proposes," etc. That trip to New York was the "biggest thing" he ever experienced, and consequently becomes the most prominent feature of his advertisement. His hardware stock is a secondary affair.

Seriously, it is better to depend very frequently upon the good sense and better taste of the printer in formulating display lines and phrases. There will be more of a business air about the advertisement when it appears before the public.

Novelty of form and illustrations in an advertisement always attract most attention, and, if it is kept from becoming puerile or ridiculous, is a paying element. But the advertisement of a thorough business man, to circulate only among other business men, requires less of novelty than indications of stability and earnestness.

Clap-trap devices are too much in the line of dime museum notices to suit staid business men, and will be avoided on all occasions where the general public is not interested in the material advertised. Sometimes, however, if not resorted to too frequently, and judiciously subdued, they will reach a certain class of dealers who possess a latent sense of the humorous.

Another feature of successful advertising is being "always at it." The skip, hop and jump method of advertising once in a while, (and that, too, a very long while) is not evidence of prudence, not promotive of economy. Constantly keeping one's self and his business before the public in varied forms and attractions, savors of enterprise, and in the long run becomes very remunerative. Never let the people forget the advantages it is sought to bestow upon them. "Out of sight, out of mind," is true, but the genuine advertiser is never out of sight, but has "the call" on some one who will "see him later."

Let us advertise.—Chicago Journal of Commerce.



The death is announced of Jesse Herbert, of J. Herbert & Co., roofers, Ottawa, Ontario.

It is understood that the Barnum Wire and Iron Works, lately established at Walkerville, will remove to Toronto.

The Grand Trunk double track is ironed from Kingston to Napanee. The company will do no more work this fall.

The Holy Land is becoming modernized. A railroad has been built between Joppa and Jerusalem and traffic will soon commence.

Franklin F. Spencer, of the well known wholesale hardware firm of Messrs. Hibbard, Spencer, Bartlett & Co., Chicago, Ill., is dead.

The Vanderbilts and the Standart Oil Co. are said to be after the Southern Pacific. It will cost them about \$54,000,000 to get the control.

The Halifax Shovel Co. are unable to keep up with their orders. They are putting in new machinery to enable them to meet the demand.

The Jenks Machine Company, of Sherbrooke, Canada, have taken orders to the amount of \$50,000 for mining machinery, to be set up in Sudbury.

The three bridges on the Sarnia branch G. T. R. at Komoka are being rebuilt with iron and the abutments are made wide enough for the double track which is to be built in the near future.

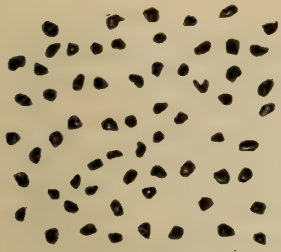
The iron construction work in connection with the Toronto University is about complete. The Kellogg Iron works of this city have the above contract also the new Bank of Hamilton in Hamilton.

The Canadian Locomotive and Engine Company are at work on two locomotives

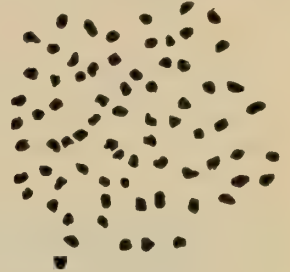
H. S. HOWLAND, Sons & Co.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.



DEAD SHOT F. G.



DEAD SHOT F. F. G.

GUNPOWDER. "American Dead Shot." TRY IT.

for the Chignecto Marine Transit railway, Nova Scotia, which will weigh upwards of 100 tons each, and will probably be the largest engines in the world.

The United States will be poorly represented at the Jamaica exhibition, while Canada will occupy the largest space. British Columbia and the maritime provinces will show fish and minerals; Manitoba and the Northwestern provinces, grain, minerals and general produce; Ontario, fruits, manufactured goods and grain.

The Canada Southern Railroad is experimenting with a compound engine, of which Vice-President Cox says they get 25 per cent. more work and which burns 25 per cent. less fuel. Two water "scoops" are being put down, which, with the compound engines, would make it possible to cover 250 miles from Suspension Bridge to Windsor without a stop.

The last key of the last section of the metal lining of the St. Clair tunnel, constructed by the Grand Trunk Railway Company, has been put in place. The stone portals of the tunnel are in process of erection and the approaches are being rapidly completed. It is anticipated that the tunnel will be ready for traffic in February next.

The Hudson's Bay railway, of which we have heard so much, has not been attracting so much attention of late. The enterprise which is so important to Manitoba has been allowed to die out. Notwithstanding that its necessity is as keenly felt as ever, it is doubtful whether the undertaking will for a length of time at least be pushed.

Ald. William Clendinneng, manufacturer; William Clendinneng, Jr., manufacturer; Joseph Stanislas Bousquet, banker; John Clendinneng, founder; Theodore Alfred Clendinneng, founder; Arthur Edward Clendinneng, founder; William Gladstone Withers, gentleman; John Alfred Donohue, founder; George Lewis McIntyre, gentleman

and Philip Simpson Ross, chartered accountant, all of Montreal, are asking for an act of incorporation under the name of the "Clendinneng Company," with a capital of \$500,000, to do a general iron manufacturing business.

The death is announced of Charles H. Merrit president of the David Merydole Hammer Co., Norwich, N. Y. The goods manufactured by this Company are well known to the Canadian trade. The business will be carried on as before, and the recent improvements made in their plant will give them greater facilities for turning out their goods than ever.

There is a possibility of Brockville having an electric street railway next season. A company of local capitalists now hold a charter for a street railway, and the intention is, we understand, to utilize the plant of the incandescent light works for supplying the motive power. Such a railway ought to prove a paying institution, and we trust the project will be carried out.

The Canadian Manufacturer, Toronto, announces that its subscription price will hereafter be one dollar per year instead of two dollars as heretofore. The size of the pages and the number of them will remain unchanged, and it will be issued twice a month as it has been ever since its establishment in 1882. It is devoted to the manufacturing interests of Canada.

The new owners of the Feigel gold mine, Marmora township, a wealthy syndicate of Montreal capitalists, have arranged to get out a large quantity of ore during the winter from the old vein, and from other veins on the property. In the spring, if the ore pans out favorably, they will erect reduction works and operate the mine on a large scale. It is expected that a great impetus will thus be given to gold mining in North Hastings.

Every line of goods embodies a history and a science worth years of study to understand.

THE SUDBURY MINES.

Speaking in reference to the great mineral resources around Sudbury, Dr. Bell of the Geological Survey says, the copper and nickel deposits cover an immense extent of country from Lake Superior to Lake Mississauga. Nickel has been looked for elsewhere than at the present mines, but it is possible that it extends all along with the copper. All ores in the Sudbury district compare favorably with those of other districts, and the copper is the greater in quantity, being about double the quantity of nickel.

Eight hundred men are at present employed in the mines, and so confident are the miners of the success of the undertaking that they are working away, and daily sinking money notwithstanding the fact that the original investment has not been paid back yet.

The copper and nickel from these mines are shipped to Swansea, Hamburg and Pennsylvania where it is refined.

There is no lack of demand for the metal once the smelting is done. As is now well known, this portion of the country is not worth much except for mining purposes, although there are here and there strips of land that are suitable for agriculture.

It is no doubt now that we possess the world's supply of nickel, in fact five-sixths of the known nickel deposits are in the vicinity of Sudbury.

Since the various governments of the world will possibly use armour plate of nickel steel a great industry will undoubtedly be built up in our midst if these resources are properly developed,



No Duty on Church Bells. Please mention this paper

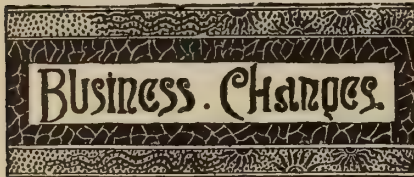
J. W. PATERSON & BRO.,

TORONTO AND MONTREAL.

MANUFACTURERS AND IMPORTERS.

Roofing Material, Building Paper, Plaster, Cement, etc.

We are now Manufacturing and Importing all kinds of Foundry Facings and Supplies, including Plumbago, Stove Polish, etc. We offer close prices to buyers of these goods. Please write for price list.



ONTARIO.

Belhaven—Cowieson, Geo., blacksmith, deceased.

Belmont—James, John G., Tinsmith, burnt out, insured.

Burk's Falls—Menzie, R. H. (estate of) general store, stock, etc., advertised to be sold by auction.

Colborne—Crandall Bros., general store, assigned to John Ferguson, Toronto.

Hamilton—Osborne, Worswick Co., (Ltd) steam engines, called meeting of creditors.

Harrow—Rosebrugh Bros., (estate of) general store, stock, etc., advertised to be sold by auction on 14th inst.

Kemble—Ingles, Joseph, general store, succeeded by Gardiner & McGregor.

Melbourne—Sponenburg, Geo. W. carriage maker, burnt out, insured.

Mount Forest—Scott, Jas., general store, advertised business for sale.

St. Mary's—Maxwell, David & Sons, mfrs. agricultural implements, sued.

Teeswater—Maurer & Thomas, general store, advertised dissolution of partnership January 1st, 1891.

Toronto—Ewing & Co., (R. Geoffrey Ewing only) mfrs. mouldings and mantels, sheriff in possession.

MANITOBA AND NORTH-WEST TERRITORIES.

Broadview—O'Neil, John, grocer and hardware, assigned in trust.

Carberry—White, E. S., general store, admitted E. Cordingly. Style now E. S. White & Co.

QUEBEC.

Armagh—Larochelle, P., general store, meeting of creditors 12th inst.

Aylmer—O'Reilly, Edward, general store, stock sold.

Hebertville—Dumas & Lortie, general store, assigned.

St. Marie De Monnoir—Boucher, Stanislas, general store, compromised.

St. Pierre Les Besquets—Montpas, Telesphore, general store, assigned.

St. Sylvestre East—Pageot, Damase, general store, assigned.

NOVA SCOTIA.

Barrington—Sutherland, Chas. S., general store, deceased.

Jeddore—Blakeney, John A., general store and fishing, assigned.

Pugwash—McLeod & Ross, tinware, etc., dissolved

NEW BRUNSWICK.

Buctouche—Cormier, A. D. H., general store, assigned.

Millstream—McAfee & Baird, general store, dissolved.

DISCOMFORTS OF WEALTH.

"It's not because we like it that we hustle so in our business," said a leading Boston merchant. "You have no idea of the great responsibility of such a business as this. To be sure, it brings wealth; but what is wealth, after all? Money in itself is of very little account. I wouldn't give five cents a bushel for it; it don't bring happiness; I am happy, but it is not because I have money, but in spite of it. Happiness is a matter of disposition, and money can neither bring a good disposition nor happiness. My happiest days were when I had a small family and a salary just big enough to support that family. Then I was free from this care, this heavy responsibility, and I didn't feel as though I had to hustle every day I lived in order to keep in the procession. Why not ease up now that I am in comfortable circumstances? Ah, how little you fellows know of the shoals and quicksands of trade! If you let up in this race in the least you are surely lost. It is but a single step from a thriving successful business to the bankruptcy court. You can't let up; if you are in it, you have got to pull for all you are worth, and even then failure will frequently overtake you."—Boston Traveller.

Leases have been granted of two large lots of city land for the erection of an iron foundry and a nail factory at St. John, N. B. The iron firm is composed of George Waring, now in the business, and a young man of

means, Oscar White. It will be a large establishment. James Pender & Co., makers of horseshoe nails, whose business has overgrown the present establishment, and who propose to go extensively into the manufacture of wire nails, have taken William Wheeler into partnership and are about to erect large buildings on the lot leased to them.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

ESTABLISHED 1803.

MANDER BROTHERS,

LONDON, ENGLAND,

MANUFACTURERS OF

Fine Coach Varnishes,

Sole Makers and Patentees of the

FAMOUS COLOR CARMINETTE.

WALTER H. COTTINGHAM, Montreal,
Agent for Canada.

E. R. C. CLARKSON

TRUSTEE AND RECEIVER

In affiliation with **TORONTO,**

JNO. B. CLARKSON

Temple Buildings, - - - MONTREAL.

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention

FENSOM'S

ELEVATORS

Are the best manufactured for
Factories, Warehouses and Stores,

FENSOM ELEVATOR WORKS,

52 TO 56 DUKE ST.,

TORONTO

TOY LEAD SOLDIERS.

For the manufacture of the toy soldiers in lead, so largely in the fancy shops of England, the artisans of Nuremberg and Furth have long been famous. Of the methods of manufacture a very interesting account is furnished to the French press by M. Leon Duplessis, the French Vice-Consul at Nuremberg. After tracing the early history of this industry, which dates from the Seven Years' War, and is due to the influence of the Prussian military spirit and to the enthusiasm excited by Frederick the Great, and describing the phases through which it has passed, M. Duplessis describes in detail the different operations by which the rough metal is converted into a rough-looking soldier with knapsack on back and arm in hand. The first thing is to make sketches of the intended figures, and great pains are bestowed on them, and in the manufactory of Herr Heinrichsen, which is one of the largest in Nuremberg, the figures made to represent the Trojan war were sketched by Wanderer, while Paul Ritter, the celebrated deaf and dumb painter, did those in the battles of Prince Eugene of Savoy, other models being sketched by Camphausen and Herdelof. The best artists do not hesitate when asked to supply models for these toy soldiers, and in making their sketches they have to avoid deep tints and select gaudy colors, which children so much prefer. They must also possess a full knowledge of the military costumes of the period to which the soldier they represent belonged, any anachronism in this respect being fatal to the success of the model. At Nuremberg and at Furth slate moulds are used for the plain figures, while brass moulds are employed for those in relief. The slate for the former is bought at Sonneberg, in Thuringia, and the tin, which is purchased in England, is melted and poured into them through a small orifice, the moulder holding them in the left hand with a piece of felt, so as to prevent any of the molten lead from burning him. The sketches of the figures have, of course, first of all, been engraved upon the moulds. The metal soon hardens when it has been poured in, and the workman then removes the figures, cutting off any excrescence which may have been caused by the molten metal running over into the interstices. The soldiers then have to be painted, and this is always done by women, who work at home, each woman being given a certain number of figures at the beginning of the week. The system generally adopted is to place a dozen figures or so on a piece of wood slit up the centre so as to hold them in a fixed position. When one side of the figure is dry she turns it around and paints the other. Her wages are very poor, not amounting to more than five or six marks a week, from which must be deducted the cost of the brush and colors, which she has to buy herself. The wages of

the men in the foundry average about 19 marks a week, while there are a good many women also employed as founders, who earn good wages. The final process, also entrusted to women, is that of packing the soldiers, which are placed in boxes of 30, 60, 120, or 240 pieces (weighing one-eighth, one-quarter, one-half, or one pound) for the infantry, and of 12, 24, 48, or 96 pieces (of the same weights) for the cavalry. These wooden boxes all come from Sonneberg, in Thuringia, the cost of those holding one-eighth of a pound, which are by far the most numerous, not exceeding 1s. per 100. These boxes are all hand made, so it is easy to imagine how poorly the workmen who produce them are paid, and who, it is said, nearly all die of consumption. The soldiers made of solid lead are generally packed in the cardboard boxes with glass cases made at Nuremberg, and resembling the celebrated gingerbread boxes made there by the bookbinders.—Kuhlows.

WAITING TOO LONG FOR WARMTH.

Much has been said, from time to time, in mild censure of the habit of procrastination, as frequently illustrated by dealers in deferring their orders for supplies until so late in the season that they cannot be filled satisfactorily, nor the goods promptly shipped. At the beginning of the season stove dealers in particular are urged by manufacturers to make their selection of stocks sufficiently early to enable prompt shipments, and it is believed that such a wise course has been more generally followed than in former years.

Just now city dealers in the same line and furnace men are experiencing the evil effects of procrastination on the part of their customers who have deferred having their stoves put up until the first intimation of cold weather and then, with one accord, make a rush upon the dealer, demanding instant attention to their requirements. Some of the St. Louis dealers who a month ago could have promptly complied with such orders and would have preferred to receive them then, during a comparatively slack time, are now so over-run with work that, despite their utmost endeavor, they are unable to give prompt attention to setting up stoves and furnaces, having, in fact, sufficient orders of this nature already booked to keep them at work several weeks. So that those who have neglected to give early attention to preparation for the winter season, have only themselves to blame if the rush upon the stove stores for such service should remand them to the foot of the list of orders to set up stoves. Yet it is difficult to make it clearly apparent to such a customer that his stove must take its turn and that even with extra hands and wagons employed by the dealer, for the special task, cold weather is likely to take a pretty firm hold before all the deferred orders

for setting-up stoves can receive due attention.

Singularly enough, large corporations and even public authorities are as neglectful and as much given to procrastination as private individuals in these matters. In St. Louis, work has only just commenced in putting a heating system into a large civic building that will take fully two months to complete. The delay is not the fault of the system nor of the contractor, but of the city itself, in deferring approval of the project until the work ought to have been completed, instead of just commencing. In the meantime, until the new system is in order, a score or more of stoves have been put in, which would have been wholly unnecessary but for the procrastination.—Stoves and Hardware Reporter.

Work can always be found in a store without double-million microscope.

Rivalry, open, fair, good natured and enterprising, is the life of business.



Notice to Contractors.

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Pumping Plant," will be received at this office until Friday, the 21st day of November next, inclusive, for supplying, setting in place, and delivering in complete working order, the Pumping Plant in connection with the Dry Dock, now in course of construction at Kingston, Ontario, according to plans and a specification to be seen at the Resident Engineer's Office, 30 Union Street, Kingston, and at the Department of Public Works, Ottawa.

Tenders will not be considered unless made on the form supplied and signed with the actual signatures of tenderers.

An accepted bank cheque, payable to the order of the Minister of Public Works, equal to five per cent. of amount of tender, must accompany each tender. This cheque will be forfeited if the party decline the contract, or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

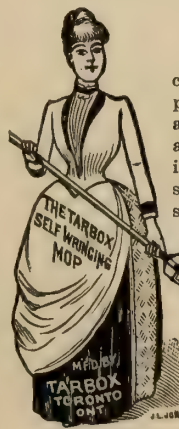
By order,

A. GOBEL, Secretary.

Department of Public Works, }
Ottawa, 23rd October, 1890. }

47

Direct Orders and Orders for Enclosure receive our prompt attention.



IT SAVES LABOR, TIME AND CLOTHING.

As the hands do not come in contact with the water, chapped, scalded and sore hands are avoided. The mop being wrung at arms length there is no stooping or straining of the back or shoulders. The hands are not soiled or disfigured by the wringing of a filthy, greasy cloth. As the clothing is not drenched or disfigured as in ordinary mopping no special preparation is required.

TARBOX BROS.,

"Truth Building," 73 Adelaide Street West, Toronto, and 28 Waterloo St., St. John, N. B.

MANUFACTURING IRON PIPE.

J. & C. Hodgson, of Montreal, can boast of the only wrought iron pipe works exclusively operated in Canada. Their works are situated at St. Henri, alongside Lachine Canal, and cover an area of 600x200 feet. Their capacity is over forty tons of wrought iron pipe daily, and they employ between one hundred and two hundred men the year round. This interesting process is probably unknown to most of our subscribers. We give it as seen by our reporter. To begin with, Messrs. J. & C. Hodgson import all their raw stock from Scotland, and from this starts the manufacture of iron pipe at their works. To each strip is welded an iron bar, acting as a handle to a shovel enabling the men to handle the strips, in front of the furnace. These furnaces are three in number, and are heated with gas which is made on the premises. They are the best in the market, being made by Messrs. Swindell & Bros., of Pittsburgh, Pa., and are known as the Siemens process for manufacturing gas. After being heated to the proper degree the flat strip is drawn through a thick round ring the size of the pipe to be made, and again put in to be heated, and the same process renewed. Coming out red hot, it is allowed to cool for a few seconds, and is then run through heavy stones which press the seams well together. Each pipe is then tested to 400 lbs. to the inch and is then handed to the fitters to thread and make ready for market.

Already ground is staked off for another building that is to be erected at once, as their rolling mill to manufacture merchant iron. They have lately organized a fire brigade in connection with the works, and have put in a Worthington steam pump, their own pump-house being on the grounds at the side of their immense building.

At one time a large per cent. of the wrought iron pipe trade of Canada sought the English markets. There is now no occasion to go further than Montreal and Messrs. J. & C. Hodgson, whose advertisement has been in *HARDWARE* for some time, will supply any demand that is made for this class of product. Steam, gas and water pipes are used in every town, city and village in Canada. We recommend this firm to our many subscribers the Dominion over.

SITUATION WANTED.

AS *HARDWARE SALESMAN* — Experienced, good stockkeeper, best references. G. M. Cadenhead, Renfrew. 47

SAW YOUR
ADVERTISEMENT
IN THE
HARDWARE

When writing to our advertisers please inclose the above.

Mr. S. V. Morgan one of the proprietors of our big contemporary *The Iron Monger*, London, England, favored *HARDWARE* with a call Saturday afternoon, and spent a few hours in visiting the points of interest in the city. This is his third trip to Canada, and he will be here again in 1892 on a trip which he intends taking round the world with his family. He is a strong supporter of the Imperial Federation idea, being a member of the Council of the League. As such he has received a warm welcome in Canada.

The president of the Central Ontario Railway, Mr. S. J. Ritchie, addresses a letter to Sir John Macdonald in reference to

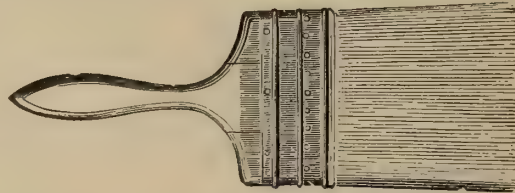
granting aid to the above railway, to assist in developing the nickel industry of which Canada undoubtedly possesses the monopoly. He asks a bonus of \$6,000 per mile from Coe Hill to Sudbury, a distance of 206 miles, and also \$3,200 per mile on the completion of the road between Trenton and Coe Hill, a distance of 72 miles, to be used in establishing blast furnaces along the line. He also desires of the Government to guarantee the interest at three per cent. per annum on the capital stock of \$5,000,000 for a period of ten years, for the purpose of erecting a large steel plant upon his line of railway.

THE LONDON BRUSH FACTORY,

61 and 65 Dundas Street,

MANUFACTURERS OF

EVERY KIND
OF
BRUSHES
HANDLED BY
HARDWARE
TRADE



FULL STOCK
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CARPET
SWEEPERS.

Awarded Gold and Silver Medals, 1887 and 1888, Bronze A.D. 1889.
Send for Illustrated Price List with Discount Sheet

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Coppered Steel Spring Wire.

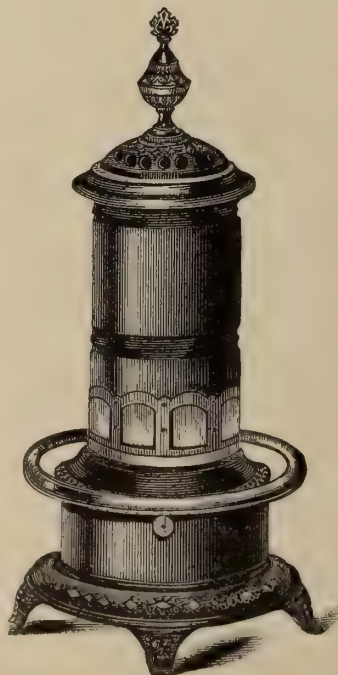
QUALITY GUARANTEED.

Made specially for Spring Makers.

Manufactured by

THE B. GREENING WIRE CO., LTD.,

Hamilton, Canada.



This cut represents our

Grand Oil Heater

of which 20,000 were marketed in the United States last season. This stove will burn Water White Canadian Oil without smoke or odor, and will heat a large room at a cost of one cent per hour. It is artistic and beautiful in design, and the best selling article ever placed upon the market. It must be seen in operation to be appreciated.

Write for illustrated circular, prices and terms.

MORTON & CHRISTIE,

Windsor, Ont.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,
HAVE IN STOCK
Linseed Oil, Castor Oil, Glue,
and General Painters' Supplies.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

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NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
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We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
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Palace Range

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OVAL FIRE POT and BASE BURNER GRATE

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Duplex Grate and Square Fire Chamber.

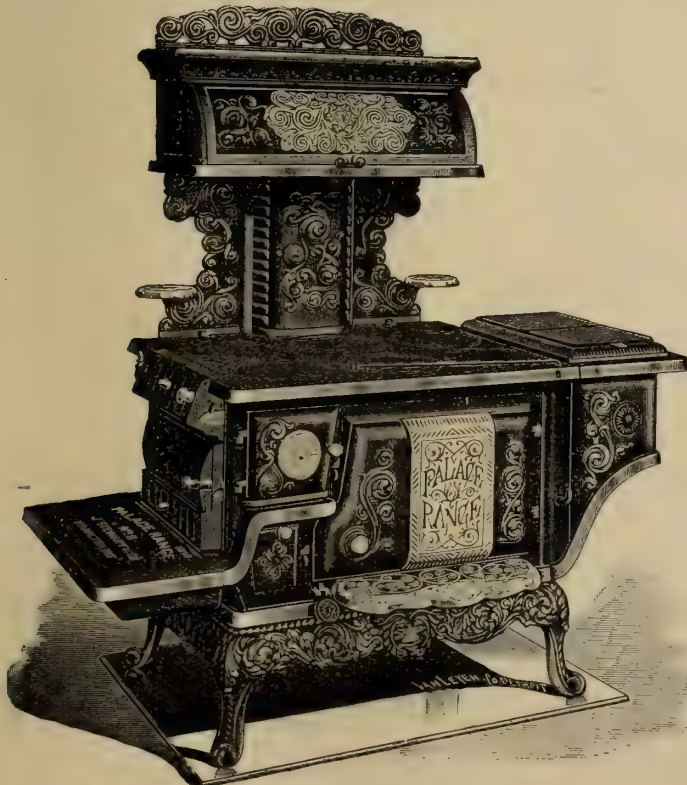
THE ONLY RANGE

With Interchangeable Fire Place and
Grate using same water Front
in both.

LARGE VARIETY OF SIZES AND STYLES.

EXTRA LARGE OVEN. PERFECT BAKER.

Sold by Leading Dealers. Send for Circular.



JAMES STEWART & Co., - HAMILTON, ONT.

TORONTO SHOW ROOM: J. BOXALL'S, 183 KING ST., EAST.

MARKETS

TORONTO, Nov. 14, 1890.

This has been a most uneventful week in local trade circles. On most lines prices remain unchanged with a firm undertone. Better weather has prevailed throughout the country and deliveries off grain and produce have increased. There is a general complaint however on the part of shippers that they cannot secure cars or if they get cars loaded they find a lack of locomotive power to move them. Storage warehouses at some points are full and buying has been curtailed on that account. In Manitoba and the Northwest also the deliveries have been unprecedentedly large. More money being thus put in circulation, a slight improvement in payments is visible. In this city money is still a little hard to get.

Locally the market is quiet and unchanged, with prices steady. Foreign markets are lower owing to the stringency in money, but this has not had any effect on values here and very little in American markets. Cables show that Scotch warrants have declined to 51s. 2d., and Cleveland to 48s. 3d. for spot delivery. Here we quote Bessemer coke plates at \$4 to \$4.25 for I C usual sizes, \$4.75 to \$5 for special sizes and \$4.60 to \$4.75 for B V usual sizes for average lots.

COPPER.

Demand here is only moderate and prices are unaltered. Notwithstanding the advance in money abroad, copper has more than held its own, the latest cable quoting £56 15s for spot merchant bars and £57 for future.

TIN.

Ingot tin is a shade easier on futures, but prompt shipments, however, remain firm. London cables quote £94 2s. 6d. for spot and £94 12s. 6d. for future.

LEAD.

There is a limited movement in lead, as prices are still comparatively high. Stocks here are light.

TIN PLATE.

Tin plates are unaltered. Makers say they are filled up with orders and are therefore not disposed to make concessions in prices at the moment. Cables received yesterday fully confirm the recent quotation of 17s. 6d. for coke plate, which would be equal to \$4.75 to import. Good brands of charcoal cannot be laid down here at less than \$5.25. The market here, however, has not responded to the advance, and it is not expected that it will do so until stocks are nearly exhausted.

CANADA PLATES.

In fair demand, and price is steady at \$3.25 here. Taking the present quotation of 12s. to 12s. 10d. f.o.b. South Wales, it would cost \$3.70 to import to-day.

GALVANIZED IRON.

There is an active demand and prices remain unaltered.

ZINC AND SPELTER.

Our remarks last week are fully confirmed by recent reports, which show the market to be firm at recent quotations.

ANTIMONY.

Values here are unchanged. Stocks are now arriving, and orders that had been booked for fall delivery are being filled.

TINWARE.

The range of prices remains unchanged, but if the present high cost on tin plates, to

import, is maintained much longer, manufacturers will have to advance their prices. This may, however, be delayed longer than usual, as many of them are known to have made heavy purchases some time ago, and the keen competition in this branch of trade will prevent any rise in values until stocks of plate have to be replenished.

PAINTS AND COLORS.

Business generally continues quiet and values show no quotable variation on the week. White lead is dull but prices are well maintained, cables, however, show a higher range. Turpentine is firm but quiet. Linseed oil is lower abroad but prices here are unchanged as the decline is counter-balanced by the advance in ocean and rail freights. Castor oil is firm with a good enquiry.

SCRAP METALS.

Cast scrap iron is in more active demand and prices are firmer, the foundries are more actively engaged and all lots offered are picked up at full prices. Copper and brass are scarce and prices have advanced $\frac{1}{2}$ c.; there is a good export demand but very little stuff is obtainable. Rubber is in urgent demand for export to the United States and buying prices have advanced $\frac{1}{4}$ to $\frac{3}{4}$ to 3 cents per pound. Dealers prices are follows: No. 1 heavy scrap, 60c. per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 25c.; new scrap copper, 10c. $\frac{1}{2}$.; heavy scrap copper 12c.; old copper bottoms, 9c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 9 $\frac{1}{2}$ c.; scrap lead 2 $\frac{1}{2}$ to 2 $\frac{3}{4}$ c.; scrap zinc, 2 to 2 $\frac{1}{2}$ c.; scrap rubber, 2 $\frac{3}{4}$ to 3c.; country mixed rags, \$1 to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

MONTREAL

MONTREAL MARKETS.

NOV. 13, 1890.

IRON AND HARDWARE.

There has been an absence of any striking feature to the markets for heavy materials generally during the past week. The advance in freights, of course, had its effect, and now the end of the open season is approaching and business in all lines of heavy goods is gradually settling down into its normal position for the winter. Summed up by those who ought to know, the consensus of opinions is that business in the aggregate during the past season compares favorably with other seasons, while stocks generally are admitted to be lighter than is usually the case at this time of the year. For this reason some expect to see importations during the winter months, but although this is possible it is unlikely. The general position is strong, more especially in pig iron, while heavy chemicals show no symptoms of any immediate radical change.

IRON AND HARDWARE.

The approaching close of the open season is naturally having its effect upon the iron market like other branches of heavy trade, and now the movement, aside from the ordinary jobbing business is principally in rushing forward the fag ends of the season. This once done, business may be expected to quiet down to its normal winter condition, but stocks generally are not heavy, and a good

many importers say that it would not be surprising if there was some importation during the winter. Pig iron during the past week has not been characterized by any notable feature. The position is firm, and we hear of nothing doing except the placing of two good round lots of material during the week on the basis of \$23, and this figure may be expected to hold now. Latest advices from Great Britain state that stocks there in first hands are well depleted. The makers, however, expect to have matters adjusted with their men shortly, in which event cheaper scotch pig may be naturally expected next spring. Bar iron shows no change, standing at \$2.25 for Canadian and \$2.40 for imported stock. In sheet material, business is quiet at the moment, but prices continue firm. In fact it would be difficult to move any coke tin, except at a good round lot under \$4.60, while Canadas are steady at \$3.15 to 3.35. Terne plates are steady and unchanged. Ingot tin is somewhat easier at 24 to 25c., and pig lead moves out at \$4 per cwt. Lead pipe is steady at \$5.75, and wrought iron scrap unchanged. Galvanized iron is steady and we hear of business at 6 to 7 $\frac{1}{2}$ c. Iron pipe is unchanged at \$2 1-2 to 55 per cent. off. Hoops and bands move at \$2.75 to \$3 and sheet iron at \$3 to \$3.10.

NAILS.

The market rules firm and steady with a fair jobbing movement and prices unchanged. Makers still appear busy. Values are maintained on the \$2.50 basis. Horseshoes remain stiff, and we quote \$3.65 to \$3.75.

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	....	2 50
8 dy to 9 dy, " "	....	2 75
6 dy to 7 dy, " "	....	3 25
4 dy to 5 dy, Am. pat	....	4 00
3 dv fine hot cut, " "	....	5 50
4 dy to 5 dy, cold cut, Can. pat.	....	3 00
3 dy, cold cut, " "	....	3 50
2 dy, hot cut, nails " "	....	5 70

Steel Wire.
Cut Nails Nails.

10 dy to 60 dy, per keg	.....	\$2 60	\$3 15
9 dy " " "	.....	2 85	3 75
8 dy " " "	.....	2 85	4 10
7 dy " " "	.....	3 10	4 40
6 dy " " "	.....	3 10	4 70
5 dy " " "	.....	3 35	4 70
4 dy " " "	.....	3 35	5 00
3 dy " " "	.....	4 10	6 00
3 dy fine " " "	.....	5 60	7 25

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 50
4 dy @ 5 dy, per keg	.....	3 75
6 dy @ 7 dy, " "	.....	3 50
8 dy @ 9 dy, " "	.....	3 25
10 dy @ 30 dy, " "	.....	3 00
Cut spikes, " "	.....	2 75

COMMON FLOUR BARREL NAILS.

$\frac{3}{8}$ inch, per keg	.....	\$4 80
1 " " "	.....	4 20
1 $\frac{1}{8}$ " " "	.....	4 50

Finishing nails 70c. per keg over same size hot cut, viz., from \$6.45 for inch to \$3.50 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.45 for 1-inch to \$3.25 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$6.95 for 1-inch to \$3.75 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand 50 per cent. discount, for small lots. P. B. & Co. brand 50 per cent. of list for small lots. Large lots 50 four months, with 5 per cent off for cash in 30 days.

CHEMICALS AND DYE-STUFFS.

There is some little activity in this line, as the three last steamers brought in considerable material, and it is being moved out pretty freely, as it was mostly for forward

MONTREAL Markets Continued.

delivery. When this is done, however, trade may be expected to settle down into its normal close season condition. The tone is steady, and all heavy chemicals rule unchanged on spot. Bleaching powder is at \$1.75 to \$2, and caustic \$2.75 to \$3. Latest cable advices state, however, that bleaching powder has advanced somewhat sharply and is now quoted at £7 in Liverpool, while caustic soda is slightly easier. This is, as we have said, though no change on spot, and prices rule unchanged.

PAINTS AND OILS.

This market has been rather on the quiet side of late, with a small steady jobbing movement. Leads show no change, and we quote them quiet as follows: White lead, \$6.25 to \$6.75; No. 1, \$5.25 to \$5.50; No. 2, \$4.50; No. 3, \$4 to \$4.25; dry white, 6 to 6¼c.; ditto red, 4½ to 5c. Oils have been rather quiet and with an easier tendency on the whole. Cod oil is steady and the offerings are confined to Newfoundland and Gaspe, the Halifax stuff being all cleared off. Prices rule from 40 to 45c., the inside price being possible only on a round lot. Steam refined seal is steady with not much doing. For round lots we hear of some business at 52½c., but the range for ordinary transactions is 55 1-2 to 57 1-2c. Linseed oil is somewhat easier, and we quote prices 1c. lower at 65 to 67c. for raw and 68 to 70 for boiled. Castor and cod liver are unchanged with nothing doing in a large way.

GLASS.

The market shows no change of a particular nature. There is a fair jobbing movement all the while, but it does not amount to much in the aggregate. The tone is steady and values are well maintained at \$1.50 to \$1.60 for first and second breaks.

NAVAL STORES.

A fair movement in this line was noted during the last few days of the week just passed, but the movement practically represents two months' business, as it was on orders dating over a considerable period. Coal tar rules firm, and dealers claim to be buying the English article much cheaper than the native manufacture. A few consignments have already arrived and a few more are expected by the last boats. Turpentine is steady at former figures, but the movement is inconsiderable. The stock here, however, is small, as already noted. We quote turpentine 60 to 61c.; rosins, \$2 to \$4.25, as to brand; coal tar, \$3.70 to \$3.80;

cotton waste, 5½c. for colored and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12c.

PETROLEUM.

Business has moved along quietly, and we have no further features to note since last week. We quote:—Canadian, 13½c. at Petrolia and 15¼c. in Montreal in car lots; in smaller lots, 17 to 17½c.; American, 23c. in car lots and 23½ to 24½c. for smaller quantities; Canadian crude, \$1.30¼ per barrel; American benzine, 23 1-2 to 25c., and Canadian 15 to 15 1-2c.

CEMENT AND FIRE BRICK.

The market rules firm, with stocks held for holders figures as a general thing. The movement has been fair on the whole, but is principally in small lots for immediate requirements. English brands are quoted at \$2.60 to \$2.80, and Belgian \$2.35 to \$2.50. Firebricks are steady at \$21 to \$27 per 1,000.

NEW YORK MARKETS.

NEW YORK, Nov. 13, 1890.

There has been no business of importance in old material, and prices stand practically the same as they were a week ago. About \$25@25.50 is quoted for old tee rails, and \$21@21.50 in yard for No. 1 wrought scrap.

TIN.

In pig tin there have been speculative transactions the past few days involving a total of about 100 tons, at 20.9c. for spot, November, January and February delivery. Purchases for trade account have been moderate, however, and the market presented a rather weak appearance at the close in the absence of signs of any turn for the better in London. The quotations on ten ton lots were 20.95@21c. and for jobbing quantities 21¼@21½c.

COPPER.

Copper has been very quiet in this market and prices stand as they were last week, with no sign of greater effort to sell on the part of mining companies or outside holders. The range of 16¾ to 17c. is quoted for Lake Superior, 15 to 15¼c. for Arizona, and 14 to 14½c. for common casting brands.

LEAD.

In pig lead there is very little doing, and the market is without new or interesting feature save that spot stock may be had at 5.20c. Buyers offer 5.10c. for moderate quantities for early delivery, but do not go above 5c. on futures. Foreign and domestic

product are practically on a level at the moment as far as price is concerned.

SPELTER.

Spelter is taken in single car lots only, and slowly at that, but prices are quite steady at about 6.10c. for prime Western. Sheet zinc sold at 7¼c. in a jobbing way.

HINTS FOR SALESMEN.

A conceited, pretentious and affected manner disgusts and repels, while a person whose bearing is simple and natural attracts and makes friends.

There is often less difference between two men than between two moments of the same man. Moods change.

The salesman has to deal with all sorts of people. Some are curious, benevolent, ambitious, vain, opinionated, suspicious, surly, pious, captious, cautious or timid, generous or niggardly, or selfish. Some remember better than they can reason; some reason better than they can imagine, some decide promptly, others are slow and vacillating in reaching a conclusion, and such are apt to be much influenced by what is said to them; others, still allow no new fact to influence them until they have digested and distributed it over the general sum of previous facts existing in their minds. The peculiarities of purchasers vary also with age and sex, with nationality, and even in different portions of the same country.

Even the best salesman cannot always sell, but if repulsed from the front, he executes a flank movement, and where another would fail he often gains the victory by superior tact, knowledge of human nature, courtesy, patience or any other honest influence he may bring to bear. Traveling salesmen have been compared to ambassadors; each is a confidential messenger sent out to negotiate, and the same kind of qualities are required by each.

Lord Chesterfield says: "The ambassador should join moderation, dexterity and tact. He should be a man of learning and of the world; a man of books and a man of men; a man of the drawing-room and a

When in want of Coal Hods, Elbows, Lanterns, Stove Boards, Shovels, Stamped Ware, Japanned Ware, Pieced Tinware or specialties in sheet metal, write us as below:



**THOS. DAVIDSON & Co., Montreal or Toronto.
MERRICK, ANDERSON & Co.,**

Agents for Manitoba and N.W.T., Winnipeg

**Agents in Western Ontario for Chown and Cunningham Co., Limited
Stove Manufacturers.**

TORONTO ADDRESS: 11 FRONT ST. WEST.

man of the counting-house; a gentleman and a man of business. He should possess quick faculties, and active powers of observation. He should be pleasant and affable in manner, of humor and good sense. He should know when to yield, to retreat, to relent or to advance; when to press his suit strongly, and when gently to insinuate it indirectly. He should know how to unbend and how to uphold his dignity." All this applies with equal force to the salesman.

Some people sneer at the policy of honesty, as if it was a sordid and untrustworthy estimate of a lofty principle. But in this commercial age most things have more than one standard of value. The best poets and physicians get most money for their work, while they have another reward in what they teach and do. We might, perhaps, commute the commercial value of a copyright on Shakespeare's words, but their other and higher value—their influence on mankind—is beyond our arithmetic. And so with honesty. God and his own conscience settle liberally with an honest man, and he is also well paid in our view—the commercial view—paid in cash. For, as sure as taxes, "Honesty is the best policy."

Bear in mind the golden rule, "Do to others as you would have them do to you." You want full measure when you buy, give a full day's work when you sell your time. Don't always drop your tools when the clock strikes; five minutes delay will sometimes save the employer a night of worry.—Master Steam Fitter.

Owing to the increased duty of 40 per cent imposed on English coal imported into the Black Sea, all English vessels, except those bringing a general cargo, now arriving at Odessa, come in water ballast instead of bringing coal. The consequence of this new impost will probably be that during the winter Odessa will have a coal famine similar to that which afflicted that city in 1887. The Russian coal brought from the Azoff and the Donetz basin is lying in huge heaps near the quays, but no one will purchase it. It is of a brown shaly substance, and its heating and combustible qualities are not equal to more than 10 per cent of those of British coal.

An illustration of the fact that Americans are far behind their European competitors in South America is shown in a census of the business firms in the Argentine Republic. The United States is represented by only 26 firms, with a total capital of \$2,189,900, while Germany is represented by 402 firms, with a capital of \$16,610,000; Great Britain, 257 firms, capital \$121,960,000; Italy, 7,720 firms, capital \$150,580,000, and Spanish merchants by 2,223 firms and \$3,284,000 capital. Native firms number 1,367, with a capital of \$241,760,000. At one time the United States had the lead in business with the Argentine Republic, but the opportunities then were neglected and allowed to slip away unimproved.

Master the whole business and the way to fortune has been mapped out.

COLD TRUTH FROM A VISITOR

Among the number of foreign guests who, during the recent International meeting in the United States, visited a Monongahela coal mine, was Sir William Thomas Lewis, of Aberdal, South Wales. This gentleman is one of the most extensive coal operators in the world, and he naturally was a keen observer of the methods used in American mining, and it seems that he arrived at some conclusions not very flattering to their national pride. In talking with a press representative he is reported to have said: "One thing I particularly notice here is that you Americans continually waste things. It is waste, everywhere, and in many places where money could be saved you throw it away. Take, for instance, this coal. There is any amount of good coal lying out there among the refuse, used to 'fill in' ditches, that could be turned into money. Over in England we throw nothing away. All the coal that is of any account whatever we separate from the slate, and even if it is not the best quality it is used. It is a shame to see things being wasted in this country; and the matter causes Englishmen to have a peculiar impression of the people here. In mining coal your people will not think of putting a pick into coal that is not up to the standard, but pass it by thinking it would not pay to mine it. This is a great country, but you need points on economy."

These are facts that the most enthusiastic American must admit. They forget the old adage "despise not the day of small things," and in view of their great resources buried by prospects for the future. It is to be hoped in the industrial world at any rate that their will be a tendency toward a more economical handling of their natural wealth, and with the coming years and growth of population that tendency will increase.

A SHIP 1,000 FEET LONG, 300 FEET WIDE.

Sir Nathaniel Barnaby, chief constructor of the British Navy, in a paper read before the International Meeting of Metallurgists and Engineers, recently in session at Pittsburgh, spoke as follows on the subject of a mammoth ship:

I was consulted some years ago by a business man, well known on both sides of the Atlantic, as to the possibility of building a steel ship which would not roll, or pitch, or heave in the sea, and in which, therefore, the bulk of passengers would be in a less desperate hurry to get ashore. He thought 15 knots an hour sufficient speed. It appeared to me to be perfectly practicable with a draft of water of 26 feet. I thought the minimum length and breadth would be 1,000 feet long and 300 feet broad. I estimated that with engines of 60,000 horse-power an ocean speed of 15 knots could be obtained. Two sets of apparent difficulties had to be overcome—viz., those

connected with the building of the ship afloat, and those relating to receiving and discharging cargo. The ship would be a steel island, incapable of entering any docks. The building difficulties soon disappeared. They had no real existence. To meet the other difficulties, I proposed to form shallow, still water harbors or docks within the ship, entered by gates in the sides, and to carry, always afloat there, the loaded barges and tugs; turning the barges out and taking in fresh ones already loaded at the ports of discharge and shipment. Such a ship would require to be fortified and garrisoned like a town. She could be made absolutely secure against fatal injury arising from perforation. The subdivisions required for this purpose might be made to serve effectually against the spread of any local fire. I do firmly believe that we shall get the mastery over the seas, and shall live far more happily in a marine residence capable of steaming 15 knots an hour than we can ever live in sea side towns. The question whether we shall effect our conquest by mere size, or by mechanical devices, in ships of more modern proportions, depends upon the success of certain efforts which are now in progress in another direction.

The St. John, N. B., city council decided to memorialize the Dominion Government to change the terms of the proposed Atlantic steamship service so that St. John as well as Halifax must be a port of call. The present terms do not make it obligatory to include this port.

The committee of the Commercial Travelers' Association of Toronto, met on Saturday afternoon, and made arrangements for the second annual smoking concert and reunion, to be held on the 29th of Dec., at McConkey's. An excellent programme will be furnished. The meeting adjourned till next Saturday, at 3 p.m., at the Palmer house.

The local government of Kingsville, Ont., has voted to borrow the sum of \$15,000 for piping the streets of that town and lighting with natural gas. A charter has been granted the Kingsville Natural Gas and Oil Company by the Ontario government, and it is expected quite extensive operations will be commenced. The incorporators are J. H. Smart, S. Wigle, James Brown, S. A. King, L. Malott, D. Lonklin, Andrew Wigle, E. Scratch, J. W. Bird, J. A. Fitch, all of Kingsville. The capital stock is \$43,740, and head office Kingsville.

A company to manufacture cement and paten wall plaster has been formed in Kingsville with a capital of \$100,000, of which \$45,000 has been subscribed. Kingston will be headquarters for all Canada. Mr. Strathy was appointed manager, and J. F. Swift, secretary pro tem. The provisional directors are: Hon. G. A. Kirkpatrick, C. F. Gildersleeve, J. Gaskin, J. Minnes, R. L. T. Strathy, J. Hewton and J. Newlands. It is proposed to employ about 25 men at the start. The wall plaster to be manufactured was invented by Dr. Boynton, who lately dated at Syracuse, N.Y.

SOURCES OF SUPPLY OF NICKEL.

Now that the Annapolis trials have demonstrated the value of nickel as an alloy of steel for armor plates, great interest is manifested in the sources of the world's supply of this metal. It has been stated by the daily papers that the world's known resources of nickel ore are limited almost entirely to the deposits at Sudbury, Canada, and to those in New Caledonia. Apprehensions have consequently been expressed concerning the adequacy of these deposits for supplying the demand for nickel if this metal should be largely called into use as an alloy of steel. The facts concerning the supplies of nickel ore show that there is no present ground for these apprehensions.

All the mines which used to yield nickel enough for all the world, before those of New Caledonia and Sudbury were discovered, still exist, and several of them, including the mine in Lancaster county, Pa., are still in operation, and are supplying a considerable part of the world's present demand.

When the mines of New Caledonia were first worked upon a large scale their owners expected to close all other mines throughout the world. They did succeed in so depressing the price of nickel as to cause nickel-making everywhere to be unremunerative, but the company has greatly reduced its supplies of ore, and it is said, has made little money for itself.

The mines of Sudbury now command attention, being fresh and large, and they will doubtless yield freely for some years to come. The mines of Norway and Sweden, similar in character to those of Sudbury, and but partially developed, will also continue to yield nickel, while other nickel deposits are sure to be discovered.

It is, of course, the history of all mines that sooner or later they are exhausted. The nickel mine in Lancaster county, Pa., has had several periods of comparative poverty followed by new discoveries within its boundaries. At the present time it is yielding about as much nickel as all America used when its present proprietor first opened it.

The ownership of the Sudbury mines is in

several hands. One group of the mines is owned by Americans; another group of equal value is owned by Canadians; another by Englishmen; and still other mines by various persons. The New Caledonia mines are mostly owned in France.—Bulletin American Iron and Steel Association

The St. John, N. B. board of trade met on Tuesday last, and heard Edward Jack, C. E., Alfred Markham, of the Pope Manganese Co., and others discuss St. John as a suitable centre for iron works. Ernest Sjostedt, a Swedish mining expert, explored part of the

bay of Fundy coast last summer and reports rich deposits of iron. Limestone abounds at St. John, manganese is found extensively in the provinces and coal is easy of access. Mr. Jack said that with ores from the bay of Fundy coast charcoal pig iron equal to the best Swedish could be made at St. John for \$15.50 per ton. Three Rivers quotations on this iron are about \$25. All the speakers agreed that St. John presented fine facilities for smelting, and, if ores could be found as profitable as supposed, for furnaces also.

A reputation for truthfulness is indispensable to permanent and satisfying success.

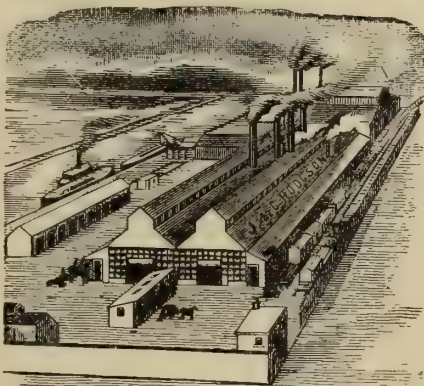
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THEN AND NOW.

There is no doubt that the hardware store is changing materially in the class of its stock, and that the word hardware is more elastic and covers a much larger range of goods than it did years ago. The old gentleman with white hair and cane, who has retired from a busy life, yet who, from force of habit and love of the business, lingers around the hardware store of his son, decries the mixed stock of goods, and tells of the hardware store of "ye olden time," when anvils, and chains, and plows; with nails and shelf goods largely made up the stock of hardware. His store was a brick one, two stories high, with a 9-foot ceiling, and brick pillars between the doors and side windows. The windows were flush with the front of the store, the glass being 9 x 15 in size. The door was a single one, with a big wrought lock and brass knob, with four 9 x 15 glass in the upper part of the door to look in or out of. Nights and Sundays the whole glass front of the store was covered with wooden shutters. A trace chain on one side and a rat trap with teeth on the other side of the door gave the only signs of life, and swung alike in summer sun and winter storms. A huge box stove took in four foot wood and warmed the gossip circle during the winter. But profits were large, and he did not have to work very hard. The adventures of the annual trip by stage and canal boat to market for goods and to settle last year's bills for purchases were the themes of conversation for the coming months.

But what do we see in his son's store? The old gentleman sent his son away to school, much against the advice of the wise-acres of the town, and after the school was ended the son took a course in a business college in a large city. A situation was afterward obtained in a large retail hardware store. After a few years his father offered him an interest in the business at home, which he gladly accepted, and in after years took the entire burden of the business on himself. The truth of the matter was, railways had come to the sleepy home town, factories had sprung up, and things were moving too rapidly for the father to keep up, and he knew it. His competitors, who were younger men, were getting his trade; the street on which his store and house were located was no longer the busy one of the town, and he appreciated the fact he had to have progressive help or give up business. He did not wish to give up, as his name had been connected with the hardware trade ever since there was a town there. So a new building was erected on the best street in town, with high ceilings and plate glass show windows, and an elevator from the cellar to the third story. Tin work, plumbing, gas fitting and cornice work were all carried out. "Blank & Son" was added to the time honored sign, and a large warehouse was built

for agricultural implements, carriages and wagons.

Upon entering the store you saw the shelf hardware arranged in boxes nicely sampled, tinware and stoves on the other side of the store. In one window was a sewing machine and baby carriage, while the other show window was devoted to tools and builders' hardware. Through the center of the store was a long table on which was a variety of tinware and house-furnishing goods that would have done honor to a fair store, with prices plainly indicated. A large line of show goods were outside, among which were gymnastic supplies, bicycles, lawn tennis sets, rubber hose and mixed paints. On the second floor was a large stock of sash and doors. The glass was kept in the cellar. A fine case with sliding glass doors contained guns and sporting goods. One section of shelving was set apart for electric goods as applied to house use. A large variety of hanging lamps were suspended from the ceiling, and a short distance off was a well filled bird cage rack. Refrigerators occupied a prominent position on platforms in summer time, which platforms in winter were used for heating stoves. Pumps and windmills had a large place in the outside business. Furnaces, steam or hot water heaters were put in. Each department some one was responsible for; three or four departments being under one management, but a thorough knowledge of the goods and keeping up of the stock devolved upon this person. A cash carrier system allowed the clerk to remain with the customer.

Was this modern establishment the result of two or three years' labor? No, indeed, twenty years had been spent in the growth, and in developing the wants of the place. The village has grown to a city; the simple requirements of customers have changed with the luxurious manner of living. Every inquiry for goods not in stock, whether in "his line" or not, had been noted and the demand supplied; no customer was allowed to escape. Fair and department stores had been kept pace with, the wants of the trade had been anticipated; new goods were sought for and introduced, and a progressive policy pursued during all these years. No wonder the old gentleman saw changes in the way business was done, and while he enjoys grumbling about mixed stocks, the departed glory of a strictly hardware stock, low prices and small profits, he glories in the large business that has grown up under the honored name of Blank & Son.—Metal Worker.

A CHICAGO STORY.

There has been considerable talk in Chicago about a report published to the effect that Chicago is to be connected with the Atlantic by a ship canal. As a matter of fact the report is not credited, but it discloses a novel idea. The statement as published is that a syndicate of Chicago, Montreal and

London capitalists has set on foot a scheme to place Chicago and the North-West in direct connection with the Atlantic seaboard by means of a ship railway designed to connect the lakes with the St. Lawrence river and the Atlantic ocean. Three routes have been considered, either one of which would reduce by at least four hundred miles the distance between Chicago and the Atlantic ocean and Liverpool. The construction of the ship railway would make the time between Chicago and Liverpool for a fast steamer only two days longer than from New York to Liverpool. As near as can be learned the most favored route is to connect the Georgian Bay with Lake Ontario by means of the railway, which is to be about 66 miles long. The direct course is through Lakes Michigan, Superior and Huron, through from the Bay to Lake Ontario and thence to the St. Lawrence. The railway would cost about twelve millions. It is said that a franchise for the operation of the syndicate on Canadian ground was secured from the Dominion Parliament in such shape as to escape notice. The project is the first great step toward uniting the commercial interests of the United States and Canada. It is said to have been originated by prominent Canadian business men and capitalists. Erastus Wiman, it is stated, is one of the leading movers in the scheme. A subsidy for the enterprise will be asked of the Dominion Government, and the scheme will also be brought to the attention of Congress.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

A customer secured is a promise of greater salary in time.

Soap and water are cheap, but soil on goods is expensive.

CHARTERED BANKS.

The following is a list of the banks in Canada acting under a Dominion Government Charter:

ONTARIO.

Bank of Toronto.	Imp'l Bank of Canada.
Can. Bank of Commerce.	Traders' do
Dominion Bank.	Bank of Hamilton.
Ontario Bank.	Bank of Ottawa.
Standard Bank.	Western Bank of Can.

QUEBEC.

Bank of Montreal.	Merchants Bank of Can
Bank of B. N. America.	Banque Nationale.
Banque du Peuple.	Quebec Bank.
Banque Jacques Cartier	Union Bank of Canada.
Banque Ville Marie.	Banque de St. Jean.
Banque d'Hochelaga.	Banq de St. Hyacinthe.
Molson's Bank.	East. Townships Bank

NOVA SCOTIA.

Bank of Nova Scotia.	Halifax Banking Co.
Mer. Bank of Halifax.	Bank of Yarmouth.
People's Bank do	Exch. B'k of Yarmouth
Union Bank do	Com'l B'k of Windsor

NEW BRUNSWICK.

Bank of N. Brunswick.	People's Bank.
St. Stephen's Bank.	

MANITOBA.

Commercial Bank of Manitoba.

BRITISH COLUMBIA.

Bank of British Columbia

NORTHEY & CO., - TORONTO, ONT.

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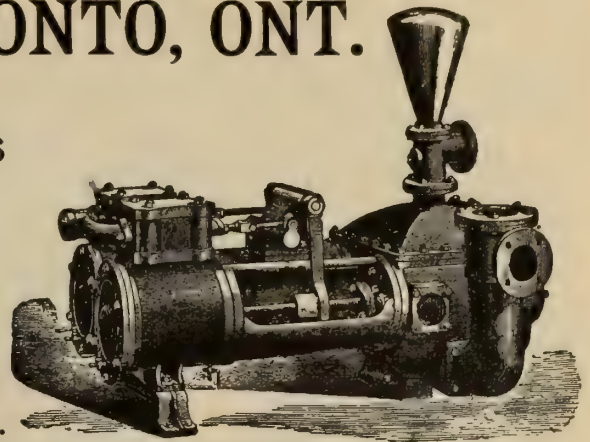
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DRUM TAPS.

Leaves from the Diary of a Commercial Traveller.

BY WM. H. MAHER.

CHAPTER XI.

The next town was Lindley, and reached by 5 o'clock that evening. I had no directions as to what hotel to go to, and I gave my baggage checks to the first runner I met. He had a wheelbarrow, and I noticed the other hotel had a 'bus, so I concluded I had made a mistake, but thought it best to stick to my man. The house was in keeping with the wheelbarrow, but I wanted to do up my business there that night and get away early in the morning, so I got a room at once, had my samples taken up, and then started out to see the trade. The place was the largest I had yet been in, but we had never sold to anyone there except one small grocer. I was prepared to drum the largest house in the town.

Passing up the street of the new town, I determined I would give the hardware stores my attention first, and then look after the grocers' that might be handling anything in my line. The hardware stores were not difficult to find; on one side of the street was a collection of agricultural machines, plows, harrows, seed-sowers, etc., and almost directly opposite was a similar array on the other side of the square. I hesitated when I reached the door; it was a large house, there was no doubt about that, and I had begun to learn that we had our limits. But I concluded they could only say "no" and I plunged in.

Much to my gratification they were busy; I had an opportunity to look around, to study faces, and to approach them more leisurely. There was nothing about me to show my business and they gave me the "good day" they would have given any customer; not the frigid nod held in reserve for poor drummers. At last one was through

with his sale, and we moved toward each other.

"Anything I can do for you, sir?" said he to me.

"Yes, sir; you can give me a little order for hardware, and make me happy." I gave him my card, and smiled my sweetest smile.

His manner changed at once.

"Heman & Co.," said he, reading the card; "we have never done anything in your place."

He said this as if our "place" was altogether too small to hold a man like him. He evidently was no small potatoes, and it was clearly my duty to flatter him if I was to get an order, so I answered:

"I supposed from what I heard of your house that you bought mostly in New York, but thought there might be some odds and ends you were needing, and if there were, I would make prices satisfactory—"

"Nothing that we need just now," said he, interrupting me.

"If there was," said I, going right on with my speech, "I will duplicate any New York bill you may have; of course, I could not do this on staples, but I can and will on shelf goods."

"We are all full now."

"How has trade been this spring?"

"Very fair."

"Have you been East?"

"Not this spring."

"Do you buy mostly in New York?"

"Altogether."

"Has any one from our house ever called on you before?"

"I believe not."

"Well, sir, I don't want to take up your time, or bore you now, because I expect to go through this country about once in sixty days, and I am in hopes we will do something together. I know that you buy goods at rock bottom, and a house with your standing ought to; but there will be many items that I can offer you bargains in, and make it an object of you to buy of me."

"All right," said he, as if dismissing me; "come in whenever you come around."

Now all this was time wasted. If I went

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away my call would have been no good to me, and I did not care to have it so. I saw I must do something to get him interested, and I made up my mind I would quote him some prices that would rouse him. We were standing near some nail-rod. The day before I left home I heard Heman order some of a Boston house for 5½ cents per pound; we had to pay half a cent freight, so that it cost us 5½ laid down in the store. New York jobbers quoted at 6, Pittsburgh at 6¼; we ordinarily asked 7.

"You handle the Norway rods, I see," said I. "I have a good article in that line and could sell you low."

"How low?"

"Five and three-quarters."

"Second quality rod, I guess."

"If it is you need not pay for it. It is good quality, and the size the blacksmiths like—¾ by 3-16. The same goods are worth 6 cents in New York, so that, taking freight into consideration, my rods are about 10 per cent. the cheapest.

He was a little bit interested now.

"Do you handle sheet iron?"

"No, sir. We do not handle sheet or bar iron, or tin; those are goods that are always sold at about cost, and houses dealing in them must make an extra profit on shelf goods in order to make it pay."

We talked quite a while, but I had given up any hopes I may have had about getting an order, and was trying to put our acquaintance on a basis that would eventually be a help to me. Just as I was going to leave a man came in and inquired for putty, and, much to my gratification, the merchant had none.

"I think I could let you have a barrel of putty right," said I, after this customer had gone.

"What can you do?"

If he had asked me that question when I first came in the store I would have named a very low figure; but I began to suspect that he was not so sharp a buyer as appearances would indicate; so I named a fair price.

"That isn't cheap," said he. But he said it to test me, and not because he knew the price was not low. So I said, calmly: "I'll make you a present of a barrel if you will show me a lower quotation from any one else."

"Well you may send me a barrel."

A break had been made, and I prepared to widen it. "Isn't there anything else?" I asked.

"Yes. You may send me 100 lbs. nail-rod."

I entered that.

"Whose pressed-ware do you sell?"

"The L. & G. goods," I answered.

"Can you do better than 60 off?"

"I will make you an extra of 2½."

All right; send me one dozen dish-pans No. 2."

He gave me quite an order for pressed-ware, then for some cheap files, currycombs, and knives, making a bill of about \$75, and I made a profit of 10 per cent. on it, which was very good for the occasion. I parted from him with thanks on my lips, and satisfied that he and I would do more business in the future. Then I went across the street, but found everybody gone to supper except an old man, who refused to be pumped about prices. I concluded I would go to my supper.

Everything about the hotel was suspicious,

from the landlord down to the lowest servant, and the dining-room was not a very inviting-looking place. I ate a very light supper and then hurried up to the hardware store. The gentleman who met me was a very pleasant-looking fellow, and I was sure I was going to take an order at once, but I was mistaken; he was ready to do everything but buy goods. Every price I mentioned was all right, he said, but he didn't want anything; I began to find his good humor very exasperating. I saw there was no use in trying any longer, so I turned to the grocery stores. "We don't do anything in hardware," was the remark that met me right along, until I struck the German quarter; the grocers here kept a few groceries, a little cutlery, and a plate or two of cakes.

Mr. Meilink's was the first place where I struck cutlery. I gave him my card; he read it in a very leisurely way, and then said:

"I don't sold no hartware."

"You keep a few knives, I see."

"O, yes, I sold a few guttlery now and den."

"How is your stock now?"

"Oh, pooty fair."

"Don't you need a few styles to sort up with? You seem to have mostly high-priced goods; don't you want some 25-cent knives?"

"I don't know; maybe so."

"My samples are down here at the hotel; can't you get away for fifteen minutes?"

"No; I can't lock up de store."

"Then I will bring the samples here."

I saw about what kinds he would naturally want to buy, and went to the hotel for my roll of table knives and three or four cards of pocket knives. Although we had got along very well so far, the selling was not so speedily done. He would listen patiently to everything I had to say, look at the knife when I asked him to look at it, but that was all; he made no sign toward ordering. After I had been through the samples, I waited to see what he would say, but he didn't seem to think it was incumbent on him to say anything; it was clearly my duty to put on a little pressure.

"Well, Mr. Meilink," said I, "we have been through the samples; now let us see what stock you have." I went behind the counter and we cast our eyes on his stock.

"You need knives that will retail at from 20 to 75 cents," said I, "and table knives to sell from 75 cents to \$1.50 a set, don't you?"

"Maybe so."

"All right; now here are the cheap pocket knives; suppose I send you a box each of these," touching about a dozen samples.

"How mooch in de box?"

"Half a dozen."

"So! Yes, you might send dem along."

I entered the order, then picked out a line of table knives, which he told me to send. Then I sold him a few spoons, jewsharps, tobacco boxes; making a bill of about \$40 and big profits.

The next place I went was half grocery store and half an egg-packing establishment. The head of the concern was a very peculiar old fellow, but we were on the best of terms in five minutes. He was trying to read a letter just received from his New York agents, and the writing seemed to bother him.

"Look here," said he to me, "can you read this d—n thing?"

I modestly remarked that I could read most anything.

"Then see what the devil you can make of this."

The letter was written in a very careless business hand, but was plain enough to the average book-keeper. I read it for him. One word in the letter he did not understand.

"Sanguine," what in h—I is sanguine?"

I had to laugh.

"D—n him, I'll quit him," said he; "he writes so no white man can read it, and then he has to fill his cursed old letter with Latin or French, so no one can understand it without a schoolmaster is handy."

I explained to him what the word sanguine meant.

"Well, you're a good fellow," said he, dropping the New York man and taking my case up; "where did you learn so much?"

"In the only honest place there is in the world, a hardware store."

"Ha, ha! Frank come here and see this cuss who claims to be an honest hardware man."

Frank, his son, came out of the back room, and we shook hands. I liked the father and son, and it was not long before we were chatting like old friends. The old man wanted to have me write a letter to the agent for them, and of course I sat down and did it. Then I showed Frank some points in book-keeping, and by that time the old gentlemen said I was "not such a d—n bad fellow, after all."

But it was time that I should be selling them something. The father was as uneasy as a boy on a hornet's nest. He was sure they did not want anything, did they, Frank? And when Frank said he didn't know, then the father began questioning me, and all the time running from the show-case back to the desk where we were, and then back to the shelves again.

"If I buy anything you must sell me cheap," said he.

"I'll do it," said I.

"Have you got a knife like this?" holding up one from the show case.

"Yes, sir, the very same knife."

"What do you ask for it? Now sell it low, mind, I pay for what I buy, and I won't buy of you if you aren't way down."

I named the regular price. "How is that, Frank? Is that low enough? You can sell lower, can't you? What do you say, Frank?"

Come to find out, none of his goods were marked, and he didn't know what they cost; though he asked enough to leave no doubt as to the profit he was making.

After a deal of talk of this sort we came to business, and he gave me a nice order for table and pocket cutlery; an order of about \$60, with about \$12 of it clear profit. Then I gave him a knife, much to his delight and he was determined to stand treat on it. When I went away from him, he said, "Now send those goods along right, just as we ordered; no shenanigan mind; or if you do play any tricks on us, I'll break your back the next time I see you."

I assured him there would be no tricks and we bade each other good night.

At the hotel office I left orders to be called for the early train to Casey the next morning, and then I went to my room. The boy that showed the way was a villainous-looking fellow, and my fears were not lessened to find that my door would not even latch, much less lock.

A feather duster disperses but does not remove the dust from the store.

WELL I NEVER SAW ITS EQUAL JUST
5 MINUTES FROM START TO FINISH
WITHOUT EITHER DUST
MIXING OR
AND A
BEAUTIFUL
POLISH.



SILVER STAR STOVE POLISH

**BLACK
BRILLIANT
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This polish entirely
supercedes all
others, being a
paste all ready
for use, produces
a jet black enamel
gloss with but half
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56 and 28 lb ingots, per lb ..	25, 26
Straits 100 lb ingots.....	25, 26
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Bradley M.L.S.	Per box
I.C., usual sizes ..	\$6 25 \$6 50
I.X., ..	7 50 7 75
I.X.X., ..	8 75 9 00

Raven & P.D. Grades—	
I.C., usual sizes ..	5 25 5 50
I.X., ..	6 25 6 50
I.X.X., ..	7 25 7 50
L.X.X., ..	8 00 8 25
D.C., 12½ x 17 ..	4 75 ..
D.X., usual sizes ..	5 75 ..
D.X.X., ..	6 10 6 65

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

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I.C., usual sizes ..	4 60 4 75
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B.V. Grade, I.C., usual sizes ..	4 60 4 75

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Tern.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets ..	8 25 8 50

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs }	
" 14x60, " }	6½c, 7c
" 14x65, " }	

Iron and Steel.

Common Iron, per 100 lb ..	\$2 35 2 40
Refined " ..	2 60 2 65
Horse Shoe " ..	2 60 2 65
Band " ..	2 87½ 3 00
Hoop " ..	2 87½ 3 00
Swedish " ..	4 00 4 50
Nova Scotia Bar iron.....	2 75
Sleigh Shoe Steel ..	2 50 2 75
Machinery, Tire Steel ..	3 00 3 25
Best Cast Steel, per lb.....	0 13 0 14
Russian Sheet ..	0 10½ 0 12
Bank Plates ..	2 25 2 50
Toiler Rivets.....	4 75 5 00

Boiler Tubes.

2-inch ..	13c
3-inch ..	18½

Boiler Plate.

½ inch.....	\$2 75
5-16 " ..	2 60
¾ " ..	2 50

Sheet Iron.

1 to 20 gauge ..	3½, 3½
22 to 24 " ..	2½, 3
26 " ..	3, 3½
28 " ..	3½, 3½

Canada Plates.

Blaina.....	½ bright \$ 20 3 25
Boars Head.....	" None
Maple Leaf ..	" None
All Bright.....	" None

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb ..	5½, 6c
26 gauge, ..	5½, 11
28 " ..	5½, 6½

Gordon Crown—	
16 to 24 gauge, per lb ..	5½, 6½
26 gauge, ..	5½, 6½
28 " ..	5½, 6½

Note.—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, ½ inch, per lb.....	4½, 4½c
" 7-16 inch ..	5½, 5½
" 1-4 " ..	5½, 6
Trace, per doz. pairs ..	\$3 60 5 90
German coil, per 100 ft ..	1 65 2 70
Jack chain, iron, single, per doz yards ..	0 13 0 50
Jack chain, double, per doz yards ..	0 15 ..
Jack chain, brass, single, per doz yards ..	0 20 1 10

Copper—Ingot.

Lake Superior, per lb ..	0 00 0 00
Baltimore " ..	0 17½ 0 18½
English B.S. ..	0 17½ 0 18½

Bolt or Bar.

Cut lengths, round, ½ to ¾ in. .	\$0 28 \$0 31
" round & square ..	5½, 6

Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60 ..	\$0 21 0 22
Untinned, 14 oz, and light, 16 oz, irregular sizes ..	0 22 0 23

Note.—Extra for tinning, 2½ cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x48 and 14x60 .. 0 30 0 32

Brassers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb..	0 22 0 26
" 35 to 45 " ..	0 21 0 22
" 50 lb and above per lb ..	0 20 0 21

Boiler & T. K. Pitts.

Plain Tinned, per lb.....	0 26
Spun " ..	0 30

Wire.

Pure, in coils—	
From 1 to 20 gauge.....	0 25 0 27
From 20 gauge, up ..	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge. 0 x1	0 25
" " 27 to 30 " ..	0 23 0 29
" " 30 and up.....	0 26 0 29
Sheets, hand-rolled 2x4 ft.....	0 25

Zinc Spelter.

Foreign, per lb.....	0 06½ 0 06½
Domestic " ..	0 05½ 0 05½

Zinc Sheet.

5 cwt casks.....	0 06½ 0 07
Part casks ..	0 07 0 07½

Lead.

Imported Pig, per lb.....	0 04 0 04½
Domestic " ..	0 04 0 04½
Bar, 1 pound ..	0 05 0 05½
Sheets, 2½ lbs, per square ft, by roll ..	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll ..	4 75 5 00

Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note.—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb 0 20 0 22

Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb.....	\$0 21 \$0 22
Other makes " ..	0 19 0 20
Pure White Lead, ground in oil, Associat'n guarantee, per lb. 5½	
No. 1 Do.....	0 5½
No. 2 Do.....	" 0 4½
No. 3 Do.....	" 0 4½

Prepared Paints.

(In ½, 1 and 1 gallon tins.)	
Pure, per gallon ..	\$1 05 \$1 10
2nd qualities " ..	0 85 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)	
Venetian Red, per lb.....	0 05
Chrome Yellow " ..	0 09
Golden Ochre ..	0 06
French " ..	0 05
Marine Black ..	0 09
" Green ..	0 09
Chrome " ..	0 08
French Imperial Green ..	0 14

Colors, Dry

Yellow Ochre (J.C.) in bbls, per lb (J.F.L.S.) ..	0 01½
Venetian Red (R.C.2) " ..	0 01½
" (1343) " ..	0 02
Ven. Red, Cookson's " ..	0 02
English Oxides " ..	0 03
American " ..	0 02½
Paris Green, per lb ..	0 15½ 0 16½
Burnt Sienna ..	0 08
Burnt Umber " ..	0 06
Drop Black ..	0 09
Chrome Yellows " ..	0 12
Greens " ..	0 12
Golden Ochre ..	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal ..	0 70
Brown Japan ..	0 70
No. 1 Carriage " ..	1 50
Gold Size Japan ..	1 40
Pure Orange Shellac " ..	2 20
Hard Oil Finish ..	1 50

Linseed Oil (in bbls).

Raw, per gal ..	0 68
Boiled ..	0 71

Turpentine (in bbls).

Selected Packages, per gal.....	0 59 0 60
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Castor Oil.

Best, per lb.....	0 10½ 0 12
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Glue (in bbls)

Common, broken ..	0 10 0 11
French medal ..	0 12 0 13
Cabinet makers ..	0 17 0 18
White.....	0 16 0 17

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	0 05½
" No. 2	0 04½
" No. 3	0 04½

Acme Paints.

Neal's Carriage, discount 40 p. c.	
English Oxide, by the barrel	0 02
American Oxide	0 01½
No. 1 Venetian Red	1 25
Acme Decorative, discount 40 p. c.	
Granite Floor, in tins, 90c, 47½c	0 25
Acme Interior Fresco, tins	1 25
Acme Sash, discount, 40 p. c.	
" Wagon and Imperial, dis 40 p. c.	
Prepared House	\$0 90 \$1 00
Pemb. Metallic, for barns, roofs, etc., in bbl lots	0 50
Acme Empire White Lead, per 100 lbs	5 50
Acme Perfection Wood Filler, per 100 lbs	0 80
Liquid Fish Glue, per doz	1 25
Acme Carriage Top Dressing, \$1 75	per doz 4 00 8 00

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 to 45 p. c. Amer.	
Rim Fire Cartridges, Dom. 50 and 10.	
Rim Fire Military, net list. Amer.	
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.	
Central Fire Cartridges, Dom. 30 & 10	
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p. c. Amer.	

Wads.

Eley's, per 1,000	\$0 25 \$1 60
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Anvils.

Per lb.	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	6 65 1 59
Pegging, "	0 65 1 25
Brad, "	0 85 1 60
" handled	3 60 7 30
Saddlers', "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	6 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc (Revised list) discount 25 per cent.	
Copper, discount, 25 p. c.	

Bells—Hand.

Brass, 60 to 66½	
" 50 and 10 to 60 p. c.	

Door.

Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50

Cow.

American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 p. c.	

Farm.

American, each	2 00 5 00
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House.

American, per lb.	0 35 0 40
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Bellows.

Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount 35, 40 per cent.	

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 per cent.	

Bench Stops.

Per doz	5 00 6 00
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Bits—Auger.

Gilmour's dis 55.	
Excelsior—Jennings, discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jenning's Gen, net list to 5 p. cent. dis.	
Car.	
Gilmour's, 47½ to 50 per cent.	
Expansive.	
Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb.	0 11 0 15
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Bolts.

Carriage, dis. 60 and 5 per cent. to 65 per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis. 45 to 50 p. c.	
Elevator, dis. 35 to 40 p. c.	
Machine, dis. 60 to 60 and 5 p. c.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers' "	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 35 to 40 per cent.	
Reversible, dis., 65 to 70 per cent.	
Vegetable, per doz	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	5 00 40 23
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Batts—Brass.

Wrought Brass dis. 60, 60 and 10 per cent.	
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Cast Iron.

Loose Pin, dis. 60 to 60 and 5 per cent.	
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Wrought Steel.

Fast Joint, dis. 60, 60 & 5pc.	
Loose Pins, " 60, 60 & 5pc.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz	3 75 4 50

Card.

Horse, per doz	0 70 0 95
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Carpet Stretchers.

American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz	22 50
World	21 75
Daisy, "	24 00
Star, "	18 00

Crown Jewel, per doz	29 00
Grand Rapids, "	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50pc.	
Plate " dis. 50pc.	

Cattle Leaders.

No 31 and 32, per gross	8 50 11 25
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Cement.

Portland, car load lots	2 70
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.

Carpenters' Colored, per gross	0 50 0 85
White, lump, per lb.	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.	
Canadian, dis. 35 per cent.	
Tanged Firmer per doz	0 85 4 00

Churns.

Amer., dis. 50 p. c. to 60 p. c.	
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Clamps.

Judd's, dis. 20 p. c.	
Stearns, per doz	3 00 10 00

Clips.

Axle, dis. 65 p. c.	
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Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
No. 2	2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p. c.	
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Cradles, Grain.

Canadian, discount 25 p. c.	
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Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English, "	2 00 4 00

Draw Knives.

American, dis. 70.	
Canadian, dis 25 to 35 p. c.	

Drills and Drill Stock—Breast.

Millar Falls, per doz	16 00 51 50
P. S. & W., dis. 40 per cent.	

Twist.

Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.

Dis. 20 to 33½ p. c.	
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Faucets.

Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star, "	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. list, 50 & 5 to 50 & 10	
Barton Smith, dis. 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis., Can. list 50 per cent.	
Jowitt's, dis. Can. list, 25pc.	
Horse Rasps, Kearney & Foote's dis Am list, 50 pc.	
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33½ p. c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc., dis. 40 p. c.	
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Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis. 50, 50 & 10 p. c.	

Fruit Presses.

Henis' per doz	4 00
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Enterprise, discount 10p. c.

Fry Pans.

Acme, discount 50, p. c.

Gauges—Marking, Mortise, etc.
Stanley's. dis. 50, 55 p. c.**Wire Gauges.**

Winn's, Nos. 26 to 33, each	1 65 2 40
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Glass.

4th quality Star, 1st break	1 50
" 2nd	1 60
" 3rd	3 80
" 4th	4 10
" 5th	4 40

Window Glass.

Pilkington's ordinary	
1st break	\$3 65
2nd	3 90
3rd	4 60
4th	4 95
5th	5 40
6th	5 90
7th	6 50

Picture Glass.

Pilkington's ordinary.	
1st break	4 30
2nd	4 70
3rd	5 40
4th	5 90
5th	6 50
6th	6 90
7th	7 70

Glue Pots.

Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list.	
Can. discount 25 to 27½ p. c.	

Tack.

Magnetic, per doz	1 10 1 50
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Sledge.

Canadian, per lb.	0 12½ 0 15
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Ball Pean.

English and Can., per lb.	0 25 0 37½
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Handles.

Axe per doz	1 00 3 50
Store door "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 30 p. c.	
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Hoe.

C. & B., discount 30 p. c.	
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Saw.

American, per doz	1 00 1 25
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Plane.

American, per gross	3 15 3 75
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Hammer and Hatchet.

American, per doz	0 50 0 80
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Cross Cut Saw.

Canadian, per pair	0 18 0 25
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Hangers.

Door 4 and 5 inch, per pair	0 40 0 80
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Hatchets.

Can., dis. 37½, 40 p. c.	
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Hinges.

Blind, Parker's, dis. 60, 60 and 5 per cent.	
Light T and strap, dis 60, 62½ per cent.	
Heavy, per lb.	0 5 0 05½
Screw and Strap, per lb.	0 03½ 0 04½

Hooks—Cast Iron			Pencils.			Scale Beams.			Tinware.		
Bird Cage, per doz	0 50	1 10	Dixon's, per gross	1 00	4 25	Canadian, B. S. & M. dis. 40 per cent.			Stamped, dis. Assn list, 70, and 12½ per cent.		
Clothes Line, " "	0 27	0 63	Carpenter, " "	2 25	3 60	Scrapers.			Japanned, dis. Prices on application		
Harness, " "	0 72	0 88	Picks.			Box, per doz	2 10	4 50	Pieced, dis. " " "		
Hat and Coat, per gross	1 00	3 00	per doz	6 00	9 00	Foot, " "	40	3 50			
Chandelier, per doz	0 50	1 13	Picture Nails.			Screens.			Transom Lifters		
Wrought Iron.			Porcelain Head, p. gross	1 65	3 00	Window, patent, per doz	6 00	7 50	Payson's, dis. 25 per cent.		
Wrought Hooks and Staples, Can. dis. 17½, 20 p.c.			Brass Head, " "	40	1 00	Screw Drivers.			Traps.		
Wrought Hooks and Staples, Amer. dis. 75 to 75 and 10 per cent.			Planes.			Sargent's, per doz	65	4 00	Game, Newhouse, dis. 17½, 20 per cent		
Wire.			Wood, bench, Canadian, or American dis. 50.			Screws.			Game, H. & N., or P.S. & W., discount 57½ to 62½ p.c.		
Hat and Coat, dis. 35, 40 p.c.			Wood, fancy Canadian, or American dis. 35, 37½ per cent.			Wood, flat head iron, dis. 47½ per cent.			Mouse, per doz	0 35	1 50
Belt, per 1,000	0 60	2 70	Bailey's (Stan R. & L. Co.) 33½ to 35 per cent.			Wood, round head iron, dis. 42½ per cent.			Rat " "	2 00	4 50
Screw, bright, Eng. dis. 40, 5, 45 per cent.			Miscellaneous, dis. 10 to 12½ per cent.			Wood, flat and round head, brass, dis. 25 p.c.			Trowels.		
Horse Nails.			Bailey's Victor, dis. 10 to 12½ per cent.			Bench, wood, per doz	3 25	4 00	Disston's, discount 10 p.c.		
Canadian, dis. 50 to 60 per cent.			Plane Irons.			Bench iron per doz	4 25	5 75	German, per doz	4 75	9 00
Horse Shoes.			Pliers and Nippers.			Scythes.			Brade's " "	00	10 50
Per keg	3 60		Button's Genuine, per doz. prs. dis 37½, 40 p.c.			Discount 40 per cent.			S. & D., discount 35 p.c.		
Ice Picks.			Button's Imitation, per doz.	7 40	10 25	Scythe Snaths.			Butter, per doz	6 25	9 00
Star, per doz	3 00	3 25	German, per doz	60	2 60	Shears.			Twines.		
Kettles.			Plumbs and Levels			B. & W., japanned, dis. 75 per cent			Bag, per lb	0 12½	0 20
Brass spun per lb	0 28	0 30	S. R. & L. Co., dis. 65 p.c.			B. & W. N. P., dis. 65 p.c.			Wrappg, mott'd, pr. pack.	0 50	0 60
Copper, " "	0 40	0 45	Poppers.			Seymour's, dis. 60 p.c.			cotton, per lb	0 18	0 20
Enamelled Can. 50 p.c.			Corn, square, per doz	1 35	2 00	Etna, dis. 75 @ to 75 and 10 per cent.			Mattress, per lb	0 33	0 45
American, 50 and 10, 60 and 5 per cent			Pruning Shears.			Heinisch 60 per cent.			Staging " "	0 27	0 35
Keys.			Per doz	4 00	5 50	Sheaves.			Broom " "	0 30	0 55
Lock, Can. dis. 50 p.c.			Pulleys.			Sliding Door, per set	77	1 40	Binding, flax, per lb		
Cabinet, Trunk, and Padlock, Am. per gross	1 60	4 75	Hothouse, per doz	55	1 00	Shot.			jute " "		
Knobs.			Axle	22	33	Canadian, dis. 7½ per c.			Vises.		
Door, japanned, and N.P. Can. list dis. 50 p.c.			Screw	27	1 00	Shovels and Spades.			Hand, per doz	4 00	6 00
Bronze, Berlin, per doz	2 75	3 25	Awning	35	2 50	Canadian, dis. 37½ to 40 per cent.			Bench, parallel, each	2 00	4 50
Bronze, Gem, " "	6 00	9 00	Pumps.			Sieves.			Coach, each	6 00	7 00
Lava " "	8 75	10 00	Rumsey, Cistern & Pitcher Spout, 60 and 60 and 10 per cent.			Wood Rim, black, p. doz	1 15	1 35	Peter Wright's, per lb	0 12	0 13½
Shutter, porcelain, F. & L. screw, per gross	\$1 30	4 00	Bladder, per 100 lbs	2 00	2 25	tinned, " "	1 35	1 60	Pipe, each	5 50	9 00
Ladies.			Tins, lbs	2 50	2 75	Tin Rim, " "	2 30	2 45	Saw, per doz	6 50	13 00
Melting, per doz	1 70	4 50	Rails.			black, " "	1 80	2 25	Washer Cutters.		
Lemon Squeezers.			Barn Door, per foot	3	3½	Snaps.			Per doz	4 00	8 50
Porcelain lined, per doz	2 20	5 60	Sliding Door, " "	3½	3½	Harness, German, p. gro.	2 00	5 50	Well Wheels.		
Galvanized, " "	1 87	3 85	Punches.			Acme, " "	3 00	5 00	Amer., per doz. 8, 10 & 12 in.	3 38	6 00
King, wood, " "	2 75	2 90	Saddler's, per doz	1 00	1 85	Lock, Andrew's " "	4 50	11 50	Wire.		
" glass " "	4 00	4 50	Conductors' " "	9 00	15 00	Soldering Irons.			Market, bright and annealed, Nos. 1 to 16, 5 per cent. advance on list from stock. From factory net list.		
All glass, " "	1 20	1 30	Tinner's solid, per set	72		Per lb	0 30	0 32	Market, oiled, coppered, 5 p.c. advance. From factory net list.		
Lines.			hollow, per inch	1 00		Wrought Spikes.			Market, tinned per lb	0 04½	0 08
Fish, per gross	1 05	2 50	Patty.			Discount, net list to 10 per cent.			Galvanized Fence, 5 per cent. advance on list. From factory net list.		
Chalk, " "	1 90	7 40	Bladder, per 100 lbs	2 00	2 25	Snake Shaves.			Tinned Broom, from 19 to 22 gauge, per lb.	0 07	0 07½
Locks—Door.			Tins, lbs	2 50	2 75	Wood, English	1 80	5 00	Malin's Wire on spools, dis. 30 to 35 per cent		
Canadian, dis. per cent.	50		Rakes.			Iron, American	1 35	2 35	Clothes Line, galv., p. 100ft	0 25	0 55
Russell & Erwin, per doz	2 90	7 50	Cast Steel and Malleable, Canadian list dis.			Spoons and Forks.			Barbed Wire.		
Cabinet.			Boker's, per doz	7 50	11 00	Tea Spoons, per gross	7 50	12 00	Galv. steel barb fencing		
Eagle, dis. per cent	33½		Wade & Butcher's " "	3 60	10 00	Dessert " "	21 00		"Lock Barb," 4 point	0 51	0 05½
Padlock.			Currier's, per doz	1 25	3 60	Table " "	30 00	30 00	Ditto Glidden 2 point	0 05½	0 06
English and Am. per doz	50	6 00	Rivets and Burrs.			Dessert Forks, " "	24 00		Galv. Steel, plain twist		0 05
Scandinavian, " "	1 00	2 40	Copper Rivets, dis. 40.			Medium " "	27 00		Galvanized Barb, "Lyman," 2 to 4 points	0 05	0 05½
Eagle, dis. per cent	15	1 17½	Iron " 40 per cent.			Table " "	36 00		Terms, 60 days or 2 per cent off for cash—10 days.		
Mallets.			Burrs, Iron, 30, 33½ per c.			Squares.			Wire Cloth.		
Tinsmiths', per doz	1 25	1 50	Rivet Sets.			Iron, per doz	1 65	2 90	Ordinary, discount 25 p.c.		
Carp'trs', hickory " "	1 25	3 75	Rope.			Steel, dis. 75 p.c.			Painted Screen, p. 100 sq ft	2 25	2 5
Lignum Vite, " "	3 85	5 00	Sisal, per lb	12	12½	Try and bevel, dis. 50 to 52½ per cent.			Wrenches.		
Caulking, each	1 60	2 00	Manilla, " No. 1	14½	15	Fence, galvanized, per lb	5	5½	Agricultural, dis. 70.		
Mattocks.			" No. 2	13½		Wrought Iron, dis. 75, 75 and 10 per cent.			Standard, dis. 60, 60 & 10 p.c.		
Canadian, per doz	8 50	10 00	Cotton, " "	22	25	Stocks and Dies, Amer. dis. 25 per cent.			Coe's Gen'l, dis. 40, 45 p.c.		
Meat Cutter.			Deep Sea, " "	15	16	Stone.			Diamond, dis. 33½, 35 p.c.		
Enterprise, dis. per cent	20	25	Rules.			Washita, per lb	0 15	50	Tower's Engineer, each	2 00	3 00
Dixon's, each	1 60	2 00	Boxwood, dis. 75 to 10 & 5 80 per cent.			Hindostan, per lb	0 06		" S., per doz	5 80	7 50
Woodruff's " "	1 10	1 70	Ivory, dis. 40, 40 & 5 per cent.			Slips, per lb	9		G. & K.'s Pipe " "		6 00
Hale's, " "	1 05	1 50	Sad Irons.			Labrador, per lb	0 13		Burrell's " each		3 40
Hume, " "	13 00	16 00	Mrs. Potts, per set	0 95		Axe, " "	0 15		Pocket, per doz	1 25	2 00
Mining Knives.			" N. P.	1 25		Turkey " "	0 50		Skates.		
American, per doz	42	2 35	Sand and Emery Paper.			Arkansas " "	1 50		Skeleton, dis. 10 p.c.		
Molasses Gates.			B. & A., sand, dis. 25, 30 p.c.			Water-of-Ayr " "	0 10		Whelpley's Pat. Club, Ladies', Brass Tops, 7½ to 9½ in.		1 75
Stebbin's Patent, dis. per cent, 65 to 70 per cent.			Emery, per quire	55	90	Scythe, per gross	3 50	5 00	Whelpley's Pat. Club, Gentlemen's, Brass tops, 9½ to 12 in.		1 90
Nails.			Sash Cord.			Grind, per ton	15 00	18 00	"Star" Mfg. Co's wrought steel top, dis. 30 p.c., 8 to 12 in.		2 00
Cut, 3 in. and upwards, per keg	2 65		Per lb	22	50	Tacks, Brads, etc.			Halifax Pattern, dis. 10 p.c.		
Brads & Moulding Nails, discount 55 to 60 per cent.			Sash Locks.			Cut, Carpet, gim, blue, dis. 35 p.c.			No. 0, Whelpley's, 8 to 12 in.		0 63
Wire Nails, 60 to 65 per cent.			Triumph and Morris, dis 37½, 40 per cent.			" fanned, dis. 45 p.c.			" 7, German, T. blades, blue		1 00
Nail Pullers.			Kempshell's dis. 40, 62½ per cent.			Swedes' iron, blue or tinned, dis. 42½ p.c.			No. 10, German, as No. 7, but nickeled, 8½ to 11½ in.		1 50
German & American	1 85	3 50	Canadian, dis. 45, 50 p.c.			Upholsterers' dis. 42½ p.c.			Genuine "Acme," dis. 30 p.c.		
Nail Sets.			Sash Weights.			Copper Tacks and Nails, dis. 35 p.c.			No. 0, as No. 5, but inferior finish	0 90	
Square, round and octagon	3 38	4 00	Sectional, per lb	2½	3 00	Trunk and Clout Nails, " 40 p.c.			No. 5, steel blades, not hardened	1 80	
Diamond	12 00	15 00	Sausage Stuffers.			Patent Brads, dis. 40 p.c.			No. 7, welded iron and steel blades, hardened and temp'd	2 90	
Oil.			Each	1 00	3 00	Finishing Nails, dis. 35 p.c.			No. 10, quality as No. 7, but nickel-plated	3 90	
Canada Refined Oil (Toronto)	0 17		Saws.			Cigar Box Nails, dis. 35 p.c.			No. 12, quality as No. 7, but silver-plated	4 65	
Carbon Safety " "	0 18	0 18½	Hand, Disston's, dis. 10 p.c.			Shoe Finders' Tacks & Nails, dis. 25 p.c.			No. 14, quality as No. 7, but silver-plated blades, gold-plated tops	5 15	
Canada W.W. " "	0 20		S. & D., dis. 35 to 40 per cent.			Tape Lines.			Forbes' New Patent.		
American W.W. " "	0 25		Cross-Cut, Disston's, per ft. 35 to 55.			English, ass skin per doz	\$2 75	\$5 50	Half Patent, "Achieved" action with finest tempered blades	4 00	
S. R. Seal, per gal	0 63	0 65	S. & D. dis. 25 to 35 per cent.			" steel, each	0 80	2 85	Full Patent, "Achieved" action, with new patent blades	4 50	
Oilers.			Hack, complete, each	1 75	2 75	Thermometers.					
McClary's Galvan. Iron			" frames only	75		Tin case & dairy, dis. 75 p.c.					
Oil Can, with Pump, per doz	19 50		Per doz	1 65	9 00	Ties.					
Zinc and Tin, dis. 50, 50 and 10.			Scales.			Cow, per doz	1 25	2 50			
Copper, per doz	1 25	3 50	Canadian List, dis. 40 p.c.			Tinner's Shears and Snips					
Brass, " "	1 50	3 50				P.S. & W., 10 p.c. advance on American list.					
Malleable, dis. 25 per ct.											
Pails.											
Galvanized, per doz	2 00	3 50									

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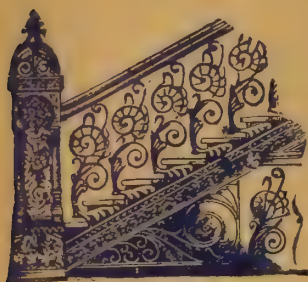
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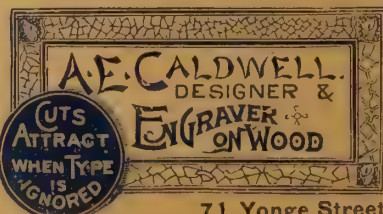
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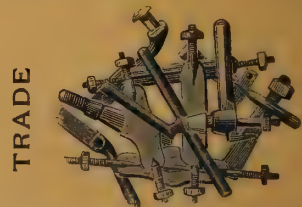
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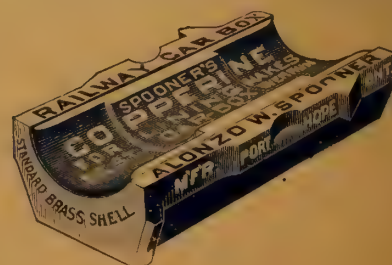
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Vol. 2.

TORONTO AND MONTREAL, NOVEMBER 22, 1890

No. 47

EFFICIENT SALESMEN.

A house is fortunate indeed that possesses a force of alert, keen, industrious salesmen. They are the arms, the tongue, the heart, the feet, and sometimes it must be conceded the head, of the concern which employs them. There is no salesman but knows his success depends upon the extent his labor is made profitable to the firm which employs him. He knows also that he must get prices for goods that will at least compensate the firm for the money employed in that section of their business. There are those in business who expect an enormous profit on their sales, and when they fail to get it, back go the goods on the shelf. We have from time to time shown the great necessity of marking goods in such a way as to facilitate the efforts of the salesman. Remember there are others engaged in the same business elsewhere, and competition is keen anywhere. Those employed behind the counter require consideration. There is no place in life where human nature displays itself in so many phases as is noticeable in a salesman's career. They are compelled to deal with all "sorts and conditions of men" and we will say women too, and in a transient trade nine cases out of ten the price sells the goods. Now we wish to express an opinion, which will not digest as well as we would like, but nevertheless it will work wonders. Earn the respect of every man in your employ from the "boy" up. Each employee is a power in your business, each one helps to keep the machinery of your business going, and if some of your force are a little backward, it is development that is required, and development only will make every man a valued servant in your business.

A firm continually discharging their hands need never expect to get exactly the kind of men they want. True it is, that a great number of young men in our stores are too

careless and take little or no interest in the welfare of the business.

The world of labor is densely populated, and the merchant who is so unfortunate as to employ a force of hands who evince no interest in his business must know that it is ruinous to him to employ them any longer.

There are plenty of young men who if properly trained would make good and efficient salesmen, and of those, it may be said, their services are always in demand. Now-a-days, when only the shrewd and industrious succeed, system in a store and obedience to the rules pertaining to that system, is of the utmost importance. Every man in your employ should know exactly what his duty is, and every employer should see that that duty is performed. This is nothing more or less than development, and if pursued will give to every merchant just what he wants, a well drilled and efficient staff.

A salesman should be well informed on every article in the store from a tack hammer to a six-holed range. He must be ever ready to meet his customer at every point. Every merchant should see his salesmen are instructed to this end. He should know everything in the way in order to have those in his employ equipped with all information in regard to the goods that are sold. This will be interesting to a salesman, and an employer who takes an interest in those in his employ will be benefited in a thousand ways. Allow no loose, careless habits about your store, be strict yet forbearing, and every servant you engage will honor and respect you. This is bound to meet with success and benefit any merchant.

Many prominent steamship lines have agreed to discontinue racing across the Atlantic. The enormous cost and risk which attend all such attempts of speed are the reasons attributed for taking this course. Arrangements, however, have been made whereby a fast steamer will leave Liverpool every Wednesday carrying the Royal mails.

THE LATIN AMERICAN MARKETS.

Although the retail dealers of our country are rarely exporters, yet there is not one of them who can isolate himself from the effects of any cause that checks exportation. He feels it, not as directly but as certainly, as does the producer whose capital or labor is engaged in contributing to a surplus for outside consumption. It is important to him that the great vascular system of distribution should be clogged at no point, that all the overflow of the national production should have the freest access to the seat of corresponding consumption. The more it is hindered the less of it will be displaced by products that supplement our own. That is to say, the more will importation be checked. With an over-supply of native products, with a shrunken demand for outside products, and with a feeble impulse to money circulation, the smallest rivulets or reservoirs in the great basin of trade, must equally with the main stream begin to dwindle. So closely is the material well being of every subject bound up in the sufficiency of outside and inside motives to exportation, that genuine enlightened interest in national trade is almost identical with the sentiment of patriotism. It concerns as many people, and comprehends nearly the same practical considerations. Everybody is interested in wishing the raw material and manufactured wares of the country to have the freest vent to the markets of the world.

The present is a time of considerable trade re-adjustment on the part of this country. Many of the cords which bound departments of our production to a correlative outside consumption are now hanging loose, and we want to attach them as soon as possible. We are now after markets, and it is a reproach to our commercial spirit that we had to feel the spur of necessity before we showed the enterprise to go forth for those markets. The search for those markets will be stimulated and directed by the Reports on Trade that are being issued from the statistical branch of the Canadian Department of Agriculture. No. 2 of that commercial series, prepared by Mr. Geo. Johnson, statistician, contains a body of very useful information. In it are collected the data from which may be proven

the feasibility or otherwise of this or that particular American market for this or that particular Canadian product. By "American" we mean within the mainland or on the islands of North, Central and South America. To give an idea of the consuming capacity of the Latin American states and dependencies, which are twenty-two in number, (counting the Central American group as one.) Mr. Johnston exhibits in a table the value of each of 113 classes of exports from the United States to each of those countries for the year 1889. The total value of the United States products bought by these nations was \$78,981,271. Agricultural products alone make up \$38,153,225 of that amount. This shows a tremendous absorptive power in the southern and central parts of the western hemispheres for commodities this country raises. We should put in all our spare products, for which there is no better demand elsewhere, to help to slake that consumption. Other valuable matter in the pamphlet, is an account of the tariffs of South America, a table of weights and measures and of currency, a parallel presentation of the old and revised United States tariff, and a page of practical hints. There is no better means of diffusing education on a matter that now needs all the thought the public can give it than through the medium of such pamphlets. Every member of the trade should obtain a copy from the Department of Agriculture at Ottawa.

CHANGED CONDITIONS IN TRADE.

To compare the present with the past a great change has taken place throughout the hardware business generally. New ideas have been brought to the front, new lines of goods introduced, and very much in the conditions of a hardware merchants' experience has been entirely changed. Years ago it was only the more important towns that possessed a retail hardware store. The supplies required by blacksmiths and contractors being drawn from either the jobber's or manufacturer's. The more staple articles such as farmers would be almost daily in need of were sold by the general dealer, and it was seldom a person got exactly what he wanted. Of course this would be owing to the limited stock of hardware kept by the general store. Demand for goods has necessitated the opening of retail stores through all the towns and villages in Canada, and the manufacturing of goods has increased accordingly. The business in building hardware has increased probably more than any branch of the trade, and it is the growth of towns that has had a great influence in establishing retail hardware stores in the smaller places. Formerly, few stores carried a stock of tinware, but everywhere can be seen a complete line of house furnishing goods, kept by the hardware trade. This led to the laying in of a stock of all kinds, and the consequence is that a person can purchase everything, not

only for the various trades, but almost any article necessary for the household.

The hardware store of the present is truly a conglomeration of different kinds of wares, and no business has more detail in connection with it than it possesses. It is a great necessity, therefore, in view of this fact, that a business of this kind should be thoroughly understood by every person who earns a livelihood by it, not only as respects knowledge of how stock should be kept, but also as respects the purchasing of goods. Bad buying results in an overstock, and such a fact is ruinous to any business. A merchant should keep fully abreast of the times, buy where he can buy cheapest, having quality of goods first in view, rather than quantity. The market is always full of novelties, and he should be sure to secure a stock of anything new in his line.

AMERICAN TIN PLATES.

Many of the delegates from England who have been recently visiting the new world, in the interest of iron and steel manufacture, have returned, and are now giving forth their views on the future of the metal industry in America. As regards the tin plate industry in the United States, it is generally held by those engaged in that line in England, that it will eventually become a great industry in the neighboring republic. The industry will meet with great opposition, and money will be lost in the experiment. This will necessitate large firms taking hold of it, as the smaller ones cannot afford to experiment and lose money. The wage question is the chief obstacle, and while the tariff is high, it must, according to an eminent tin plate manufacturer in England, be made still higher. While wages are more in the United States than in England, the expense of living is greater, and many of the visitors could not see why the American workmen were any better off than those in England. As regards the Welsh tin plate trade, it is generally conceded by those in England that the new American tariff will disorganise it for a time. But the British manufacturer will open up new markets, keep down expenses, and have the best labor-saving appliances, and thus be able to compete with the Americans in their own markets.

BRITISH COLUMBIA RETALIATION.

According to the report of the Travellers Protective Association of the United States, business is dull in our far away Province of British Columbia. They warn all drummers intending to come there from the States to remain away, as the authorities have made it unpleasant for them. It appears from their report that in retaliation for the passage of the new United States tariff, the Council of Victoria have taxed American travelling agents selling goods there, to the extent of \$50. This only applies to travellers

who sell goods by sample until Jan. 1st., when every United States drummer must pay a fee of \$100 for the privilege. This is retaliation with a vengeance, as there is a great number of Western houses doing a good business in the Pacific province. Travellers who have returned from Victoria, report business dull, but they are no doubt angry at their treatment, as the most reliable reports go to show everything is prosperous there, and business is good. Owing to bright prospects in the mining districts, and the great mineral resources of the province, business is sure to be healthy, and our American cousins who are so prone to express indignation with the state of affairs in the Pacific province should not expect to find the people there entirely dependent on them for their supplies.

THE DOMINION COMMERCIAL TRAVELLERS' ASSOCIATION.


The Dominion Commercial Travellers' rooms on St. James' street, Montreal, were to the uncommercial visitor very like the smoking end of a Pullman car extended and magnified. It was Saturday night, the nominations for elective officers were on the tapis, and expectation was on tiptoe, steeped in tobacco smoke. Ald. J. D. Rolland in the large room talked with Mr. Sumner, Captain Forbes was in confab with Mr. W. Galbraith, Mr. T. Gormley whispered with a few friends, and everywhere in the groups that loitered or sat about the room was manifest unusual interest. Mr. Fred. Hughes, the coming President, was keenly observant of everything. There were all shades of opinion, all kinds of travellers, all varieties of temperament in that room; and also men who have roved from Vancouver to Gaspé, and have talked to the most remote country merchants with eloquence irresistible. What their customers think of them and their goods—what they think of their customers and their credit matters much; what others think they care little, and they discussed their business with great independence of thought, one or two going so far as to doubt whether they were at all under obligation to be more than polite to railway magnates because of favors received. The Windsor Hotel came in for some rough handling, and the great annual dinner of the travellers was denounced as a chestnut by one adventurous spirit, who moved that they have a ball instead. The temperance element in the Association was alluded to with a majestically patronizing air by one young man, as a mere handful, while another traveller, in a very aggressive red necktie and crispy curls, remarked that only \$138 had been paid for guests' wine at one of the travellers' dinners; and there were three or four in the room who could dispose of that much themselves. The smoke rolled on, and was uncomfortably thick, when Mr. G. Piche took the chair and surveyed the scene. His dark

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MONTREAL.

eyes twinkled merrily, but occasionally looked puzzled, especially when Capt. Forbes once rose to a point of order. The President seemed to be at sea about this point of order. In fact as legislators the commercial travellers appear to have fallen off since, keen-eyed and quick-witted, the late Andrew Robertson sat as their president at the birth of the association. Instead of deciding the point at once the President silenced the temperance advocate until the attacking speaker had his say. Previous to all this, however, the election of officers went on. Mr. Fred. Hughes of Caverhill, Hughes & Co. was declared elected president by acclamation, and made a neat speech. Col. O. P. Paton was nominated vice-president, and this, it was considered, would have been by acclamation. The name of Mr. C. E. A. Patterson was, however, put in opposition. Messrs. Fred. Berks and John Shearer were nominated for the treasurer's position. Five directors are required, and there were nominated Messrs. Alf. Elliott, Walter Grose, Max. Murdock, John Taylor, F. P. Benjamin, W. H. Olive, E. Cook, Duncan Black, J. H. Morin, Rollo C. Simpson, Geo. Forbes. The annual meeting was fixed for Dec. 13th. Messrs. S. Boxer and J. C. McDougall were appointed a committee to check the ballots,

and these are to be in the hands of the secretary not later than five o'clock on Friday the 12th. It was decided to have the annual dinner on the 23rd of December. Not more than seven or eight voted for a ball and these were loudest against the abolition of wine from the table. It was when Mr. Forbes stood up and pleaded for the abolition of wines and liquors from the annual dinner table that the debate became warmer. Mr. Beauchamp seconded the motion. Mr. Forbes held that if the wines were abolished there would be a larger gathering of respectable temperance people at the dinner than there had ever been. A member twisted this into meaning that there would be greater respectability at the dinner than ever before; and here it was that the president did not allow Mr. Forbes to explain his point of order and show the difference between his words and those of his accuser.

“I shall have to make this motion a ‘total abstinence dinner,’ said the President.

There were four hands raised for the motion—those of the mover and seconder, and Messrs. Galbraith and Armstrong—all the others, to the number of nearly a hundred, voted against the attempt to make the dinner a really ‘prohibition’ dinner.

The meeting soon afterwards adjourned to Dec. 13.

THE LUCKY HORSESHOE IN HISTORY.

It is claimed that the origin of the superstition that a horseshoe brings good luck can be traced back to the thirteenth century. The monk Gervaise, of Tilbury, informs us that at that time there was a kind of demon in England which appeared as a horse rearing on his hind legs and with sparkling eyes. Whenever this apparition was seen it was a sign that a conflagration would soon break out. Hence, as giving a kindly warning, this mysterious horse was regarded as a friendly spirit, and the animal in general was believed to be a beneficent mystic power.

A horse tooth carried in the pocket prevented toothache; it was a sign of good luck to find a horseshoe, and one was placed under the pillow of a child to cure the colic, or nailed against a building to prevent it from catching fire. This led to its general adoption as a protective symbol.—Spare Moments.

Manufacturers wanting an agent to sell goods to the trade, in London, Ont., on commission, will find one by addressing “Commission,” care of this office.

CORRUGATED STEEL FASTENERS.

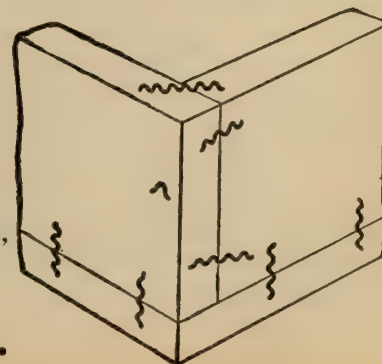
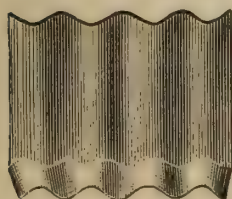
A Perfect, Secure Joint!

NO GLUE, NO SCREWS, INEXPENSIVE.

All Manufacturers of Wood-work are interested in this Invention.

Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.

THE ONTARIO TACK CO., Hamilton, Ont.



FERGUSON, ALEXANDER & CO.,

MANUFACTURERS OF

THE ELEPHANT BRAND

**LEADS, COLORS, VARNISHES, JAPANS
AND READY MIXED PAINTS.**

PAINT WORKS AND OFFICES : 22 College St.,
VARNISH WORKS : St. Gabriel Locks.

MONTREAL, and Glasgow, Scotland.

FULL STOCK !

QUICK SHIPMENT !

A WORD ABOUT TIN.

We have heard so much regarding tin and tin plate that we feel it would be interesting to the trade for **HARDWARE** to say a few words concerning this well known commodity. The word **TIN** has been derived from the Saxon *tan*. Tin plate or tinned plate is a term employed to indicate iron plates which are covered over with tin. Tin plate is used in the same sense in which we speak of silver plate, as when a copper tea pot or other article has been coated over with silver, or in other words plated, and then called silver plate. The second term, tinned plate, is applied to the tinning of an iron, copper or other plates. It would appear that man was acquainted with tin almost as early as with any other metal. We have no account of its discovery, but its name occurs in very early writings as a metal in common use. The Chinese are supposed to have known it, and it was certainly employed by the Egyptians, being mentioned in the Bible, and other ancient books. Cornwall is the centre of the tin trade, this being on account of its productiveness, though Devonshire was in former times the principal mining district. As early as the 16th century Germany became a large purchaser of tin from England, notwithstanding it had tin mines of its own. The Germans used the English article for tinning their iron plates, and England in turn became a good customer of the Germans for their tin plates. These plates were very much inferior, however, to those manufactured afterwards in England; but it paved the way to better things. From this time the tin industry grew, and tin plate plants were established all over England.

Tin ore when mined is often found to be of a brown color, though some times it is yellow. Good ore should yield 70 per cent. pure tin, and if it be under 30 per cent. it is worthless, since it would not pay to smelt it. The ore being mined it is collected into different lots according to its rich-

ness. Having been thoroughly washed, it is then subjected to a crushing process, which renders it fine as powder. Then again it is well washed with considerable agitation to rid it as much as possible of any foreign substance.

The ore in this state is placed in a burning house and roasted, then afterwards in a furnace constructed for the purpose of freeing it from sulphur, and to obtain from it its arsenic.

The ore thus treated is ready for reduction. The slag is run off, the tin itself running into a pan, being skimmed, and formed into blocks or ingots. Even in this state it is still impure, and has to go under a process of refining. This process consists in placing the ingots on edge in a reverberatory furnace, and the temperature so arranged that the tin melts and runs off gradually. When run off, a great deal of refuse will be found on the hearth, which is removed. The metal thus run off is kept in a state of ebullition for two or three hours. After sufficient time is allowed for the tin to settle, it will be found to contain three quantities—the top or the purest, the middle or less pure, and the bottom stratum, which is so impure as to be sent back to the refinery. After the running of the tin into ingots, the refining process is ended and the ingot tin is ready for the market.

The Prince Edward Island tunnel project is revived by the success of the St. Clair tunnel. The Dominion government has been asked to assist in the scheme, for which the preliminary surveys have been made. "There are," says the Engineering News, "no great engineering difficulties in the way; but at the nearest points between Prince Edward Island and the main land a tunnel $6\frac{1}{2}$ miles long would be required, and the estimated cost is \$17,000,000. An English syndicate has offered to build the tunnel if the Canadian government will guarantee 6 per cent. interest on the bonds for 100 years."



The railroad capital of the world is estimated at \$29,000,000,000.

It is reported the Standard Oil Company have found gold in the Sudbury district.

R. Morton & Co., Chatham, Ont., hardware dealers, have been succeeded by Morton & Adam.

The new French Tariff contains a revision of the duties on metals, and the tax on steel has been lowered.

Mr. Thos. Birkett, hardware merchant Ottawa, is a candidate for mayor of that city for the coming year.

W. Rolland & Frere, Montreal, Que., dealers in cabinet hardware, have dissolved; G. H. L. Rolland continues under the old style.

The Stacey Hardware Manufacturing Co. (limited), have succeeded Stacey & Son in the hardware business at St. Thomas, Ont.

The Canada Pipe and Foundry Company, Montreal, are furnishing that city with 2,000 tons of cast iron pipe from 4 to 12 inches diameter, at a cost of \$77,000.

A board of trade has been organized at Orillia with the following officers: Milleville Miller, president; Frank Kean, vice-president; George Thomson, treasurer; C. W. Lawton, secretary.

The Duke of Portland, one of England's wealthiest noblemen, has just had the sanitary fittings and drainage of his palatial residence at Welbeck entirely renewed. The total cost of the job was \$150,000.

A letter writer in Buenos Ayres predicts that eventually the Anglo-Saxon race will take possession of the country "in manners, language and trade." He says there are now 100,000 Englishmen in the city, and that the

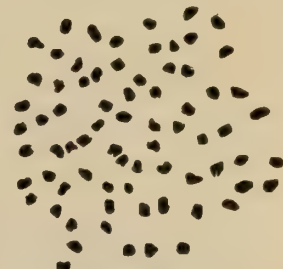
H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.



DEAD SHOT F. G.



DEAD SHOT F. F. G.

GUNPOWDER. "American Dead Shot." TRY IT.

amount of British capital invested there, cannot be less than \$75,000,000. They claim that Rio is a Spanish city, and yet two-thirds are foreigners.

A report received in Montreal that Secretary Windom of the United States Cabinet favors a restriction of bonding privileges, caused a heavy fall in Canadian securities here and in London.

The Geo. Tritch Hardware Co., Denver, Col., has met with a severe loss by fire. The nail warehouse was entirely destroyed, involving a loss of \$40,000. They however report business has not been interfered with.

To attract American manufacturers the Kingston, Canada, Board of Trade unanimously calls upon the local government to exempt from taxation any buildings or machinery employed in this branch of industry.

A plumber in Dunkirk, N. Y., has obtained a patent on a ball and socket joint for pipes. The claim made in the patent is for a ball and socket joint combination; a hollow section of a ball having an outwardly projecting, centrally located nozzle; a casing having a seat for the ball and having a nozzle and an opening in which the ball nozzle may vibrate, the ball and casing being packed and a gland being provided for compressing the packing.

There seems to be a desire on the part of American pig iron producers to open up a market in Canada. They are satisfied that the quality of Southern pig iron known as Alabama Scotch will favorably compare with any imported from Great Britain. There is at present some American pig used in this country, and where it has been used is looked upon favorably. Pig iron, whether imported across the border or from Great Britain, is subject to a duty of \$4.48 per gross ton.

A company with headquarters at Winni-

peg, Man., and a capital stock of \$50,000, is being formed to manufacture a steam plow, invented by C. P. Brown. The applicants for incorporation of this company are: Honorable J. C. Schultz, James H. Ashdown, C. P. Brown, W. W. Watson, Archibald Wright, John L. McInnis, D. E. Sprague, E. F. Hutchings, E. Benson, John Hargrave, and James O'Connor, Winnipeg, and Hon. W. E. Sanford, of Hamilton, Ont.

The Dominion Government has just concluded to build another waterway at Coteau, Province of Quebec, on the north side of the St. Lawrence, at a cost of \$2,000,000, in order to get around the Cedar Rapids. There is now, on the south side of the river, a canal for this purpose, the Beauharnois, but it is found that the increasing grain trade from the West to the seaboard justifies a more capacious canal, and the old one can be utilized for water power.

The people of Vancouver entertain high hopes for the future. When the Canadian Pacific Railway shall have established its line of steamers for trade with China, Japan and Australia, an entirely new era of trade will dawn upon our Pacific province. This trade has already reached considerable dimensions, but the new year will greatly increase the volume of trade with those countries. Vancouver already possesses electric cars and electric lights besides water and gas, and has a perfect system of sewerage.

David Maxwell, manufacturer of agricultural implements, Paris, Ont., has called a meeting of his creditors. We understand the principal ones involved are the Bank of Montreal, Wood, Vallance & Co., Hamilton, and the Oshawa Malleable Iron Co. At the meeting held in this city on Thursday an extension was agreed upon. The Bank of Montreal is fully secured, and Mr. Maxwell goes on. The reason assigned for the compromise is the fact of being unable to market

his goods, competition in the implement line being keen, collections poor, and the banks unwilling to grant further discounts.

Thirty-four car loads of nickel ore were shipped from Sudbury during the last week of October, their destination being the Navy Yard Washington, D. C. It is, of course, in the rough, just as it came from the mines, and will have to be smelted and then be kept in the yards until arrangements are perfected for the separation of the nickel from the baser metal with which it is mixed. The nickel will probably be used for the naval tests now going on in that country, taking the more extensive use of the nickel and alloy for armor plate. As the quantity will be very large, even after it has been reduced by the smelting process, there is enough metal to last for some time.

The B. Greening Wire Co., of Hamilton, are now manufacturing cow ties. They are made of all steel, and are equal to those imported. This firm are also making a line of halter, trace, dog, post and tie out chains, and have introduced a new feature in the boxing of their coil chains which they also add to their list of goods. These are put up in wooden cases, with a sliding cover, which will make the handling of such chain very convenient. We append the price of cow ties, open and closed ring:—

O	OO	OOO	OOOO
\$3 90	\$3 50	\$4 00	\$4 75

Three chain ties, 25c. doz. less.

Work can always be found in a store without double-million microscope

Soap and water are cheap, but soil on goods is expensive.

SITUATION WANTED.

AS HARDWARE SALESMAN — Experienced, good stockkeeper, best references. G. M. Cadenhead, Renfrew.

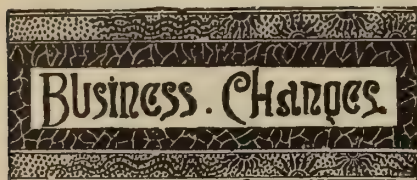
J. W. PATERSON & BRO.,

TORONTO AND MONTREAL.

MANUFACTURERS AND IMPORTERS.

Roofing Material, Building Paper, Plaster, Cement, etc.

We are now Manufacturing and Importing all kinds of Foundry Facings and Supplies, including Plumbago, Stove Polish, etc. We offer close prices to buyers of these goods. Please write for price list.



ONTARIO.

Goderich—Runciman, Bros., founders, advertised to sell out by auction on 24th inst.

Midland—Courtmanche, N., general store, removing to Penetanguishene.

Teeterville—Harrison, R. J., general store, assigned to Robert Elliott, London.

Toronto—Colville, Cochrane & Co., (common) w. paints and varnishes, out of business. Succeeded by P. D. Dods & Co. Power, H. A., tinware, compromised.

MANITOBA AND NORTH-WEST TERRITORIES.

Winnipeg—Wells, J. L., hardware, stoves, etc., opening branch at Brandon.

QUEBEC.

Melbourne—Beattie, Wm., general store, stock, etc., advertised for sale by tender.

St. Marie—Morency, F., general store, deceased.

NOVA SCOTIA.

East Bay—McDonald, R. R., general store, assigned.

Lower Stewiacke—Fulton, Burton, general store. Chas. Fulton admitted partner, under style Burton, Fulton & Co.

Meteghan—Ladd, B. P., general store, assigned.

New Glasgow—McKay, Graham & Fraser, manufacturers plows, etc., sold out.

North Sidney—Buchanan & McLean, general store, offering to compromise.

Pictou—Carson, Wm., tinsmith, burned out; McLennan, F., tinware, burned out.

Wilmot—Prentiss, E. Stanley, general store, assigned.

When you have decided upon a course in business which is satisfactory to your own mind and experience, do not allow the doubts of others to dampen your enthusiasm.

Restore goods to their proper places as soon after using as possible.

Goods conveniently located save time, money and temper in showing.

THE LAMP GOODS TRADE.

The addition of lamp goods to the retail hardware business has been prolific to a certain extent of good results. This trade has grown not only in quantity, but the tastes of people has improved very much as regards styles. Lamps, unlike the general hardware trade, are subject greatly to fashion, new designs appearing each year. This one fact will cause any merchant to be cautious as regards his purchases. By being careful he can clear himself of his stock purchased every season in order to prepare for a fresh supply of new designs. People who indulge in expensive purchases are bound to have a fashionable article at any price, and a merchant who is desirous of securing a lamp trade must be prepared to secure the most recent designs in these goods. Those who live in towns where gas has not been introduced are compelled to rely on coal oil as a means of light. The merchant who has a trade in lamp goods in those towns is looked upon to a large extent as the person to introduce new styles from time to time. Indeed he will often find it a good investment to keep himself well informed as to the most recent designs in this line. There is an endless line of library lamps which are used to a large extent. These are mostly, if not all, imported from the United States. The industry of manufacturing lamps from brass has not been ventured upon in this country yet. But we understand such goods are made throughout the Dominion from cast iron, and the manufacturers have met with success in their sale. Piano lamps are a recent introduction. Though high in price, many may be seen in the homes of the more well-to-do, and are ornaments as well as being a means of usefulness. A stock of well assorted lamps should be in the store of every hardware merchant, care being taken in the selection. As we have said, every merchant cultivates to a large extent the taste of people to whom he caters.

It is predicted by a large manufacturer in the United States that the days of cast iron pipe are nearing an end. They represent he says too much dead weight for too little strength.

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ADVERTISEMENT
IN THE
HARDWARE.

When writing to our advertisers please inclose the above.

ESTABLISHED 1803.

MANDER BROTHERS,
LONDON, ENGLAND,
MANUFACTURERS OF
Fine Coach Varnishes,
Sole Makers and Patentees of the
FAMOUS COLOR CARMINETTE.

WALTER H. COTTINGHAM, Montreal,
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In affiliation with **TORONTO,**
JNO. B. CLARKSON
Temple Buildings, - - - MONTREAL.

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention.

FENSOM'S
ELEVATORS

Are the best manufactured for
Factories, Warehouses and Stores,

FENSOM ELEVATOR WORKS,

52 TO 56 DUKE ST.,

TORONTO



GOOD PLUMBING.

If the plumber does not understand plumbing, who does? He has learned the trade, had all the experience there can be obtained in it, and is the only one who can do the work. You would not think of going to a silversmith to have your plumbing done; you go straight to a plumber. You know that is his business, and that no other person understands it or can do the work. It is also reasonable and logical to conclude that if a plumber can do plumbing work, he understands it, is learned in that regard, and has practice, experience and qualification. Then why is he not the proper person to seek advice from regarding the plumbing of a house, as to its sanitary condition? Why is he not the proper person to call in to examine the plumbing when it is suspected of being out of order? When you wish to purchase or lease a residence, why is not the plumber the proper one to advise you regarding its sanitary condition? When you wish to purchase a house, you do not go to a preacher or doctor for advice regarding the soundness of the title, but you go to a lawyer. Whenever you suspect a defect in the title of your prospective or immediate possessions, you go to an attorney for advice and information regarding this important matter. Your health is of more importance to you than your possessions. The sanitary condition of your dwelling is of greater value to you than the title of it. It is well to have a sound title, but it is better to have a healthful home. Fortunately, you are not confined to either one or the other. You may have both. It is your right and duty to possess both, and the question is, if you go to the lawyer to secure the one, why do you not go to the plumber to secure the other? Why not be consistent and sensible?—Sanitary News.

WIND-UP OF THE COPPER SYNDICATE.

In copper the last page in the history of the recent disastrous speculation may be felt to have been written by the sale by the syndicate's 'executors' of the last metal hold over by that body. A large quantity of this metal appears to have passed into the hands of the producers themselves, so that the effect of its sale upon the market must be the same as if it had gone directly into consumption. That the difficulty which menaced the copper market so completely, two years ago, should have thus disappeared is unquestionably a remarkable testimony to the increased demand which exists at present for the metal, and the result may well give confidence to those who are concerned in the future of copper mining. It is, of course, easy to believe that the increase in production will be not less considerable than the development of consumption, and the increased arrivals of copper which are now taking place at European ports favor this

view. There is plenty of room for the increase of copper production in America and Australia, and at the moment measures are being taken to resume working at mines that have lately been idle. It may be hoped, however, that recent experience will prevent the mine owners from again placing themselves under the burden of enormous stocks, and they have certainly learned the futility of continuing full production when prices are at a fairly remunerative level. That they should rise above such a level is a thing as much to be dreaded in the real interests of metalliferous mining as their descent below it. Further, the increase in the consumption of copper seems likely to be continuous for some time to come, at least. The demand for the metal in electrical installments is enormous. The employment of sulphate of copper in viticulture is spreading rapidly in France, and is extending to Spain and elsewhere, and it is not improbable that this field may be enlarged by the application of the metal to plants other than vines. Furthermore, the important improvements which have been made in the method of manufacturing copper articles, and the increased use of alloys in which it forms a part promise to be important factors in maintaining consumption at a level consistent with the extent of the output.—London Mining Journal.

MASTER AND JOURNEYMEN PLUMBERS' OF TORONTO.

There have been some grievances laid bare by the journeymen plumbers' of Toronto in regard to certain concessions which they have wished for. They are not satisfied with the apprentice system, adopted by the masters, also the daily working hours, and the remuneration therefor. The master plumbers received a communication from the men, July 29th, asking for the concessions which they felt they had a right to.

The committee of the journeymen notified their secretary that a meeting would be held on Sept. 29th, but no men putting in an appearance, nothing was done. Some other correspondence had passed between the parties concerned, and the following resolutions were adopted by the masters, which have been acceded to by the journeymen plumbers:—Resolution adopted by the Master Plumbers' Association to take effect Nov. 17th, 1890.

1. That the working hours during the months of November, December, January, February and March be from 8 a. m., to 5 p. m. for week days except Saturday.
2. That we have the Saturday half-holiday all the year round and any work done Saturday afternoon be paid for at the rate of time and one quarter.
3. That as this Association has rules and regulations in force at present with regard to our apprentices which we have found to work satisfactorily we would deem it unwise to interfere with the same at present.
4. Resolved that the present state of trade does not warrant us to make 30c. per hour the minimum rate of wages for plumbers and further that we find it hard enough at present to collect our accounts made up at the present rate of wages.

Mr. E. J. Walsh, C.E., government engineer, of the island of Antigua, West Indies, has been conferring with members of the Government at Ottawa in reference to relations with Canada and the West Indian Islands. He has returned and takes with him a number of skilled mechanics to work on certain undertakings, piers, wharves, etc., which the Federal Council of Antigua has just ordered.

At the meeting of the Church Congress, held in Hull, England, the first week in October, the social aspects of sanitation was one of the subjects discussed, and the following programme adopted: Acquaintance with and obedience to sanitary laws a Christian duty; present condition of laborers' and artisans' dwellings in view of recent and proposed legislation.

ENGRAVING
FOR ALL
ILLUSTRATIVE
AND
ADVERTISING
PURPOSES

J. L. JONES,
WOOD ENGRAVER,
8½, 10 & 12, KING ST. EAST,
TORONTO, CANADA.



71 Yonge Street.



Notice to Contractors.

SEALED TENDERS addressed to the under signed, and endorsed "Tender for Pumping Plant," will be received at this office until Friday, the 21st day of November next, inclusive, for supplying, setting in place, and delivering in complete working order, the Pumping Plant in connection with the Dry Dock, now in course of construction at Kingston, Ontario, according to plans and a specification to be seen at the Resident Engineer's Office, 30 Union Street, Kingston, and at the Department of Public Works, Ottawa.

Tenders will not be considered unless made on the form supplied and signed with the actual signatures of tenderers.

An accepted bank cheque, payable to the order of the Minister of Public Works, equal to five per cent. of amount of tender, must accompany each tender. This cheque will be forfeited if the party decline the contract, or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order,

A. GOBEL,

Secretary.

Department of Public Works, }
Ottawa, 23rd October, 1890. }

TECHNICAL EDUCATION.

So long as there are many ways of earning bread, there will be many diverse opinions as to that which is the best in technical education. It is, however, satisfactory to know that, not only here, but throughout the manufacturing districts of this country, the study of the rationalization of commercial energy is making fair progress. These are competitive days, and a man who is a mere scholar, "that and nothing more," is as useless as those marvels of mechanical skill—the engines of the "Teutonic"—without steam, but which have force equal to 18,000 horses when the boilers are at work.

Character is greater than education. The school may do its best to teach the art of seeing but the art of thinking is a form of culture over which the schoolmaster has some, but very little, control. Throughout all history, character is a greater force than education. An educated engineer is like a storage battery; he must be ready for instant use. A man may be a good mathematician; he may have all the learning of all the schools, and have all the philosophy of the sages from Moses to Plato, and from that divine Greek to Huxley and Herbert Spencer, and yet if he lacks the power of will to utilize his knowledge, he is poorer than the pauper stone-breaker on the wayside, and even of less value to mankind than the servile phonograph drum, which has the mechanical morality to reproduce what has been given to it, to repeat what has been scratched upon its mind.

The all-round man is of little value. We know of no trade, no profession, which requires so much hard study, so much imagination, and so much knowledge of values as that of the engineer. He must know something about everything: but above all he must know everything about something, although it may be well to be full of the encyclopædia from A to Z, and to have all-round knowledge. Yet, as it is utterly impossible in the limits of a man's life to be well versed in all engineering, the time for the all-round man—the Jack-of-all-trades—has passed; one particular subject must be chosen, and that, in a perfectly sane manner, kept well to the front. When a man walks along a road he has a destination, and a student ought to have in his mind the one particular branch to which he means to devote his chief energies, and to know as much about it as any living man. Happy is he who can measure and weigh the end and the means.

The study of engineering history is the quickest and surest method of getting at the wisdom of the past; it will enable you to understand, compare, value and measure the present, and thus enable you to assist, to ennoble and enrich the future. You may map out the sequence of events with their relation to each other, and give system and order to your thinking. Such a course of mental discipline will prepare the way for

all the logical methods that will enable you to reject the false and discover the good, the true, and the beautiful: and if you are fond of essay writing, which by all means you should cultivate, it will enable you to give proper reasons for the opinions you hold. What is this historical knowledge, but the rich record of the work of the best and cleverest and most successful men who have worked in the same direction as that in which you may be engaged? You can examine their difficulties, and appreciate their obstacles, and measure their mistakes and errors of judgement, and not only study their best, but also their worst work; and see the wise course which would have been successful, and sometimes why carelessness or want of judgement led to failure.—Ex.

A reputation for truthfulness is indispensable to permanent and satisfying success.

Every line of goods embodies a history and a science worth years of study to understand.

The old Jacinto tin mine and 50,000 acres of land in San Bernardino county, California, have been recently purchased by an English syndicate. In the directorate of this syndicate are the names of Sir John Stokes, J. R. Frances (Swansea), and N. S. West (Cornwall). The project, as announced, is to put up a plant, open up the mines, build dams, and establish a mining town. The purchase price of the property was \$400,000, and the capital of the company is fixed at \$2,525,000. Stocks are unloaded at \$5 a share, of which 500,000 are to be issued. The property is reported to have some fifty tin-bearing veins, and the ore to contain ten per cent of tin. It is said to be the intention of the owners, should the tariff on tin be doubled, as is recommended, to engage in the manufacture of plates, which can be made at 2s. a box less than the cost of imported plates, and have a margin of \$2.40 a box in freight and duty.

Bond or Free

Advances made on Surplus Stocks.

R. CARRIE,
27 Front St. E. Toronto.
eow

STORAGE

STEEL WIRE CHAIN.

BROWN'S PATENT.

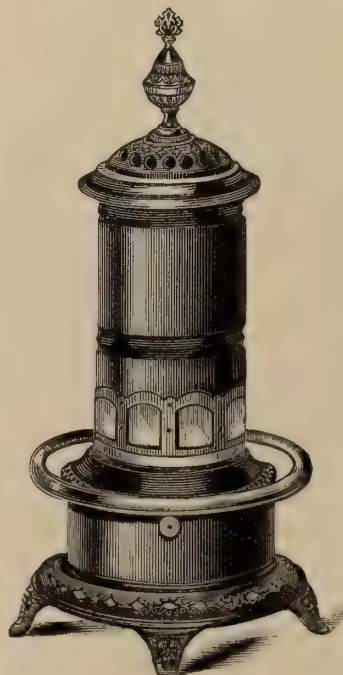


Cut showing full size of No. 0.

Strongest, Cheapest and Best Chain in the Market. Made of hard drawn steel wire. Actual tests show three times the strength of ordinary welded chain.

We are now making four sizes, viz., 0000, 000, 00, 0. Send for samples and prices.

B. GREENING WIRE CO. Ltd., Hamilton, Ont.



This cut represents our

Grand Oil Heater

of which 20,000 were marketed in the United States last season. This stove will burn Water White Canadian Oil without smoke or odor, and will heat a large room at a cost of one cent per hour. It is artistic and beautiful in design, and the best selling article ever placed upon the market. It must be seen in operation to be appreciated.

Write for illustrated circular, prices and terms.

MORTON & CHRISTIE,
Windsor, Ont.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,
HAVE IN STOCK
Linseed Oil, Castor Oil, Glue,
and General Painters' Supplies.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

THE
NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

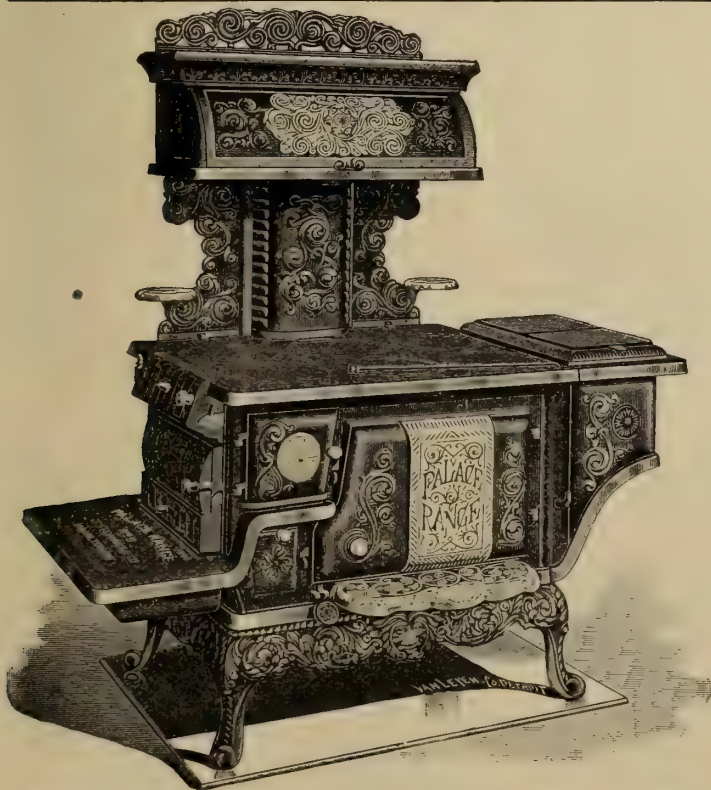
Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
— APPLY TO —

THE MILLS, Campbellford, Ont.



Palace Range

— WITH —

OVAL FIRE POT and BASE BURNER GRATE

— OR —

Duplex Grate and Square Fire Chamber.

THE ONLY RANGE

With Interchangeable Fire Place and
Grate using same water Front
in both.

LARGE VARIETY OF SIZES AND STYLES.

EXTRA LARGE OVEN. PERFECT BAKER.

Sold by Leading Dealers. Send for Circular.

JAMES STEWART & Co., - HAMILTON, ONT.

TORONTO SHOW ROOM: J. BOXALL'S, 183 KING ST., EAST.



TORONTO, Nov. 21, 1890.

The week has not been marked by any unusual degree of activity on this market. The retail hardware, plumbing and tinsmithing trades are actively employed. In a wholesale way business is chiefly of a sorting up order. Prices remain unchanged excepting in a few of the leading metals which are a shade easier. Ingot tin and lead particularly owing in some measure to the recent financial difficulties in the London market. The demand for building material is unusually dull. This has been the case all fall. The volume of business being considerably below a year ago. A leading manufacturer remarked to a representative of **HARDWARE** that his sales were fully twenty-five per cent. less than a year ago. In this city the building trade seems to have been overdone if the number of vacant houses of recent erection can be taken as a fair indication. To the strikes of last summer may also be attributed to some extent the dullness in this branch of the hardware trade. Remittances are rather unsatisfactory. The money markets are unchanged on commercial paper at $6\frac{1}{2}$ to $7\frac{1}{2}$ per cent. according to the account, but call loans are higher at 6-12 per cent.

IRON AND STEEL.

The feature of the situation this week has been the heavy drop in Scotch warrants owing to the tightness of money abroad. The decline however had no effect on the general market for makers irons, as it is believed that values will fluctuate considerably for some time before regaining their normal condition. Here business is quiet, some sales of pig have been made to foundries at \$23 to \$24 for Carnbroe and at \$25.50 to \$26 for Summerlee. Fall stocks of both iron and steel are arriving or will soon be due and are going into store.

COPPER.

The demand is light and values are somewhat easier at 17-12 to 18-1-2c. Cables report a decline of about £1 10s. for merchant bars and £1 on futures as compared with a week ago. Values are unsettled at the lower range and the future of the market is uncertain. Present cable quotations are £55 10s. to £55 12s. 6d. for spot and £56 for futures.

TIN.

Pig tin is a shade easier on spot in sympathy with a considerable drop in foreign markets. In London spot stock has declined £3 16s. and £3 13s. on future to £90 10s. and £90 17s. 6d.

LEAD.

Some large sales are reported to have been made at lower prices based upon recent cable quotations from England showing a sharp decline in Spanish. Soft English remains unaltered, but if their be no improvement in Spanish the former is likely to follow. Soft Spanish is cabled at £13 15s. in London.

ANTIMONY.

Demand is only moderate. Prices here

are steady and unchanged. Importers are filling orders.

TIN PLATE.

The market for tin plates still remains firm as manufacturers are extremely busy with orders in hand. We hear of no business under our quotations.

CANADA PLATES

Are fairly active, as this is an article which is in ready demand at this season of the year. Prices are steady at \$3.20 to \$3.25. Black sheets are in moderate request, but the market is bare of a few of the leading sizes.

GALVANIZED IRON.

Is steady with a fair moderate enquiry. Stocks are now arriving and orders are being filled.

ZINC AND SELLER.

Stocks of sheet zinc are light, and holders are firmer, getting 7c. on most orders. Seller quiet. Holders are firm at former quotations.

GLASS.

Advices from Antwerp show that the discounts are not as long as last year. This being the case, it is not expected the extremely low figures of last season will not be followed this year. Importers have a very fair stock of staple sizes on hand.

OLD MATERIAL.

Cast scrap iron is very scarce, firm and in good demand, as high as 70c. has been paid for No. 1 heavy scrap. Copper brass and rubber are all firm and in good demand. Zinc is stiffer at 2-12 to $2\frac{3}{4}$ c., and in some instances 3c. has been paid. Dealers prices are follows: No. 1 heavy scrap, 60 to 70c. per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 25c.; new scrap copper, 10 to $10\frac{1}{2}$ c.; heavy scrap copper $11\frac{1}{2}$ to 12c.; old copper bottoms, 9 to $9\frac{1}{2}$ c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass $9\frac{1}{2}$ c.; scrap lead $2\frac{1}{2}$ to $2\frac{3}{4}$ c.; scrap zinc, $2\frac{1}{2}$ to 3c.; scrap rubber, $2\frac{3}{4}$ to 3c.; country mixed rags,



No Duty on Church Bells. Please mention this paper

TULLOCH & CO.,

Manufacturers' Agents
and

Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmen's Stores, Linseed Oil,

Portland Cement, Building Materials,

Pig Iron and Metals.

N.B.—Correspondence invited from Canadian firms interested in any of the above lines

CONSIGNMENTS OF PRODUCE SOLICITED.

eow

90c. to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PAINTS AND OILS.

The market has been quiet all week, and prices show no quotable change.

HIDES, ETC.

HIDES—The weakening referred to last week was followed by a very sharp decline, which leaves No. 1 green cows' at 5c., No. 2 at 4c., and No. 3 at 3c. Cured are in no demand, but may be quoted nominally at 6c.

TALLOW—Is unchanged at 2c. for rough, and 5½c. for refined.

WOOL—Is dull at 20c.

**MONTREAL MARKETS.**

NOV. 20, 1890.

Trade during the past week in iron and hardware and other lines of heavy material has shown further evidence of the approval of the close season, and the week has presented but few features. Of course the rush to get forward goods continues, and the wharves are being cleared up as rapidly as they can, but when this is done matters will settle down for a quiet spell, until the turn of the year, as the houses, generally, will be engaged during the first weeks in December summing up the season, etc. Iron has presented no features during the week, business being quiet, while the feeling is steady. In chemicals little has been doing in a jobbing way, and the steady feeling continues, while in other lines there is no change. An interesting subject with shippers of heavy material is the substantial advances in freight which the railway companies have touched on this fall. These are claimed to be away above anything for the corresponding period of the year, increases of equal to 50 per cent. and over, having it is claimed been made. The growl seems to be pretty general too, while the railway companies are as dumb as the proverbial oyster about the matter.

IRON AND HARDWARE.

There has been no new development in the position since our review of a week ago, and the tone is unchanged, with values generally steady. The movement is small, in fact we have nothing particular to note in the way of business except the odd movement that is usually in progress. Supplies are being sent forward, but there is little doing in the way of immediate delivery. Pig iron rules steady generally, and prices for strictly wholesale lots remain as quoted, although we hear that there has been business at \$24. A round lot, however, could be moved at \$23 to \$23.50, and we quote this as a basis for Summerlee and equal brands. Bar iron is steady at \$2.25 to \$2.30, while copper is quoted firm at 17 to $17\frac{1}{2}$ c. Ingot tin has been sold on the basis of $22\frac{1}{2}$ c. cash in New York to local firms, but there is no change here, and we quote 24 to 25c. Pig lead is steady at \$4, and lead pipe is firm at the advance, \$5.50 to \$5.75. Iron pipe has an easier feeling, and

we alter our discounts to 55 to 57 percent. off. There is no change in sheet material noticed, and prices are held at the figures noted a week ago. Coke has been moved in a small way during the week at \$4.60 to \$4.75, with charcoal in proportion. Canada and Terne plates are in the same position, and we have no change to note. The former are steady at \$3.10 to \$3.35, and the latter stand at \$8.25 to \$8.50 for Orion Crown, with lower grades at a 25c. reduction. Hoops and bands are unchanged at \$2.75 to \$3, and in fact all lines are just about the same, and no change is anticipated now until the turn of the year.

NAILS.

The present week will pretty well close out ensuing orders; in fact makers now are at work on the lag ends. The feeling is steady and no change is anticipated, while all seem to be well satisfied with the season's results. The only matter of complaint at present is high freight rates which are claimed to be considerably over those of last year for the same season. Advance of over 50 per cent. being claimed in some instances on car load lots. Business in horseshoes continues and orders are in hand yet for completion; for as previously stated, most makers were behind-hand. We quote values firm at \$3.65 to \$3.75.

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	....	2 50
8 dy to 9 dy, " "	....	2 75
6 dy to 7 dy, " "	....	3 25
4 dy to 5 dy, Am. pat	....	4 00
3 dv fine hot cut, "	....	5 50
4 dy to 5 dy, cold cut, Can. pat.	....	3 00
3 dy, cold cut, "	....	3 50
2 dy, hot cut, nails "	....	5 70

Steel Wire.
Cut Nails Nails.

10 dy to 60 dy, per keg	.....	\$2 60	\$3 15
9 dy " "	.....	2 85	3 75
8 dy " "	.....	2 85	4 10
7 dy " "	.....	3 10	4 40
6 dy " "	.....	3 10	4 70
5 dy " "	.....	3 35	4 70
4 dy " "	.....	3 35	5 00
3 dy " "	.....	4 10	6 00
3 dy fine " "	.....	5 60	7 25

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 50
4 dy @ 5 dy, per keg	.....	3 75

6 dy @ 7 dy, "	.....	3 50
8 dy @ 9 dy, "	.....	3 25
10 dy @ 30 dy, "	.....	3 00
Cut spikes, "	.....	2 75

COMMON FLOUR BARREL NAILS.

$\frac{3}{8}$ inch, per keg	.....	\$4 80
1 " "	.....	4 20
1 $\frac{1}{8}$ " "	.....	4 50

Finishing nails 70c. per keg over same size hot cut, viz., from \$6.45 for inch to \$3.50 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.45 for 1-inch to \$3.25 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$6.95 for 1-inch to \$3.75 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand 50 per cent. discount, for small lots. P. B. & Co. brand 50 per cent. of list for small lots. Large lots 50 four months, with 5 per cent off for cash in 30 days.

CHEMICALS.

This market rules quiet and beyond the movement in pushing forward supplies there is nothing to note. New business in the way of immediate shipment is unimportant and once the wharves are clear trade may naturally be expected to settle down for a quiet spell until the turn of the year. The tone is firm on the whole, and after supplies now covered are got forward prices may be expected to stiffen. Prices at present are unchanged on all heavy chemicals. Bleaching powder is firm at \$1.75 to \$2.00 and the same may be said of Caustic which could not be moved under \$2.75 to \$3. All other lines are the same. Advances from primary centres do not cite any particular change.

PAINTS AND OILS.

There is little or no change in paints or oils, and business generally has been quiet and confined to a small jobbing movement. We have nothing to note therefore of special importance, except that the general feeling is steady. In lead, business moves along on a firm basis and we quote values unchanged; White lead, \$6.25 to \$6.75; No. 1, \$5.25 to \$5.50; No. 2, \$4.50; No. 3, \$4 to \$4.25; dry white, 6 to 6 $\frac{1}{4}$ c.; ditto red, 4 $\frac{1}{2}$ to 5c. There has not been much doing in oils, but the position is unchanged. Cod oil is steady with a firm tendency at 40 to 45c. for Newfoundland and Gaspé. Steam refined seal is unchanged and could no doubt be moved at 52 $\frac{1}{2}$ c. but only for strictly wholesale lots, the price in a jobbing way being firm at 55c.

Linseed is steady at 66 to 68c. for raw and 69 to 71c. for boiled, while castor oil is unchanged.

PETROLEUM.

The petroleum market is unsettled as far as the Canadian market is concerned. On the strength of a report that the quantity of crude oil in the tanks at Petrolia at the end of the year will be less than 100,000 barrels, which is below the average of the past 15 years. Prices of crude have been advanced during the week to \$1.35 per barrel, all offering being freely taken. In view of this firmness in crude the price of refined has been advanced $\frac{1}{4}$ c., but refiners are still showing a desire to get rid of their surplus stock. The Premier Oil Company are rapidly getting their works in full blast, and as they claim to be able to turn out an article which will take the place of American oil on this market, other refiners are anxious to work off their inferior product before the former gets into active consumption. This no doubt is the reason for the recent break in the combine and the cutting of prices which was referred to recently. There is a fair local demand, but dealers as a rule are disposed to operate cautiously. We quote:—Canadian, 13 $\frac{1}{2}$ c. at Petrolia and 15 $\frac{1}{4}$ c. in Montreal in car lots; in small lots, 17 to 17 $\frac{1}{2}$ c. There is no change in the price of American, the demand for which continues good, business being better than at the same date last year. We quote 23c. in car lots and 23 $\frac{1}{2}$ to 24 $\frac{1}{2}$ c. for smaller quantities; American benzine, 23 1-2 to 25c., and Canadian 15 to 15 1-2c.

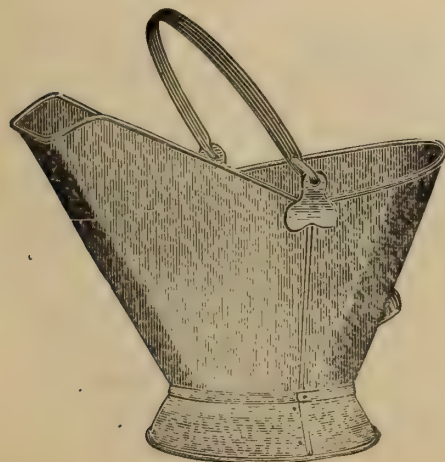
NAVAL STORES.

The ship chandlers report a quiet business moving, in fact some say that trade is at a standstill, and from appearances they are not far wrong. Turpentine is steady with about the usual demand for this season of the year. Stocks here are light.

CEMENT.

The cement market rules firm, with only a moderate demand for cokes, which are nearing completion. The continuation of the open season has had a tendency to decrease stocks, and the supply of English brands is at present universally light, and dealers predict higher prices. There is an over supply, however, of the poorer grades. We quote English brands at \$2.60 to \$2.80 Belgian \$2.35 to \$2.50 in small lots. Firebrick meet with a steady demand, and are firm at \$21 to \$27 per 1,000, as to brand.

When in want of Coal Hods, Elbows, Lanterns, Stove Boards, Shovels, Stamped Ware, Japanned Ware, Pieced Tinware or specialties in sheet metal, write us as below :



THOS. DAVIDSON & Co., Montreal or Toronto.
MERRICK, ANDERSON & Co.,

Agents for Manitoba and N.W.T., Winnipeg

Agents in Western Ontario for Chown and Cunningham Co., Limited.
Stove Manufacturers.

TORONTO ADDRESS : 11 FRONT ST. WEST.

NEW YORK MARKETS.

NEW YORK, Nov. 20, 1890.

PIG TIN.

Pig tin prices have dropped 65c. per lb. in this market. Consumers have purchased absolutely nothing over and above what imperative wants necessitated, and local speculative buying has been almost wholly against previous short sales. Transactions here the past three days cover about 100 tons at 20¾c. down to 20.15c. on spot, and 10 tons at 20¾c. for February delivery. The latter was subsequently offered at 20¼c. Out of store five-ton lots are now worth only about 20¼c., and for smaller quantities 20.35 to \$20.50 has been accepted.

LEAD.

The market for pig lead has continued weak, and prices show a further decline. This depression is due to the arrival at this port of about 3,000 tons of foreign lead during the past six weeks and a depreciation of values in the European market, the two influences having unsettled the confidence of several holders of domestic pig. The latter article has been sold in single carloads at \$4.95 to \$5, while offers were made of November delivery at \$4.85 and December and January at \$4.80. Foreign is nominally 5c. per pound laid down here.

COPPER.

The copper market is in an uncertain shape and values are nominal to a great degree. Requests for offers by a broker supposed to be close to the Calumet & Hecla Company have led to rumors that consumers have placed orders for lake Superior product for delivery next year at prices to be fixed later. Otherwise nothing new has come to the surface, and in the absence of business values are nominal, with 16¾ to 17c quoted for Lake, 15 to 15¼c for Arizona and 14 to 14½c for common casting brands.

SPELTER.

In spelter there has been little doing the past few days apart from an occasional trade in single carload lots, but the supply on offer is still moderate, and prices are firm at \$6.10 for prime Western for early shipment.

TIN PLATES.

Business in tin plate has been positively dull, and the market is a trifle weaker, with rather lower prices quoted for coke finish plates out of store. The quotations for spot stock are as follows:—I. C. Charcoal, 1-2 cross assortment. Melyn grade, \$6.12 1-2 to \$6.25; for each additional X add \$1.50. I. C. charcoal, 1-2 cross assortment, Allaway grade, \$5.87 1-2; for each additional X add \$1. Charcoal terne—M. F., 15x20, \$8 to....; M. F., 20x28, \$16.50; Worcester, 14x20, \$5.50 to....; Worcester, 20x28, \$10.75; Dean grade, 14x20, \$5.15 to....; Dean grade, 20x28, \$10.25 to \$10.37 1-2; D. R. D. grade, 14x20, \$4.85 to \$4.90; D. R. D. grade, 20x28, \$9.75 to....; I. C. Coke—Penlan grade (iron), \$5.40 to....; J. B. grade, 14x20, \$5.48. I. C. Bessemer steel, 14x20, coke finish,.... to \$5.40; I. C. Bessemer steel, squares, \$5.40 to \$5.45 basis; I. C. Siemens steel, squares, \$5.50 to \$5.60 basis.

Shipbuilders of Wilmington, Pa., have chartered a ship to bring a cargo of Canadian lumber from British Columbia, the first shipment of its kind from the Pacific Coast, with one exception.

HOW GOLD IS SHIPPED.

When one recalls the fact that millions upon millions of dollars in gold annually seek Europe to provide for the necessities of our import trade, the question of how gold is shipped to Europe becomes an interesting one, says The American Banker. The Bank of America is the largest single shipper of gold from New York, and indeed from the United States. Shipments are made in stout kegs, very much like the ordinary beer keg. Every one contains \$50,000 in coin or bar gold. The latter is the favorite for these shipments, since the Government has permitted the Sub-Treasury to exchange coin for bar gold, as coin, in a single million dollar shipment is liable to loss by abrasion of from eight to twenty ounces or from \$128 to \$320; while the bars only lose about three-fourths of that value. Where coin is sent, double eagles are preferred. They are put in stout canvas bags, each one containing 125 double eagles, or \$5,000, and ten bags fill each keg. About the only precaution taken against tampering with kegs, is a treatment of keg ends technically known as "red-taping." Four holes are bored at equal intervals in the projecting rim of the staves above the head. Red tape is run through these crossings on the keg's head, the ends meeting at the centre, where they are sealed to the head by the hardest of wax, and stamped with the consignor's name. The average insurance is about \$1,500 per \$1,000,000. There is an expense of about \$2 per keg for packing and cartage aboard ship, or \$200 for the same sum and the inevitable loss by abrasion, whatever it may prove to be. There are great Wall street firms shipping from \$25,000,000 to \$40,000,000 annually. Some of these have for years insured themselves, and assert that the saving has been sufficient to replace a loss of \$1,000,000.

"BUSINESS IS BUSINESS."

This is a trite saying, but is none the less valuable. It is difficult to deal with that class of men who will neither give nor receive a definite proposition looking toward compensation. If, on the one hand, you meet a man who says, "That will be all right; I guess we won't have any trouble about that part of it," set it down that there will be trouble on just "that part of it." If, on the other hand, you find a man who is always declaring, "You'll not lose anything by this; I'll see that it's all right," you may be sure that it will be all wrong in the end. When two men of this sort get together, and the services are of such nature that to determine their exact value at the time of their inception is impossible, the end will be a misunderstanding, mutual dissatisfaction, possibly an estrangement. Yet there is no case in which a probable value can not be got at. If you consider matters as a complete affair, and estimate the value of results as you plan them to happen, you can never be far

wrong. If one can not do that he has no business to undertake to make contracts at all. It may be that there are times when a man may go into a business engagement without a definite idea of what his play is to be, and there may be men who will always settle satisfactorily. But one is never safe to make engagements in such a lax way. False modesty always stands in the way of sensible business arrangements. But it has no place in business. As an old merchant said once to a writer: "We are friends, and I trust will always remain so. Perhaps it is against my interest to tell you so, but when you are making an agreement for the purchase and delivery of goods, don't think of your feelings toward each other at all. Buy of me as you would of a stranger; consider your own needs and profits, and don't hesitate to buy where you can do best." Treat the matter simply as business, pure and simple. You can't afford to do business without making proper arrangements for all points. "Business is business" seems sometimes like a heartless proverb, but it is a fact that no business is likely to prove so satisfactory as that which is done strictly on business principles. Here is where the great value of business education comes in. It impresses upon the mind at every stage of its course that "business is business."—The Woodworker.

A customer secured is a promise of greater salary in time.

A feather duster disperses but does not remove the dust from the store.

Rivalry, open, fair, good natured and enterprising, is the life of business.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

One thing in particular should be impressed upon clerks—the necessity of careful attention to mail customers.

CHARTERED BANKS.

The following is a list of the banks in Canada acting under a Dominion Government Charter:

ONTARIO.

Bank of Toronto.	Imp'l Bank of Canada.
Can. Bank of Com'erce.	Traders' do
Dominion Bank.	Bank of Hamilton.
Ontario Bank.	Bank of Ottawa.
Standard Bank.	Western Bank of Can.

QUEBEC.

Bank of Montreal.	Merchants Bank of Can
Bank of B. N. America.	Banque Nationale.
Banque du Peuple.	Quebec Bank.
Banque Jacques Cartier	Union Bank of Canada.
Banque Ville Marie.	Banque de St. Jean.
Banque d'Hochelega.	Banq de St. Hyacinthe.
Molson's Bank.	East. Townships Bank

NOVA SCOTIA.

Bank of Nova Scotia.	Halifax Banking Co.
Mer. Bank of Halifax.	Bank of Yarmouth.
People's Bank do	Exch. B'k of Yarmouth
Union Bank do	Com'l B'k of Windsor

NEW BRUNSWICK.

Bank of N. Brunswick.	People's Bank.
St. Stephen's Bank.	

MANITOBA.

Commercial Bank of Manitoba.

BRITISH COLUMBIA.

Bank of British Columbia

PUMICE STONE.

There are few things in nature more interesting, remarks a contemporary, than the variety of forms of often displayed by substances which are in themselves chemically identical. To tell a granite polisher that the piece of pumice held in his hand is really the same nature and composition as the granite he is rubbing, would perhaps on first thought seem ridiculous. But it is true, nevertheless. Both are eruptive rocks, and chemical analysis would show about the same relative proportions of silica, alumina, lime, potash, soda and iron oxides. They differ only in their physical conditions, and may be said to bear the same relationship to one another as does the foam of the sea to the water itself.

Imagine deep down in the earth a molten mass of rock, or magna, as it is technically called, having the chemical composition of granite. Through volcanic agencies this is forced up in great dome-shaped masses, or in thin dykes and sheets, into the overlying rocks, or perhaps flows out as lava upon the surface. Under these varying conditions the magna cools with varying degrees of rapidity. The portion coming up in dome-shaped masses under the overlying rocks and never reaching the surface cools very slowly and gradually; the chemical affinities have full opportunities to play and the elements enter into the various combinations known as quartz, feldspar and mica or hornblende, the rock when fully cold being a crystalline aggregate of these minerals—in other words, granite. Those portions which are pushed up in thin sheets and dykes, or flow out on the surface, on the other hand, cool too rapidly for complete crystallization and give rise to porphyritic and felsitic forms like the quartz porphyries and rhyolites; or if cooling too quickly for crystallization to act at all, to clear glassy forms known as obsidian, such as is found at the obsidian cliffs in the Yellowstone National Park. Molten artificial glass, if allowed to cool with sufficient slowness, would become crystalline and opaque throughout, and the same is as true of the natural as of the artificial.

Pumice is a very vesicular obsidian. Its

vesicular structure is due to the expansion of the moisture contained by it. It differs from obsidian as much as light, well-raised bread differs from that which is solid and heavy. That all obsidian is not pumiceous is due rather to the fact that it did not, when molten, contain sufficient moisture to form the necessary steam, or else the pressure on the magna was so great that the steam could not sufficiently expand, as bread might be prevented from rising by placing weights upon it. The cavities in the pumice are, then, simply steam bubbles separated from one

another by thin walls of glass, and to the presence of sharp, thin walls, separated by the cavities, is due the cutting power of the stone.

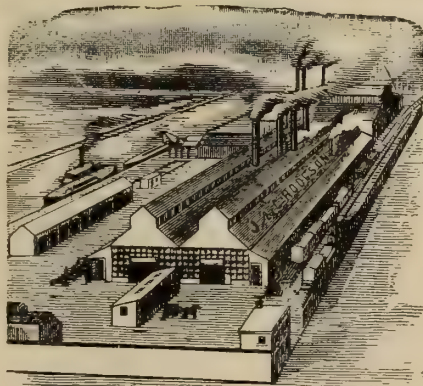
Nearly the entire present supply of pumice stone is brought from Lipari, a volcanic island in the Mediterranean. The stone from this locality is preferable to that of most others on account of its fineness and uniform cutting power of grit. It does not scratch. Pumices are found at the extinct volcanoes about Mono lake, in California, but they are too coarse for practical use. A limited supply of a better article has of late years been obtained from the vicinity of Lake Merced in the same State.—Ex.

BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,**MONTREAL.**

MANUFACTURERS

**WROT IRON PIPE**

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every Length tested before leaving our Mill.

All Sizes from 1-4 in. to 2 in. inclusive.

BEST PIPE IN THE MARKET.WESTERN REPRESENTATIVE: **H. D. SIMMONS,**

Our name is stamped on every pipe.

74 York St., Toronto.

Identify yourself with one line of First-class Stoves and you will control the trade of your locality.



Our stoves are known from the Atlantic to the Pacific.

Coal Hods, Stove Boards, Registers, Elbows, Lanterns, Fire Shovels.

All styles of Japanned work for the grocery, spice and baking powder trade.

We make and supply everything used by the Stove and Tinware Trade.

The McClary Manufacturing Co.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.

Toronto Plate Glass Importing Co.

Highest Award, Toronto, '87



For Mirrors and other Glasses

TELEPHONE 1599.
CABLE ADDRESS, "PLATE."

GLASS IMPORTERS,
Bevellers and Mirror Manufacturers.

Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

55 Victoria Street, - - - Toronto, Ont.

DRUM TAPS.

Leaves from the Diary of a Commercial Traveller.

BY WM. H. MAHER.

CHAPTER. XII.

My fears about the hotel people proved to be uncalled for; when morning came, I and my valuables were all safe and sound, and, after a hasty breakfast, I hurried to the depot to catch the six o'clock train to Casey. Though Casey was but sixteen miles away, we were nearly three hours in making the distance. This was a small place; about a dozen stores of all kinds in it; but being on the junction of two railroads, I expected to find it pretty well drummed; I was not disappointed.

Leaving my samples at the depot I walked up the street, and soon saw "hardware" sticking over the walk. The store, when I reached it, was either a very small one or else was very full of goods; I could not determine which. I had taken pains to read the address on the goods on the sidewalk, so I picked out a man who might be the proprietor and handed him my card with: "Mr. Krothers, I believe, sir?"

"Yes," said he, putting on his spectacles to read the card, "that's my name." After he had read the card he turned to me with:

"Well, how's times?"

"Times are good," I answered; "Don't you find them so?"

"Oh, I can't complain; we do pretty well for a one-horse concern."

"You look for a good trade this spring, I suppose?"

"Trade's good enough, if we could only get any money. You don't know of anyone who wants to buy a stock of hardware, do you?"

(It is surprising how general was the desire among retailers to sell out; this was only equalled by the number of farmers or farmers' sons who want to get into business. And this is the case in this year of grace, 1889, as it was in the '60's.)

"Not just now; but travelling through the country as I am, I am likely to; you want to sell out do you?"

"Yes; I'm sick of trade: I'd like to get out and collect what's due me."

"All right," said I, as if I did such things every day, "the first good man I hear of who wants to get into this business, I will send down hear to see you. How is your stock?"

"Pretty fair; we're not buying much."

"Anything you need to sort up?"

"I don't know of anything; fact is, I don't feel like ordering."

It became my duty to make him "feel like ordering." As a preliminary arrangement I dropped talking about business, and tried being sociable. I found the old gentleman liked a story, and so I drew on my stock; they were not very good stories, nor very well told, but seemed to please him, and that was what I was aiming at. When stories had grow cold I asked him to show me his store, and whenever I had an opportunity I put in a good word for our prices. At last I thought matters had reached a point where I might

use my best efforts for an order. I had noticed his stock of shovels were low, and so I began with them. Taking out my order-book I said:

"You have no one in business with you, have you, Mr. Krothers?"

"No. What are you going to do?"

"I'm going to put your name down here, and sell you some goods."

"The devil you are! Haven't I got anything to say?"

"Yes, you may order just as fast as you want to. Now pitch in."

Of course all this was said laughingly, and not in an offensive manner.

"You want some shovels," said I, "and I'm going to send them to you."

"But you haven't told me your prices. I have to keep an assortment, but I'll be honest with you, I don't want to order to-day."

There was no joking about this, and joking would not answer to meet it with. So I came down to earnest.

"You are out of shovels and spades, Mr. Krothers, and will be obliged to order from some one in a very few days; now I am here ready to give you low prices, and to be as liberal in terms as any one dare be. It doesn't matter to you who sends you the goods, provided you get them right, but it's a great deal of matter to me whether I or some one else get your order. You don't know anything about me, but when you do know me you will find that I do just as I agree, and if you will help me a little I'll help you."

On paper this looks rather prosy, but when you put all your soul into it and try to impress it upon a man so that he will believe it and feel it, it has its effect. Some people call it personal magnetism; I call it being thoroughly in earnest.

"Hang it?" said he after a moment, "I'd like to give you an order, but I haven't thought about what I want."

"I can help you," said I promptly. "Let us go right through my book, and it will recall to your mind things you are out of. Then we can take a look over the shelves afterward."

He made no further objections, and we began. He bought in small quantities, but when we were through, and he said, "There shut up your book; hanged if I buy another thing," I sold him \$135 worth of goods, and at good profits.

I promised to come in again when I had been around, and then I started for the drug store. One of the nicest men I ever met gave me a bow in answer to mine, and when I introduced myself, said he was well acquainted with our house and had sold our white lead. This was good news, and I soon had his order for 200 pounds of lead, a line of paint brushes, and some putty. As I had been free and easy with Krothers, so I was very polite and dignified with Mr. Humlong, because he was the incarnation of dignity.

After getting his order I made a tour of the groceries and general stores. "We don't sell any hardware," and "We have all the hardware we want," met me at the two largest stores, nor would they give me a chance to say a word more; but the next grocery I came to seemed to do considerable in cutlery. I waited until the proprietor was at leisure and then handed him my card. He was an ugly-looking fellow, but I could forgive that if he gave me an order.

"I see you do something in our line," said I, pointing to the cutlery, "and we carry the best line of knives in the West. I have

a full line of samples with me, and will be glad to show them to you."

"I buy in New York," said he, curtly.

"Then," said I, "I will be doubly glad to have you look at my samples. I carry some of the very knives you have in stock, and I want you to compare prices."

"You don't expect to beat New York, do you?" he asked with a sneer.

"You don't want me to, do you?" I asked. "If I can meet New York prices you ought to be satisfied; but I shall not be satisfied if I don't do that."

"I don't want anything to-day."

"But, if you are not busy, won't you please look at my samples?" They are just across the street at Mr. Krother's, and I can run over and bring them in."

"Oh, I can look at them."

"Thank you; I will go after them."

While I was at Krother's I asked about him. "Oh, he is good for all he buys," said he, "but he's meaner than the itch."

"I don't care how mean he is if he's sound," I answered.

I spread my samples out before him, and went, through my lesson, giving description and price of each knife. Then I went his show case and found a knife that was the exact counterpart of one of my samples, but his was a Wostenholm, and mine was an imitation. Without saying anything I laid his knife down beside mine.

"What do you ask for your knife?" he asked.

"Nine dollars."

He went to his show case and looked up the cost of his knife.

"How much did you say?"

"Nine dollars."

He looked at me, and I looked as innocent as a lamb.

"I'll take three dozen of them," he said.

I saw at once the way he was reasoning. He fancied I had quoted my knife away down, not expecting him to buy, and that he was getting an advantage of \$2 or \$3 a dozen.

I took out my book and prepared to enter the order. "You understand, Mr. Frye," said I, "that while the knives are exactly alike in appearance they are made by two different parties—"

"That's all right," he interrupted, thinking I wanted to back out, "I'll take the knives."

"And I am glad to send them, and obliged to you for the order, but I am going to come around this way again, and don't want any misunderstanding; your knife is a Wostenholm knife; mine is made by Larom, and is an imitation of yours. The Wostenholm goods cost 50 per cent. more than Larom's, but to the retailer there is more money in selling the imitation, and I know it to be a very fair knife. Now I will enter your order."

"No; hold on a little; you're telling the truth, are you?"

"I am."

"Then you're the first runner that ever did that injustice to himself. You need not send those knives, but maybe I'll see something else I want."

His whole manner changed to me then, and he looked at the samples in a different way from before. I named my regular prices, prices that left us a large profit, and he began to order. I sold him about \$60 worth of table and pocket cutlery, and then \$20 more of woodenware, rope and cords. When we shook hands at parting he didn't look

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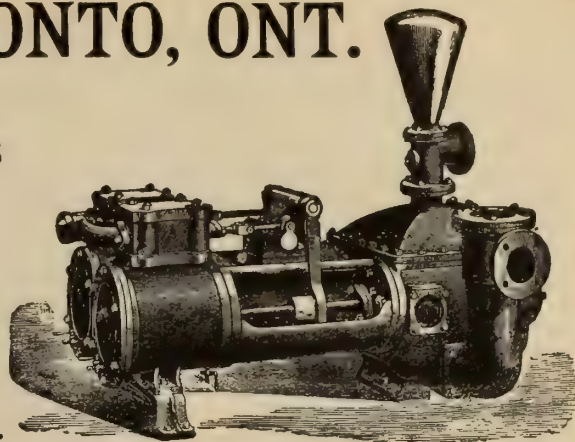
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half as ugly as he did when I first saw him, and my summing up would have been that he was a pretty good fellow.

I had still four more stores before me, and among them I found one man who said he wanted a few goods. I worked with him just one hour, and sold him a bill amounting to \$5.35. Not a very big bill, but—well, the \$1.35 was profit.

The landlord met me with a smile when I went back to the hotel. "Krothers was here to see you," said he, "and left this story for you. The old man enjoys a laugh, and he says he has just learned how to sell out."

He handed me a cutting from the Grocer, entitled:

HOW JOHN CHEATED HIM.

There had lately been a change made in the hardware trade at Colton, and I concluded it was a good time for me to get acquainted with the new man. I packed my grip and was very soon trying to balance myself on the one plank that lay between me and a bottomless pit of mud. Mettler, who had sold out, was considerably in our debt. I wanted to attend to that, and decide as to the responsibility of the new man. Mettler had practically been a failure. Not that he would pay less than one-hundred cents on the dollar, but that would clean him out, and and he had started, two years before, with a cash capital of \$1,800.

I tried to account for his lack of success, as I ran over his qualities in my mind, but I could not arrive at a satisfactory conclusion. He was a practical tinner, economical, diligent and a good salesman. Yet, in spite of these, he had lost \$1,800 in two years.

The old sign was still on the door; the same old iron kettle was in front of the store, and the same pile of old boxes in the lot besides the building that I saw there two years ago, when I was up there helping Mettler take inventory. But a new man met me, and I had no need of questioning him, for it was written all over his honest Dutch face that he was the owner.

We were soon chatting pleasantly together. He knew of our house and had been recommended to call on us, and I was not talking for an order, as he readily saw, but for purpose of laying the foundation for future business. This being the case, he was much more open than he would have been had I had a line of samples before him and been

pressing for an order. I soon saw that there was a sore spot somewhere in Fred's mind, and before I left the town I had the following unique story from him of the purchase of his stock from Mettler:

"I dells you, Mr. M—dot Mettler is a tam sheat. I shall know John for ten, twelve year, and I shall say, John is goot fellow, and shquare. I drust John so much I drust mine vife, but John is a tam sheet. John's fader was a good Yarman, but John too much like der Yankee."

"Didn't you inventory the stock?" I asked.

"Oh, yes; we inventory efferydings."

"Did he cheat you in prices?"

"No, he could not; I fix him; I haf a wholesale man come here to see."

"Then how did he cheat you?"

"He sheat me mit his trade. He dell me he do piggest pishness of any man in dis gounty; he dells me he make pig profit; he sheat me efery dime. It was all a pig lie."

"Tell me all about it."

"I dells John maybe I can pay you ou-et

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if dere was good pishness. He say, 'Pishness is goot.' I say, 'I will see to-morrow.' I go to this shstore on to-morrow, and when we talk a man coms in and say, 'John, I will haf an ax.' When he go out John say, '\$1.50 for ax what cost fife shilling was not so pad,' and I say, 'No that was goot.' Pimeby more mans come and say, 'John, I must puy a shstove.' He puy this shstove I sit on for \$22, but say he ton't want him sent ou-et pefore nex' week. John say to me, 'How is dot for high? Dere is \$7 profect.' I say, 'Dot was high enuff.' Pretty soon a woman says, 'John, I must puy a glothes wringer,' and John sell dot one in dot gornor for \$5, and say he will delifer her to-morrow, and he weenk at me and say, 'I make \$2.75 on dot.' And I say, 'Pully for you!' In a leetle more while a man say, 'John, I will haf a blough to dig my croud.' John say, 'All right, I sell you this for \$14,' and he sell him. Then he kick me in mine gorns and say, '\$5 more sالدed town.' But the man say, 'Lay him ofer dere; I will get him nex' week.' And John put him ofer py that toor where you see him now. Then John say, 'is it drue what I dells you about good pishness? I have made \$15.60 since you was here, and this is not a good day too.' And I say, 'yes, dot was all right; I will buy you ou-et.' And I send to Detroit for whole-sale man to help, and we lock the door so no more pother from the beoples. And all the time eferyone rap on the door and say, 'I want some file.' And John say, 'wait for to-morrow; I sell ou-et.' Anudder man shall say, 'I wan't some knife.' And John shall say, 'Come to-morrow and puy from Fred; I sell ou-et.' And I say to my wife, 'John had a teufel of a pishness.' I buy him ou-et and gif him my sheck, and I open my shstore. Nopody gomes for dat shstove, somepody ton't got dot wringer, and Schmidt ton't got dot blough. It was all one shwindle! It was put up shob! It was one tam sheat!"

"I don't yet understand how," I said. "Wouldn't they take the goods?"

"Dake the goots? No, not for Sho! John had dose mans and womans come here to sheat me. Shall I puy if I ton't see no profect? Not much! Shall I pe such fools as gif two thousand dollar for pishness doing notings? I was not sooch fools. So John make pishness. He haf his frents puy shstoves and oder tings to make sheat mit me, and I will say, 'Here is lifely pishness and pig brofit, I will puy.'"

"That's how you got roped in here."

"Yes, sir; I was robbed in by dot sheat of John. I say to dot man, 'Why you not gome and got dot shstove?' and he say, 'Oh, I gongluded to fix mine olt one.' I tolt him I would pe glat to fix him. I say to Schmidt, 'Gome arount for dot blough,' and he say, 'I shall haf to egonomize on bloughs, because my wife is sick.' And he vink at me so I was red hot. And John say to me, 'How was pishness?' And I say, 'Noding sells put axes, and glothes-wringers, and shstoves, and bloughs.' And he say, 'Pishness will soon got no worse.' And I say, 'It was worse enough already,' and now he gomes here no more. What you tink of such sheat?"

I tolt him it was a very good scheme to deceive a man, but I had thought John was too honorable to play it. I tried to brace his courage up by telling him he ought to make a good living out of his business if he bought carefully, and that was all the largest dealers dared hope to do in these times.

"Dot is all right," said honest Fred. "I no like sooch pishness; I shall sell ou-et."

Jake Snyder, from Haskins, say he pe here

nex' Friday, and I shall haf ten, twelfe men gome in and puy sometings, so he dink trate is boom away up. I pe no fool. I gan do sometings shust so well as John."

The next I heard of him he had sold "ou-et."

TO BE CONTINUED IN NEXT EDITION.

HARNESSING NIAGARA.

One of the great enterprises which has been long discussed, but only recently put in the way of practical realization, is the improvement of the water power of Niagara Falls. The sublimity of the falls has always been, of course, their main attraction; but of the millions who have stood in that mighty presence there can have been few so altogether sentimental and unworldly as not to be also impressed by the fact that here was a prodigious physical force, capable of an enormous amount of useful work, and doing almost none at all. The progress of industrial science and the improved means of utilizing and transmitting power have at length brought about a tangible result of the many schemes for "harnessing Niagara" which have been proposed and discussed. Work has been begun on the hydraulic tunnel by which it is calculated that the falls, or rather the river, with which it connects above and below the falls, will be made to yield 120,000 horse-power; and a pamphlet has been issued by the Business Men's Association of Niagara Falls, describing and illustrating very fully the plan and methods of the improvement, as well as the scenery and history of the Falls. It is a noteworthy, and will be regarded by many as a most fortunate circumstance that the utilization of the falls on a large scale was not undertaken until the islands and the banks on both the New York and the Canadian side of the river had been secured by government reservation from any destruction or defacement of their natural features.—Mechanical News.

THE SOURCES OF NICKEL SUPPLY.

Since the discovery of the value of nickel steel plates large calculations of profit are indulged in by owners of nickel properties and others interested in smelting works. The future demands for armor plating are put down at large figures, and if accounts are entitled to credence there is something like a scramble by manufacturers in the United States and Europe to secure themselves from the greed of mine monopolists. The sources of supply, therefore, are inquired into with unwonted interest. Hitherto the demand for nickel has been on a comparatively limited scale. So it happened some years ago when mines were opened in Noumea and two full cargoes were shipped for consumption that the market at once became overstocked, prices dropped to a nominal figure, bankruptcy became imminent and the mines which had been exploited with so much enthusiasm were incontinentally closed. The situation at present is radically changed, for in addition to the wide demand for nickel in

the arts, chiefly on account of its anti-corrosive qualities, the metal is discovered to possess a peculiar ductility which admits of its use as an alloy with special advantages. for example, a new French rifle cartridge has been brought out, in which nickel forms an essential part. But it was not until the superiority of nickel steel for certain purposes was announced that the nickel boomers got fairly to work.

The nickel mines in New Calidonia were the richest known up to a recent date, and were the principal dependence. Considerable quantities of nickel have come from mines in Norway, owed and worked by Sir Hussey Vivian, Bart., M. P. The United States Mint derived its supply from mines in Lancaster County, Pa., owned by Joseph Wharton. The discovery of nickel at Sudbury, in Canada, is of recent date, so that the developement as yet is very imperfect, but indications point to the existence of the ore in large quantities. These mines are said to be owned jointly by a Cleveland syndicate, the Canadian Copper Company and Sir Hussey Vivian, the latter represented by Emerson Foote, of New York. The matte from Sudbury carries 30 per cent. of copper and 15 per cent. of nickel, and in this form is sent largely to Swansea, where the pure nickel is extracted.

We are informed that quite an extraordinary discovery of nickel has been made quite recently in Nevada. Among those best informed it is spoken of as "a wonderful development," and this representation is supported by the exhibit in this city of masses of ore. It is claimed that the nickel is found in deposits almost limitless and of such richness that even what is termed the lowest grade yield eight to twelve per cent. of pure metal. Quantities aggregating hundreds of tons are in sight which give by analysis from 20 to 35.4 per cent. of ingot metal.

The consumption of pure nickel in the United States has been estimated at 800,000 pounds per annum. But in this country and elsewhere there will be increased demands, partly as a result of the recent discovery of malleable nickel used as a veneer for iron, which is made a more acceptable material for household utensils. Private London advices received in New York, and said to be wholly authentic, are to the effect that the British Government has recently been unable to place nickel steel orders, because the nickel could not be obtained. This small supply is attributed mainly to reduced receipts from New Calidonia. The present price in New York is 80 cents per pound for delivery during the ensuing year. From the foregoing it would appear that the Sudbury mines form the main reliance, although it is by no means certain, if entire dependence can be placed on the latest advices, that Nevada will not in due time be ranked equal, or even of more importance. Developments at these two points will be watched with unusual expectancy, especially if it is true that the New Calidonia mines are less productive than formerly.—Iron Age.

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Tin.

Lamb and Flag—		
56 and 28 lb ingots, per lb	25, 26	
Straits 100 lb ingots.....	25, 26	
Strip	27, 29	

Tin Plates—Charcoal Plates, Bright.

Bradley M.L.S.	Per box	
I.C., usual sizes	\$6 25 \$6 50	
I.X., "	7 50 7 75	
I.X.X., "	8 75 9 00	

Raven & P.D. Grades—

I.C., usual sizes	5 25 5 50	
I.X., "	6 25 6 50	
I.X.X., "	7 25 7 50	
L.XXX., "	8 00 8 25	
D.C., 12 x 17	4 75	
D.X., usual sizes	5 75	
D.X.X., "	5 10 6 65	

Note.—Other brands might be shaded
by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	4 60 4 75	
I.C., special sizes	4 75 5 00	
B.V. Grade, I.C., usual		
sizes	4 60 4 75	

Note.—Round lots of 14x20 might be
purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	8 25 8 50	

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.	
I.X.X., 14x56, 50 sheet bxs	6 1/2c, 7c	
" 14x60, "		
" 14x65, "		

Iron and Steel.

Common Iron, per 100 lb	\$2 35 2 40	
Refined "	2 60 2 65	
Horse Shoe "	2 60 2 65	
Band "	2 87 3 00	
Hoop "	2 87 3 00	
Swedish "	4 00 4 50	
Nova Scotia Bar iron.....	2 50 2 75	
Sleigh Shoe Steel	3 00 3 25	
Machinery, Tire Steel	0 13 0 14	
Best Cast Steel, per lb.	0 10 0 12	
Russian Sheet	0 10 0 12	
Tank Plates	2 25 2 50	
Boiler Rivets.....	4 75 5 00	

Boiler Tubes.

2-inch	13c	
3-inch	18 1/2	

Boiler Plate.

1/2 inch	\$2 75	
5-16 "	2 60	
3/8 "	2 50	

Sheet Iron.

1 to 20 gauge	3 1/2, 3 3/4	
22 to 24 "	2 1/2, 3	
26 "	3, 3 1/2	
28 "	3 1/2, 3 3/4	

Canada Plates.

Blains.....	1/2 bright \$ 20 3 25	
Boars Head.....	" None	
Maple Leaf	" None	
All Bright.....	" None	

Galvanized Iron.

Queen's Head—		
16 to 24 gauge, per lb	5 1/2, 5 3/4	
26 gauge, "	5 1/2, 6	
28 "	5 1/2, 6 1/4	

Gordon Crown—		
16 to 24 gauge, per lb	5 1/2, 6	
26 gauge, "	5 1/2, 6 1/4	
28 "	5 1/2, 6 1/4	

Note.—Cheaper grades about 1/2 cent
per lb less.

Chain.

Proof Coil, 1/2 inch, per lb.....	4 1/2 4 3/4	
" 7-16 inch	5 1/2 5 1/4	
" 1-4	5 1/2 6	

Trace, per doz. pairs	\$3 60 5 90	
German coil, per 100 ft	1 65 2 70	

Jack chain, iron, single, per		
doz yards	0 13 0 50	

Jack chain, double, per doz		
yards	0 15	

Jack chain, brass, single, per		
doz yards	0 20 1 10	

Copper—Ingot.

Lake Superior, per lb	0 00 0 00	
Baltimore	0 17 0 18 1/2	
English B.S.	0 17 0 18 1/2	

Bolt or Bar.

Cut lengths, round, 1/2 to 1 in	\$0 28 \$0 31	
" round & square		

1 to 2 in

Note.—Complete, lengths about fifteen
feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,		
15 oz, 14x48 and 14x60	\$0 21 0 22	
Untinned, 14 oz, and light,		
16 oz, irregular sizes	0 22 0 23	

Note.—Extra for tinning, 2 1/2 cents per
pound, and tinning and half planishing
5 cents per pound.

Planished and tinned, 14x
48 and 14x60

Brasiers. (In sheets.)
4x6 ft, 25 to 30 lb ea, per lb.....

" 35 to 45 "

" 50 lb and above per lb

Boiler & T. K. Pitts.

Plain Tinned, per lb.....

Spun "

Wire.

Pure, in coils—
From 1 to 20 gauge.....

From 20 gauge, up

Brass.

Roll & Sheet, 14 to 26 gauge. 0 21 0 25

" 27 to 30 " 0 23 0 29

" 30 and up

Sheets, hand-rolled 2x4 ft.

Zinc Spelter.

Foreign, per lb.....

Domestic "

Zinc Sheet.

5 cwt casks.....

Part casks

Lead.

Imported Pig, per lb.....

Domestic "

Bar, 1 pound

Sheets, 2 1/2 lbs, per square ft.

by roll

Sheets, 3 to 6 lbs, per sq ft,
by roll

Note.—Cut sheets half cent per lb extra.
Pipe, by the roll, usual weights
per yard, lists at 7c per lb and 25 p.c.
discount.

Note.—Cut lengths, net price; ton lots
25 and 5 p.c. dis.; waste pipe, in 7 ft
lengths lists at 7 1/2c.

Solder.

Half-and-half (guar.) per lb 0 20 0 22

Note.—Prices of this graded according
to quantity. The prices of other qual-
ities of solder in the market indicated
by private brands vary according to
composition.

Antimony.

Cookson's, per lb.....	\$0 21 \$0 22	
Other makes	0 19 0 20	

Pure White Lead, ground in oil,
Associat'n guarantee, per lb. 5 1/2

No. 1 Do.....

No. 2 Do.....

No. 3 Do.....

Prepared Paints.

(In 1/2, 1, and 1 gallon tins.)
Pure, per gallon

2nd qualities "

Colors in Oil.

(25 lb tins, Standard Quality.)
Venetian Red, per lb

Chrome Yellow "

Golden Ochre

French "

Marine Black

Green

Chrome "

French Imperial Green

Colors, Dry.

Yellow Ochre (J.C.) in bbls, per lb 0 01 1/2

(J.F.L.S.) " " 0 01 1/2

Venetian Red (R.C.2) " " 0 01 1/2

(1343) " " 0 02

Ven. Red, Cookson's " " 0 02

English Oxides " " 0 03 1/2

American " " 0 02 1/2

Paris Green, per lb.....

Burnt Sienna "

Burnt Umber "

Drop Black "

Chrome Yellows "

Greens "

Golden Ochre

Varnishes (in bbls).

No. 1 Furniture, per gal.....

Brown Japan "

No. 1 Carriage "

Gold Size Japan "

Pure Orange Shellac "

Hard Oil Finish "

Linseed Oil (in bbls).

Raw, per gal.....

Boiled "

Turpentine (in bbls).

Selected Packages, per gal.....

Castor Oil.

Best, per lb.....

Gue (in bbls)

Common, broken

French medal

Cabinet makers

White

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	" 0 05½
" No. 2	" 0 04½
" No. 3	" 0 04½

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 10.
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.

Wads.

Eley's, per 1,000..... \$0 25 \$1 60

Anvils.

Per lb..... 0 10 0 12½
Anvil and Vice combined each..... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz.... 13 00 20 00
Adjustable " each 5 50 6 50
Past Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 5 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled " 3 60 7 30
Saddlers', " 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... 7 50 9 00
" Sewing, " 7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz..... 2 80 8 30

Axes.

Per box..... 6 00 12 00

Axle Grease.

Per gross 8 00 15 00

Bath Tubs.

Zinc (Revised list) discount 25 per cent.
Copper, discount, 25 p.c.

Bells—Hand.

Brass, 60 to 66½.
" 50 and 10 to 60 p.c.

Door.

Gongs, Sargent's 5 50 8 00
" Peterboro 4 60 13 50

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35, 40 per cent.

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—Auger.

Gilmour's dis 55.
Excelsior—Jennings, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per cent.
Jennings' Gen, net list to 5 p. cent dis.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex 1 25 1 75
Mascot 1 35 1 85

Blind and Bed Staples.

All sizes, per lb..... 0 11 0 15

Bolts.

Carriage, dis, 60 and 5 per cent. to 65 per cent.
Tire, dis, 50 to 50 and 10 per cent.
Stove, dis, 45 to 50 p.c.
Elevator, dis, 35 to 40 p.c.
Machine, dis, 60 to 60 and 5 p.c.

Boring Machines.

Complete, with Augers, ea. 5 25 7 00

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis, 35 to 40 per cent.
Reversible, dis., 65 to 70 per cent.
Vegetable, per doz..... 1 12 2 35
Henis, No. 8 " 6 00
" No. 9 " 7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.. 500 4 28

Butts—Brass.

Wrought Brass dis. 60, 60 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 to 60 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60, 60 & 5pc.
Loose Pins, " 60, 60 & 5pc.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair..... 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz.. 3 75 4 50

Card.

Horse, per doz..... 0 70 0 95

Carpet Stretchers.

American, per doz..... 1 00 1 50

Carpet Sweepers.

Bissell, per doz..... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50pc.
Plate " dis. 50pc.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 50 0 85
White, lump, per lb..... 0 01½ 0 01½
Red " 0 05 0 06½
Crayon, per gross..... 0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns.

Amer., dis. 50 p.c. to 60 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 1 35
" No. 2 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c.

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz 2 00
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis. 25 to 35 p.c.

Drills and Drill Stock—Breast.

Millar Falls, per doz..... 16 00 51 50

P. S. & W., dis. 40 per cent.

Twist.

Morse, dis. 30 to 33½ per cent.
Standard, dis. 40 to 45 p.c.

Elbows—Stove Pipe.

Dis. 20 to 33½ p.c.

Fawcetts.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10
Barton Smith, dis. 50 & 10 per cent.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Canadian, dis., Can. list 50 per cent.
Jowitt's, dis. Can. list, 25pc.
Horse Rasps, Kearney & Foote's dis Am list, 50 pc.
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.
Horse Rasps, Spencer's, dis. Can. list, 33½ p.c.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Peerless, discount 45 p.c.
Gem, dis, 50, 50 & 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c.

Fry Pans.

Acme, discount 50, p.c.

Gauges—Marking, Mortise, etc.

Stanley's. dis. 50, 55 p.c.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

4th quality Star, 1st break 1 50
" 2nd " 1 60
" 3rd " 3 80
" 4th " 4 10
" 5th " 4 40

Window Glass.

Pilkington's ordinary
1st break \$3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 6 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Hammers—Nail.

Maydole's net list.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz 1 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 30 p.c.

Hoe.

C. & B, discount 30 p.c.

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian, per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60, 60 and 5 per cent.
Light T and strap, dis 60, 62½ percent
Heavy, per lb..... 0 5 0 05½
Screw and Strap, per lb..... 0 08½ 0 04½

Per doz. sets

Screw, Eureka 1 13 1 80

Gate, Clark's 1 50 2 20

" Shepherd's 1 00 1 50

Per doz. pairs

Spring 1 50 3 50

Hoes.

Garden, Mortar, etc., discount 40 per cent.

Planter's per doz 4 00 5 00

BOWMAN, KENNEDY & CO.,

180 to 182 YORK ST., - LONDON. ONT.

HEADQUARTERS FOR

General Shelf Hardware, Glass, Paints, Oils, Varnishes, Apple Parers, American Blizzard, Standard Corer and Slicer, Reading, etc. Hammer and Hammerless Breech Loading Guns, Rifles, Revolvers, and Ammunition of all kinds. X cut saws, axes, lanterns, etc.

WHOLESALE ONLY.

WRITE FOR PRICES.

Hooks—Cast Iron			Pencils.			Scale Beams.			Tinware.		
Bird Cage, per doz	0 50	1 10	Dixon's, per gross	1 00	4 25	Canadian, B. S. & M. dis. 40 per cent.			Stamped, dis. Assn list, 70, and 12½ per cent.		
Clothes Line, " "	0 27	0 63	Carpenter, " "	2 25	3 60	Scrapers.			Japanned, dis. Prices on application		
Harness, " "	0 72	0 88	Picks.			Box, per doz	2 10	4 50	Pieced, dis. " "		
Hat and Coat, per gross	1 00	3 00	per doz	6 00	9 00	Foot, " "	40	3 50			
Chandelier, per doz	0 50	1 13	Picture Nails.			Screens.			Transom Lifters		
Wrought Iron.			Porcelain Head, p. gross	1 65	3 00	Window, patent, per doz	6 00	7 50	Payson's, dis. 25 per cent.		
Wrought Hooks and Staples, Can. dis. 17½, 20 p.c.			Brass Head, " "	40	1 00	Screw Drivers.			Traps.		
Wrought Hooks and Staples, Amer. dis. 75 to 75 and 10 per cent.			Planes.			Sargent's, per doz	65	4 00	Game, Newhouse, dis. 17½, 20 per cent		
Wire.			Wood, bench, Canadian, or American dis. 50.			Screws.			Game, H. & N., or P.S. & W., discount 57½ to 62½ p.c.		
Hat and Coat, dis. 35, 40 p.c.			Wood, fancy Canadian, or American dis. 35, 37½ per cent.			Wood, flat head iron, dis. 47½ per cent.			Mouse, per doz	0 35	1 50
Belt, per 1,000	0 60	2 70	Bailey's (Stan E. & L. Co.) 33½ to 35 per cent.			Wood, round head iron, dis. 42½ per cent.			Rat " "	2 00	4 50
Screw, bright, Eng., dis. 40, 5, 45 per cent.			Miscellaneous, dis. 10 to 12½ per cent.			Wood, flat and round head, brass, dis. 25 p.c.			Trowels.		
Horse Nails.			Bailey's Victor, dis. 10 to 12½ per cent.			Bench, wood, per doz	3 25	4 00	Disston's, discount 10 p.c.		
Horse Shoes,			Plane Irons.			Bench iron per doz	4 25	5 75	German, per doz	4 75	9 00
Per keg	3 60		English, per doz	2 00	5 00	Scythes.			Brade's " "	00	10 50
Ice Picks.			Pliers and Nippers.			Discount 40 per cent.			S. & D., discount 35 p.c.		
Star, per doz	3 00	3 25	Button's Genuine, per doz. prs. dis. 37½, 40 p.c.			Scythe Snaths.			Triers.		
Kettles.			Button's Imitation, per doz.	7 40	10 25	Canadian, dis. 33½ to 35 p.c.			Twines.		
Copper, " "	0 40	0 45	German, per doz	60	2 60	Shears.			Bag, per lb	0 12½	0 20
Enamelled Can. 50 p.c.			Plumbs and Levels			B. & W., japanned, dis. 75 per cent			Wrappg, mott'd, pr. pack.	0 50	0 60
American, 50 and 10, 60 and 5 per cent			S. R. & L. Co., dis. 65 p.c.			B. & W. N. P., dis. 65 p.c.			cotton, per lb	0 18	0 20
Keys.			Poppers.			Seymour's dis. 60 p.c.			Mattress, per lb	0 33	0 45
Look, Can, dis. 50 p.c.			Corn, square, per doz	1 35	2 00	Etna, dis. 75 @ to 75 and 10 per cent.			Staging " "	0 27	0 35
Cabinet, Trunk, and Pad-lock, Am. per gross	1 60	4 75	Pruning Shears.			Heinrich 60 per cent.			Broom " "	0 30	0 55
Knobs.			Per doz	4 00	5 50	Sheaves.			Binding, flax, per lb		
Door, japanned, and N.P., Can. list dis. 50 p.c.			Pulleys.			Sliding Door, per set	77	1 40	" jute " "		
Bronze, Berlin, per doz	2 75	3 25	Hothouse, per doz	55	1 00	Shot.			Vises.		
Bronze, Gem, " "	6 00	9 00	Axle, " "	22	33	Canadian, dis. 7½ per c.			Hand, per doz	4 00	6 00
Lava " "	8 75	10 00	Screw	27	1 00	Shovels and Spades.			Bench, parallel, each	2 00	4 50
Shutter, porcelain, F. & L screw, per gross	\$1 30	4 00	Awning	35	2 50	Canadian, dis. 37½ to 40 per cent.			Coach, each	6 00	7 00
Ladles.			Pumps.			Sieves.			Peter Wright's, per lb	0 12	0 13½
Melting, per doz	1 70	4 50	Rumsey, Cistern & Pitcher Spout, 60 and 60 and 10 per cent.			Wood Rim, black, p. doz	1 15	1 35	Pipe, each	5 50	9 00
Lemon Squeezers.			Punches.			" tinned, " "	1 35	1 60	Saw, per doz	6 50	13 00
Porcelain lined, per doz	2 20	5 60	Saddler's, per doz	1 00	1 85	Tin Rim, " "	2 30	2 45	Washer Cutters.		
Galvanized, " "	1 87	3 85	Conductors' " "	9 00	15 00	" black, " "	1 80	2 25	Per doz	4 00	8 50
King, wood, " "	2 75	2 90	Tinner's solid, per set	72		Snaps.			Well Wheels.		
" glass " "	4 00	4 50	" hollow, per inch	1 00		Harness, German, p. gro.	2 00	5 50	Amer., per doz. 8, 10 & 12 in.	3 38	6 00
All glass, " "	1 20	1 30	Putty.			Acme, " "	3 00	5 00	Wire.		
Lines.			Bladder, per 100 lbs	2 00	2 25	Lock, Andrew's " "	4 50	11 50	Market, bright and annealed, Nos. 1 to 16, 5 per cent. advance on list from stock. From factory net list.		
Fish, per gross	1 05	2 50	Tins, lbs	2 50	2 75	Soldering Irons.			Market, oiled, coppered, 5 p.c. advance. From factory net list.		
Chalk, " "	1 90	7 40	Rail.			Per lb	0 30	0 32	Market, tinned per lb	0 04½	0 08
Locks—Door.			Barn Door, per foot	3	3½	Wrought Spikes.			Galvanized Fence, 5 per cent. advance on list. From factory net list		
Canadian, dis. per cent.	2 90	7 50	Sliding Door, " "	3½	3½	Discount, net list to 10 per cent.			Tinned Broom, from 19 to 22 gauge, per lb	0 07	0 07½
Russell & Erwin, per doz	33½		Rakes.			Spoke Shaves.			Malin's Wire on spools, dis. 30 to 35 per cent		
Cabinet.			Cast Steel and Malleable, Canadian list dis.			Wood, English	1 80	5 00	Clothes Line, galv., p. 100ft	0 25	0 55
Eagle, dis. per cent	33½		Razors.			Iron, American	1 35	2 35	Barbed Wire.		
Padlock.			Boker's, per doz	7 50	11 00	Spoons and Forks.			Galv. steel barb fencing		
English and Am. per doz	50	6 00	Wade & Butcher's " "	3 60	10 00	Dessert " "	21	00	"Lock Barb," 4 point	0 51	0 05½
Scandinavian, " "	1 00	2 40	Razor Strops.			Table " "	30	00	Ditto Glidden 2 point	0 05½	0 06
Eagle, dis. per cent	15	1 17½	Currier's, per doz	1 25	3 60	Dessert Forks " "	24	00	Galv. Steel, plain twist	0 05	
Mallets.			Rivets and Burrs.			Medium " "	27	00	Galvanized Barb, "Lyman," 2 to 4 points	0 05	0 05½
Tinsmiths', per doz	1 25	1 50	Copper Rivets, dis. 40.			Table " "	36	00	Terms, 60 days or 2 per cent off for cash—10 days.		
Carp'trs', hickory " "	1 25	3 75	Iron " 40 per cent.			Squares.			Wire Cloth.		
Lignum Vitæ, " "	3 85	5 00	Burrs, Iron, 30, 33½ per c.			Iron, per doz	1 65	2 90	Ordinary, discount 25 p.c.		
Caulking, each	1 60	2 00	Rivet Sets.			Steel, dis. 75 p.c.			Painted Screen, p. 100 sq ft	2 25	2 5
Mattocks.			Canadian, dis. 30, 35 per c			Try and bevel, dis. 50 to 52½ per cent.			Wrenches.		
Canadian, per doz	8 50	10 00	Sisal, per lb	12	12½	Staples.			Agricultural, dis. 70.		
Meat Gutter.			Manilla, " No. 1	14½	15	Fence, galvanized, per lb	5	5½	Standard, dis. 60, 60 & 10 p.c.		
Enterprise, dis. per cent	20	25	" No. 2	13½		Wrought Iron, dis. 75, 75 and 10 per cent.			Coe's Gen'l, dis. 40, 45 p.c.		
Dixon's, each	1 60	2 00	" No. 3	13		Stocks and Dies, Amer. dis. 25 per cent.			Diamond, dis. 33½, 35 p.c.		
Woodruff's " "	1 10	1 70	Cotton, " "	22	25	Stone.			Tower's Engineer, each	2 00	3 00
Hale's, " "	1 05	1 50	Deep Sea, " "	15	16	Washita, per lb	0 15	50	" S., per doz	5 80	7 50
Hume, " "	13 00	16 00	Rules.			Hindostan, per lb	—	0 06	G. & K.'s Pipe " "	6 00	
Mining Knives.			Boxwood, dis. 75 to 10 & 5 80 per cent.			Slips, per lb	9		Burrell's " each	3 40	
American, per doz	42	2 35	Ivory, dis. 40, 40 & 5 per cent.			Axe, " "	0 15		Pocket, per doz	1 25	2 00
Molasses Gates.			Sad Irons.			Turkey " "	0 50		Skates.		
Stebbin's Patent, dis. per cent, 65 to 70 per cent.			Mrs. Potts, per set	0 95	1 25	Arkansas " "	1 50		Skeleton, dis. 10 p.c.		
Nails.			N. P.			Water-of-Ayr " "	0 10		Whelpley's Pat. Club, Ladies', Brass Tops, 7½ to 9½ in.	1 75	
Cut, 3 in. and upwards, per keg	2 65		Sand and Emery Paper.			Scythe, per gross	3 50	5 00	Whelpley's Pat. Club, Gentlemen's, Brass tops, 9½ to 12 in.	1 90	
Brads & Moulding Nails, discount 55 to 60 per cent.			B. & A., sand, dis. 25, 30 p.c.			Grind, per ton	15 00	18 00	"Star" Mfg. Co's wrought steel top, dis. 30 p.c. 8 to 12 in	2 00	
Wire Nails, 60 to 65 per cent.			Emery, per quire	55	90	Tacks, Brads, etc.			Halifax Pattern, dis. 10 p.c.		
Nail Pullers.			Sash Cord.			Cut, Carpet, gim, blue, dis. 35 p.c.			No. 0, Whelpley's, 8 to 12 in.	0 63	
German & American	1 85	3 50	Per lb	22	50	tinned, dis. 45 p.c.			" 7, German, T. blades, blue tops, 8½, 10, 11, 11½ in.	1 00	
Nail Sets.			Sash Locks.			Swedes' iron, blue or tinned, dis. 42½ p.c.			No. 10, German, as No. 7, but nickeled, 8½ to 11½ in.	1 50	
Square, round and octagon	3 38	4 00	Triumph and Morris, dis. 37½, 40 per cent.			Upholsterers' dis. 42½ p.c.			Genuine "Acme," dis. 30 p.c.	0 90	
Diamond	12 00	15 00	Kempshell's dis. 40, 62½ per cent.			Copper Tacks and Nails, dis. 35 p.c.			No. 5, steel blades, not hardened	1 80	
Oil.			Canadian, dis. 45, 50 p.c.			Trunk and Clout Nails, " 40 p.c.			No. 7, welded iron and steel blades, hardened and temp'd.	2 90	
Canada Refined Oil (Toronto)	0 17		Sash Weights.			Finishing Nails, dis. 35 p.c.			No. 10, quality as No. 7, but nickel-plated	3 90	
Carbon Safety " "	0 18	0 18½	Each	1 00	3 00	Cigar Box Nails, dis. 35 p.c.			No. 14, quality as No. 7, but silver-plated blades, gold-plated tops	5 15	
Canada W.W. " "	0 20		Sausage Stuffers.			Shoe Finders' Tacks & Nails, dis. 25 p.c.			Forbes' New Patent.		
American W.W. " "	0 25		Saws.			Tape Lines.			Half-Patent, "Achieved" action with finest tempered blades	4 00	
S. R. Seal " "	0 63	0 65	Hand, Disston's, dis. 10 p.c.			English, ass skin per doz	\$2 75	\$5 50	Full-Patent, "Achieved" action, with new patent blades	4 50	
Oilers.			S. & D., dis. 35 to 40 per cent.			English Pat. Leather	5 50	9 75			
McClary's Galvan. Iron			Cross-Cut, Disston's, per ft. 35 to 55.			Chesterman's, each	0 90	2 85			
Oil Can, with Pump, per doz	19 50		S. & D. dis. 25 to 35 per cent.			" steel, each	0 80	8 00			
Zinc and Tin, dis. 50, 60 and 10.	1 25	3 50	Hack, complete, each	1 75	2 75	Thermometers.					
Copper, per doz	1 50	3 50	" frames only	75		Tin case & dairy, dis. 75 p.c.					
Brass, " "	1 50	3 50	Saw Sets.			Ties.					
Malleable, dis. 25 per ct.			Per doz	1 65	9 00	Cow, per doz	1 25	2 50			
Pails.			Scales.			Tinner's Shears and Snips					
Galvanized, per doz	2 00	3 50	Canadian List, dis. 40 p.c.			P.S. & W., 10 p.c. advance on American list.					

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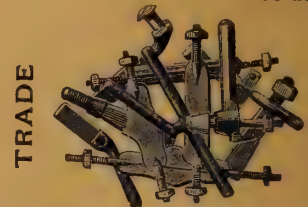
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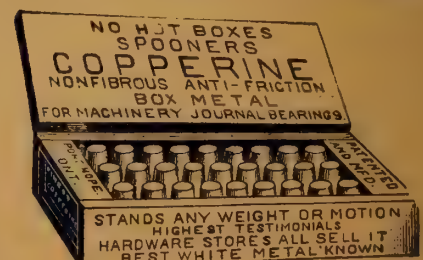
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Vol. 2.

TORONTO AND MONTREAL, NOVEMBER 29, 1890

No. 48

THE COMING CHRISTMAS TRADE.

Of late years the purchasing of holiday goods for Christmas, has been more largely indulged in than formerly by hardware dealers. The demand made upon every branch of the retail trade, is partially the cause of hardware merchants laying in a stock of novelties for Christmas. They see other branches of trade selling goods that fall in the vocabulary of a legitimate hardware business, and every hardware merchant has seen an opportunity to increase his trade at this festive season. He feels that outsiders are taking privileges, that they are taking his own custom away from him, to be provided for elsewhere. As a rule those goods which other branches of the trade usurp from the hardware business are poor in quality, "got up for the occasion," and are bought because they are cheap. Cutlery, silver ware, a few brass goods, and a scattered variety of house furnishing goods are now found in nearly every dry goods house, and book store in the country. Now this state of affairs brings despondency to the heart of a hardware merchant. He goes about during the Christmas season, and notices "his goods" as it were "slaughtered" by other branches of trade in his town. His own store is deserted by those who could purchase what they desire from him, but go elsewhere because "everything is so cheap." In the United States, the Christmas trade has grown to great proportions, and the position of the hardware merchant is just as it is in Canada. His business has been taken away from him, and goods which should be sold in a hardware store are apparently sacrificed by tradesmen in other lines. The position of a hardware merchant is imminent, and what can he do to retain his holiday trade.

First he should purchase a stock of goods suitable for the Christmas trade, second he

should arm himself with prices which are bound to sell his goods, and at the same time give him a fair profit, third, his stock should be, as generally found in hardware stores, of undisputed quality.

Every merchant knows the benefit to be derived from a reputation gained by keeping first class goods. In the cutlery line, both pocket and table, this is emphatically the case. He should advertise freely for the coming trade at Christmas, inform his customers and the people generally that he is prepared to cater to the trade during that season, in a way that his establishment has made proverbial. In short let him be in a position to keep up the merits of his trade in good wares at this season of the year. He will then find that dry goods houses, book stores, and more or less of the small trade cannot well afford to attract customers from his store when a legitimate trade is done in this class of goods. Hardware merchants, pay strict attention to the wants of your customers at this and all seasons of the year.

OUTSTANDING ACCOUNTS.

Probably one of the most troublesome and often unprofitable portion of any merchant's business is the collecting of overdue accounts. The credit system is by no means a system to be tolerated more than is actually necessary. A merchant who possesses a manufacturing trade can to a great extent be excused from following a practice which has been ruinous to many a man engaged in lines other than the hardware trade. Manufacturers as a rule are safe, but experience has shown us that even they are often found to be in straightened circumstances, and unsafe for any merchant to sell to. Among builders, contractors, carriage men, and blacksmiths, there is an amount of credit that every merchant should particularly be on the watchful, to protect themselves against loss upon. Nearly every hardware merchant does more or less of a trade with these branches of manufacture, and we doubt if there is a merchant in the country who pos-

sesses a business of any volume, that has not had his fingers burnt more than once in doing business with members of this class of trade. They are not stationary in all cases; and they often can't realize on their output. We should insist when doing business with blacksmiths, that it should be strictly cash. This branch of trade is a profitable one, especially when done on a cash basis. Though blacksmiths as a rule ask as long credit as it is possible to get, when their accounts are overdue and pushed for collection, their excuse is forthwith, they cannot collect their outstanding accounts from the farmers who are their chief customers. This is undoubtedly the case. Farmers ask the longest credit of any class of toilers on earth, and it is often the merchant himself who is to blame. We do not know why farmers should not pay their accounts as well as any one else. They sometimes are unfortunate in having bad crops, but this year there is no excuse for the farming community to settle up, and be the means of placing our merchants and tradesmen in better circumstances. Farmers are often heard to say that they will not sell their grain till the price advances, and when the price advances they are still reticent, and wait for the price to go still higher. All this is done while they are getting credit from the merchant, blacksmith and others whom they owe. Anyone will see in a moment the folly of the farmer, they can understand fully the position of the merchant. The only recourse open for those who do business with the farming community is to push their accounts to the utmost, and if the farmer cannot meet his obligations this year he never will. All outstanding accounts should be settled before Nov. 1st, and every farmer, though he has been looked upon as a privileged person in the past, should be trained to the necessity of meeting his bills in a business way, with every man they do business with. We know of cases when farmers who often having twelve months credit, and wishing to hold their grain for better prices, have actually pressed their creditors for further extension. We emphatically assert that every hardware merchant should urge all those who are indebted to him to close their accounts, and thus enable him to begin the new year with

a clean sheet. We say again, that a great deal of the credit business done by merchants, and especially with the farming community, is a habit indulged in to such an extent that he has to comply too often to the requests of those who are backward in prompt payment. Now is the time of year to get your accounts in and we would advise all hardware merchants to push their collections.

THE SKATE TRADE.

As the close of the year approaches, the holiday season demands our attention. Foremost among the attractions found in a hardware store are skates, and on this branch of trade we desire to make a few remarks. Of course, success in the sale of such goods depends largely on the prospect of having a winter which will be an adequate source of amusement to those who indulge in the skating pastime. Merchants, no more than other people, can foretell a winter, and the laying in of these goods must be made on speculative grounds. There may be a season which will fully keep up our reputation as to Canadian winters, and on the other hand we may be so unfortunate as to witness an open winter, and such of course will dampen the skate trade. At all events we would suggest to merchants to lay in a stock sufficient to meet a moderate demand, and thus be able to cope with the trade should everything prove favorable. A window display of these goods is indispensable, in which a sample pair of each size and kind should be seen. In cases of small stores, when the purchases are small, and few can be spared for so conspicuous a place, have the window contain your whole stock, and effect all sales from there. A display of such goods must not be neglected, and great care should be taken to prevent rust appearing on your skates, thus giving a second-hand appearance to them.

The old reliable Acme skate is still to the front, and will be the leader in the market this coming season. The genuine "Acme" has always been manufactured at Halifax, N. S., and is the most perfect skate made. A cheaper grade of the same comes from Germany and has found a good market in Canada. Both grades can be had from the jobbers. Hardware merchants will find the most staple sizes are 9 1-2, 10 1-2, 11 and 11 1-2, and number 11 always is the best seller in the trade. Keep watch as to the stock at all times, endeavor to miss no sales, and although there will be always some one who will break the price, endeavor to sell your skates at a fair profit. We cannot fail but call the attention of the trade to the folly of cutting the price in these goods. They are only sold during a few months in the year, and the price on them should be well maintained.

Our export trade during the month of October was \$1,000,000 in excess of imports.

LITTLE THINGS IN BUSINESS.

"Little things deserve our attention as well as big things," said a customer to a salesman in a store the other day. The young man behind the counter was not quite precise enough in giving the necessary information required by the customer in regard to some trifling article, concerning which the salesman cared little whether it was sold or not. Such cases as this may be seen every day. Customers go out of a place of business half waited upon, and consequently leave with an impression not favorable to an early return to purchase anything more. Such a state of things should not be. Every salesman of average intelligence certainly knows his business, and what is required from him, and the responsibility rests with him a great deal whether his employers' business is going to make a satisfactory showing at the end of the year. Pay strict attention to every inquirer for a cheap article as well as those who want something more costly. Trade cannot be procured unless attention is paid to it, and when an employer has a salesman who is polite and attentive, his services are cheap at any price. There are a variety of causes why a salesman is sometimes careless in waiting upon his trade, and probably he feels that he cannot do better under existing circumstances. Everything should be facilitated with reference to the showing of goods. Speed and correct knowledge are attributes which every customer notices, and they often accomplish a sale. No merchant can afford to employ any lazy, or don't-care-for-nothing clerk, and besides there is no room in any branch of trade for such people. A business is sure to suffer when customers are not attended to promptly, and we cannot help but urge upon the trade to see to the all important fact of paying attention to the small trade as well as to purchasers of larger amounts.

GOOD-HUMORED SALESMEN.

Good humor is an excellent quality for salesmen to cultivate. A frown, an impertinent expression, or exhibition of incivility has sent many a customer away from the store and has created a prejudice against the establishment that the proprietor has subsequently found it hard to overcome. If we were asked what should constitute the most important quality in a salesman, we would say patience; for in no occupation is that virtue more necessary than in selling goods to customers, who are hard to please and who often do not know what they want when they go into a store. The salesman should not lose his interest in a customer from the time he makes his appearance until he goes away. He should not lose his temper if the customer argues with him as to the merits of the goods and wares shown. He should wait upon him as politely as possible and never be disagreeably persistent in pushing the sale of goods. A careful ob-

servance of these points are vital to the success of a salesman, and merchants cannot be too careful in calling the attention of their clerks and employees to the points we have above enumerated.—Ex.

BRAINS IN BUSINESS.

A writer in *The Office* says: One great secret of success in business—the secret, in fact, of success on a large scale—is to conceive of it as a matter of principles, not merely as a series of transactions. There are great merchants as there are great statesmen, and there are small merchants as there are small politicians, and the difference between the great and small men is very much the same in both. The small politician works by the day, and sees only one opportunity before him; the small merchant does the same thing—he is looking for the next dollar. The statesman, on the other hand, is master of the situation because he understands the great principles which control events; this knowledge enables him to deal with large questions and to shape the future.

The great merchant does the same thing. His business is not a mere money-getting affair, not a mere matter of barter, but a science and an art; he studies the general laws of trade, watches the general condition of the country, investigates present needs, foresees future wants, and adapts his business to the broad conditions of his time and place. He puts as much brains into his work as does the statesman, and he ends by being not a money-getter, but a large-minded and capable man.

An eminent successful man of the statesmanlike quality said the other day that the more he understood of life, the more clearly he saw that it was all done on business principles; by which he meant not only that the universe is governed by unvarying laws, but that promptness, exactness, thoroughness and honesty are wrought in every fibre.

On these business principles all life is conducted—if not by men, at least by that Power which is behind man. It ought to be the ambition of every young man to treat his business from the point of view of the statesman, and not from that of the politician.

All lap-welded iron tubing entered under section 414 of the tariff will be subject to the following regulations:—The importer on making entry at customs must subscribe to a special affidavit, to be written on the face of such entry, to the effect that the said tubing is lap-welded, and is of the diameter of — inches, actual inside measurement, and that it is for use exclusively in artesian wells, petroleum pipe lines, or petroleum refineries, as the case may be, and that it will not with his consent be used, for any other purpose whatsoever.

Work can always be found in a store without double-million microscope

CAVERHILL, LEARMONT & CO'Y,

-: SKATES :-

Our stock is large and fully assorted, including :

"SKELETON" Halifax Pattern. "GENUINE ACME"
and Forbes' New Patent **"ACHIEVED."**

✉ Write for Prices, as we
are Headquarters.

MONTREAL.

NICKEL MINES IN CANADA.

A correspondent talked with several members of the Iron and Steel Institute while they were in Canada, about their visit to the Sudbury nickel mines. Referring to this visit, Mr. Charles D. Phillips, of the South Wales Institute of Engineers, and the Emlyn Engineering Works, Newport, England, said: "The mines of Sudbury were to us a perfect marvel. Such mines of nickel in its natural state we had never seen. There must have been at least 50,000 tons in the calcining kilns and as much more in the mattes. There is a great future for nickel. When a cannon ball strikes an iron plate it cracks it, as well as making a hole, while with nickel it would go right through, making a round hole, which would give better chances of repairs. Of course it would be more expensive; but with a government expense is, of course, a secondary consideration. No export duty should be put on nickel. It should have free vent." Mr. Richard Saybourne, C. E., of the Isca foundry, Newport, said that if nickel could be reduced economically there were magnificent possibilities to it. With it steel would be enormously strengthened, and it would undoubtedly be largely used for armor plate. This strengthening of steel would enable suspen-

sion bridges to be built of wider spans. In his opinion the supply of nickel at Sudbury was practically inexhaustible. They saw specimens of ore which contained, they were told, as high as ten per cent. of nickel. Asked what he thought of a proposal to place an export duty on it, Mr. Saybourne replied, emphatically, "It would be a failure." Mr. Jeans, the secretary of the institution, was very much impressed, he said, as were all the party, with the vast deposits of nickel at Sudbury. He said: "The best answer you can get to the question, what do you think of the Sudbury nickel? is the fact that many of our members are talking of investing in it." Professor Bell, who has given special attention to the development of the mineral deposits at Sudbury, explained to the delegates the great resources and mineral wealth of the Sudbury district. The main industry, he said, at present is in nickel and copper, of which there are now five mines in operation, chiefly worked for nickel. The mines were first opened for copper, and it was not till long afterwards that the existence of nickel was discovered. The nickel and copper are mixed in the same vein, and are only separated by smelting. This is the case in all five mines. The copper is the largest percentage, but the nickel,

while less plentiful, is the most valuable. Sometimes, though, the nickel is found in larger quantities than the copper, but that is an exception. The copper generally mines 10 per cent. and the nickel 5 per cent., but by smelting the proportions are usually trebled. The copper and nickel deposits cover an immense extent of territory from Lake Superior to Lake Mistassini, from which point run the Huronian or copper-bearing rocks. Nickel has not been looked for elsewhere than at the present mines, but it is possible it exists all along with the copper.—*Railroad Gazette.*

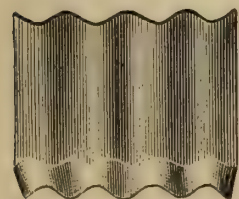
Mr. J. R. Hersey, of the Pillow and Hersey, Manufacturing Company, Limited, Montreal, was in Pittsburgh last week. Mr. Hersey is manager of the company's works in Montreal, where cut nails, spikes, horse shoes, bolts, nuts, etc., are manufactured. Recently the works burned down, and as the company had found the use of fuel gas in its heating furnaces too expensive on account of the high price of oil in Montreal, it was determined to investigate the modern economical coal burning furnaces, and for this purpose Mr. Hersey made a trip through a portion of the United States, and spent some time in consultation with Pittsburgh furnace builders without arriving at any definite conclusion.—*American Manufacturer.*

CORRUGATED STEEL FASTENERS.

A Perfect, Secure Joint!

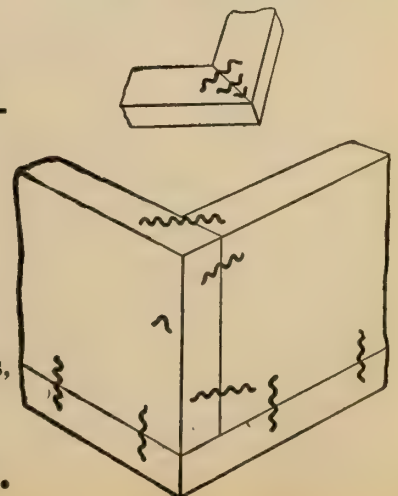
NO GLUE, NO SCREWS, INEXPENSIVE.

All Manufacturers of Wood-work are interested in this Invention.



Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.

THE ONTARIO TACK CO., Hamilton, Ont.



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**LEADS, COLORS, VARNISHES, JAPANS
AND READY MIXED PAINTS.**

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MONTREAL, and Glasgow, Scotland.

FULL STOCK !

QUICK SHIPMENT !



The Cookstown merchants intend to close their stores at 7 o'clock in the evening during the winter.

The Malleable Iron Works at Walkerville are constructing an electric light plant for their own use.

British exports to the United States show no falling off yet under the operations of the McKinley tariff.

A Chicago company is developing iron ore mines at Christie's lake in South Sherbrooke. The product is shipped from Maberly.

The St. Lawrence Iron Bridge Co., located at Montreal, has recently been incorporated with a capital stock of of \$25,000.

Six thousand feet of plate glass arrived in Ottawa by C. P. R. on Wednesday morning from England, consigned to Mr. John Shepherd, Rideau St.

The agricultural works of Messrs. Sylvester Bros., Lindsay, have resumed operations after the usual holiday taken for repairs and inventory of stock.

The premises formerly occupied by Mr. J. A. Whatmough, hardware merchant of this city, have been leased by the Massey Mfg. Co. for a show room.

The Grand Trunk Railway is putting up a rolling mill at Point St. Charles, where they will use up their old material to produce new bars for their own use.

The Osborne manufacturing company, of Hamilton is in financial difficulties. It had a paid up capital of only \$27,000, and has liabilities to the amount of \$100,000.

Mr. W. H. Morgan, Smithville, who has been doing a good retail hardware business for the past ten years, has now put in a stock of fine groceries. He is an energetic busi-

ness man, and with his long and successful experience as a retailer he expects to work up a prosperous trade.

The city engineer of Toronto has completed the plans for the proposed high level bridge over the Don at King street, and it is probable that proposals will soon be asked.

A company to manufacture spiral weld steel tube or pipe is suggested for Kingston. The pipe is a new invention and patented. The negotiations for a branch manufactory are in progress.

R. M. Wanzer & Co., Hamilton, lamp manufacturers, have called a meeting of their creditors. The liabilities are estimated at about \$200,000. Assets consist of real estate, plant and book debts.

Mr. A. B. Macdonald has sold by public auction the old stoves, iron, etc., lying round Mr. S. Eaton's warehouse on the wharf, Ottawa, for the sum of \$4,000. Mr. Reid of Hamilton was the purchaser.

There are many merchants engaged in the hardware business who are never aware of fluctuations in prices of goods. This is on account of not subscribing to a trade paper which contains correct prices each week.

A good lead twenty miles long has been discovered in the Upper Stewiacke District, Nova Scotia, which it is estimated will yield \$4 to the ton. If it pans out to that extent the property will be worth millions of dollars.

At a meeting of the creditors of R. M. Wanzer & Co., Hamilton, held at the Royal hotel on Thursday afternoon, it was decided to grant Mr. Wanzer an extension of time for two months in order to allow him to sell his sewing machine factory to the Brosius Company.

Colonel Hope, of London, England, has returned to Ontario from Sault Ste. Marie, and reports favorably of the project to utilize the enormous water power available at that point. The syndicate he represents propose to erect various kinds of mills and works on

the spot. The first enterprise spoken of is shipbuilding.

The French Government is likely to adopt a tariff, hostile to the exportation of tin-plate from England to that country. The present French duty on this article is \$2.40 per 100 Kilos (Kilo 2 1/3 lbs.) This is a large tax in itself, but the duty which is thought will be adopted will be a little less than \$3.00.

Port Arthur has sold \$6,000 of 5 per cent. debentures to Hanson Bros., Montreal, for 101 1/2, the best sale yet made. The town proposes to bonus the first fifty-ton blast furnace to the extent of \$25,000. The first iron ore dock in Canada is also to get a bonus of \$15,000, while a free site is to be given to a silver smelter.

Mr. George Coy, St. Catharines, died on Thursday morning of phthisis pulmonatis. Besides having been the principal partner in the prosperous firm of Messrs. Coy Bros. & Co., hardware merchants, he had recently acquired a chief interest in the manufacturing establishment of the R. H. Smith Company, saw makers, and was a director of that institution at the time of his death.

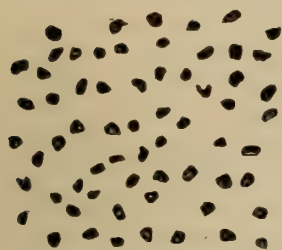
At a special meeting of the Board of Trade in this city, considerable was said concerning the shortage of cars on the Grand Trunk Railway. It has become a serious thing indeed, when our merchants hold meetings to look this matter up. Mr. A. B. Lee, president of the hardware section of the Board of Trade, said that the state of things tolerated by the Grand Trunk Co. was injuring business very much.

At a meeting of the Liverpool chamber of commerce on Thursday, Sir George Baden Powell, M.P., said that the United States tariff law had given a great impetus to Canadian industries. He thought Canada wise in developing her over-sea trade. In speaking of her valuable natural resources he said that Canada offered many opportunities for the investment of British capital, because he believed there would not be the same

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37 Front Street West, - - - Toronto.



DEAD SHOT F. G.



DEAD SHOT F. F. G.

GUNPOWDER. "American Dead Shot." TRY IT.

financial vagaries there that had characterized the American government and legislation.

Hanson Smith, while working around the cupola at the Sawyer-Massey works on Thursday morning, was burned about the face by flames that suddenly shot out of the cupola. He was taken to the hospital and his burns, which were fortunately of a superficial nature, were dressed.

The Early Closing Association of Winnipeg have opened a neat suite of rooms in the McIntyre Block. They include a reading room and library, a parlor with a piano, and a club room. These can be amalgamated when desired, throwing them into one large assembly room for balls and other occasions. The fixtures are supplied by the salesladies of the city.—The Commercial.

There has been introduced in the Canadian market, but recently, a door bell embodying altogether new ideas from any yet placed before the trade. The name of the article is the "New Departure," and it has the same results as an electric bell, with much less trouble in operation, and putting up. This bell, which has the endorsement of builders everywhere it has been used, can be had of the wholesale merchants at low prices.

Mr. J. R. Hunter, who has travelled several years for the Toronto Lead & Color Co., was, on Friday last, presented, in the office of the company, with a gold headed cane by his T. L. & C. Co's. friends, who wished him every success in his departure to represent a large Chicago silver plate manufactory. Mr. Hunter was well and favorably known throughout the west by hardware merchants and travellers, and is one of those who will be very much missed on the road.

The primary battery has been applied to the propulsion of invalid chairs in England. A strong chair, weighing about two hundred

weight, is fitted with a battery at the back of the seat, and can be speeded up to about five miles an hour. As it is calculated that the cost of maintenance of the battery does not exceed four cents per hour, and as no renewal would be required during an ordinary day's use, the economy of this mode of propulsion for invalids is apparent.

In speaking of Mr. Thos. A. Edison's interests in the nickel mines of Canada, a recent dispatch from Ottawa says: "Thos. A. Edison is the latest American who has turned his attention to the Sudbury nickel district. Officials of the Canadian Geological Survey state that the inventor will soon begin to develop mining properties adjacent to the mines owned by the Standard Oil Company. Mr. Samuel G. Burn, the expert sent out by Mr. Edison, was here a few days ago. It has transpired that the inventor has bonded thousands of acres near Sudbury on various sections. The Edison people claim to have discovered a process by which the nickel ore can be treated very inexpensively, leaving a large margin of profit. The astonishing statement is made that every dollar invested in the mines brings a return of \$4 profit per month.

United States Consul Griffin, of Sydney, in a report on the silver mines of Australasia, refers to the extraordinary rise in the price of silver incident to the enactment of the new Silver law in the first session of the Fifty-first Congress. He states that the advance in the price of silver had increased the annual value of the silver product of New South Wales alone more than \$1,946,600 at the date of his report; that in three days the price of silver had risen from 85 cents per ounce to 91 cents, and was then quoted at \$1.10 per ounce, and that this advance would be likely to have a marked influence upon the trade relations between Australia and the Eastern countries, and might result in the establishment of a direct exchange with China and Japan. The Broken Hill mine is

the largest in those colonies and the product in 1889 was valued at \$9,600,000.

TRAVELLERS' CONTRACTS MUST BE RATIFIED.

The Court of Appeals sitting in Montreal, rendered on Thursday, an interesting judgment in the case of Brock and Gourley. This was an action by Brock & Co., of Toronto, to recover from Gourley, a Montreal merchant, the sum of \$169, balance of an account for goods purchased. The defendant admitted the account, but pleaded compensation by having suffered damage to the extent of \$196, through plaintiff's failure to send him a quantity of Halifax tweeds for which an order had been given to the Toronto firm's traveller, and which Gourley could have sold at a good advance price. To this Brock replied that there was no contract between them for the delivery of these goods, the order taken by the traveller not being binding upon the firm, especially in view of the fact that the traveller had informed defendant that he did not know whether the order could be filled, and afterwards wrote him saying it could not be filled. Several letters were afterwards exchanged between the parties, but Gourley claimed that he had not received the first communication from the traveller informing him that the order could not be filled. The court below allowed a certain compensation to Gourley, but the Court of Appeal reversed this judgment, holding that the presumption appeared to be that the commercial traveller's letter had been received in Montreal, and holding, moreover, that the rule recognized and adopted in the modern way of carrying on business through commercial travellers is that no sale made by such traveller is binding until it has been confirmed by the firm which he represents.

Goods conveniently located save time, money and temper in showing.

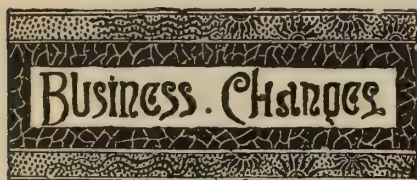
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Try our O. K. Carpet Felt, the only moth and vermin proof carpet lining made.



ONTARIO.

Alton—Scott, Maria (Mrs. G. M.), general store, succeeded by J. Davis.

Brussels—Skene, John G., general store, burnt out; Smith, A. R., general store, burnt out; Strachan, Alex., general store, burnt out.

Colborne—Crandall Bros. (estate of) general store, stock, etc., advertised to be sold by auction on 2nd prox.

Hagerman's Corners—Young, Jas. W., general store, assigned to Campbell & May, Toronto.

Hanover—Knechtel, D. & Co., general store, advertise business for sale.

Midland—Freeborn, Jas., general store, assigned to E. R. C. Clarkson, Toronto.

Myrtle—Simpson & Williams, general store, assigned to J. B. Boustead, Toronto.

Oakville—McGiffin, Samuel, hardware, succeeded by M. H. Smith.

Pembroke—Birnie, Alexander, blacksmith, burnt out; Meyers, S. H., carriage maker, burnt out.

Schomberg—Hulse, M. M., general store, removed to Woodbridge.

Stratford—Buyers, W. J., painter, assigned in trust.

Sundridge—Brisbin, W. M., general store and furniture, assigned to Geo. F. Sinclair, Toronto.

Toronto—Whitworth, J. P. (estate of), hardware, paints and oils, stock, etc., advertised to be sold by auction on 28th inst.

Wales—Markell, Geo. J., tinsmith, assigned to D. E. McIntyre.

MANITOBA AND NORTH-WEST TERRITORIES.

Cartwright—Robinson, W. G., general store, admitted A. Laughlin.

QUEBEC.

Gentilly—Baril, Ulderic, general store, assigned.

Lachute—Kenneburgh & Boyce, general store, assigned.

Levis—Merrier, F. X., general store, H. A. Bedard appointed curator.

Metabecheonan & Lac Bouchette—Jalbert, Damase, general store, asking an extension. Montebello—Corrigan, Thos., general store, assigned.

Montreal—Brady, David, plumber; stock, etc., advertised to be sold by auction on 28th inst.

Newport—Jessop, Jas., general store, assigned.

St. Cunegonde—Bertrand & Frere, blacksmiths, dissolved.

St. Johns—Demers, A., tinsmith, stock, etc., advertised to be sold by auction on 26th inst.

St. Johns—Demers, Arthur, general store, A. F. Gervais appointed curator.

St. Marcel—Plamondon, A. & Co., general store, stock, etc., advertised to be sold by auction on 21st inst.

NOVA SCOTIA.

Halifax—Smith, E. E. & Co., hardware, dissolved.

Lower Stewiacke—Fisher, W. J., general store, sold out.

PRINCE EDWARD ISLAND.

Alberton—Wilkinson, Thomas & Co., general store, etc., sold out.

What is known as commercial travelling is on the increase. There are now few large business concerns in which it is not an important factor. The detail of keeping close track of the travelling salesmen of a large firm is something more difficult than many might suppose. One Philadelphia concern, with with over a hundred travelling salesmen, has an ingenious system. On a large board is painted a map of the United States with the railway and river routes prominent. The board is perforated all over with little holes, and a tiny flag bearing the salesman's name on a large steel pin shows his exact whereabouts that day. Thus the whereabouts of every salesman can be seen and told at a glance. Sometimes the district covered by each salesman is marked off by colored lines.—Ex.

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TORONTO



HE EXPLAINED.

"The stove would have gone all right," said Mr. Montgomery, pensively, to the doctor who was doing up the injured hand, "if Mrs. Montgomery hadn't tried to shake it down. You see the leg was broken, and I had propped it up with a brick. Mrs. Montgomery got an idea into her head that it was cold, and,—"

"Well," Mrs. Montgomery broke in, "the thermometer stood forty-two, and the baby was coughing."

"It makes no difference how the thermometer stood," replied Mr. Montgomery; "the top is broken off. As I was saying, doctor, my wife got the idea that it was cold and started to shake the stove down. It was propped up in such a way that you had to shake nor'-nor'-east by north, and of course she shook it sou'-sou'-west by west, and the result was that when I got into the room about seventeen yards of stovepipe banged me over the head and fell into the crib. I grabbed Mrs. Montgomery, who had fainted, put her on the sofa, hauled the stovepipe off the baby, and tried to kick the coals off the carpet on to the zinc, for the stove you know, had tipped over. Seeing, however, that the room was getting full of gas and smoke, I determined to take the bull by the horns. I lifted the stove bodily and hove it out of the window into the snow. The matter would have ended there if Tingwhistle had not just been coming in to collect the rent. The stove lift on his foot, and I am sure I heard him say something about infant or some other kind of damnation. But let that pass. Well, good-day, doctor; call again."

HE STARTED THE FURNACE.

"My dear, the furnace fire is out!" So spoke my wife one cold morning—of course coldest morning we had seen. We lived in the country, and were in an interregnum between consule Brigitto and consule Mary Anno, writes *The Spectator* in the *Christian Union*. Meanwhile King Log ruled; and, as she was "competent to do any sort of housework," my wife was doing the cooking, and I was responsible for the heavy "chores." The furnace was in the chore department, and I arose, assumed pajamas and a long, Turkish-looking bath robe and sought the cellarage.

There stood the furnace, inscrutable, inexorable, defiant. Mine not to reason why, mine but to devise methods for conquering it. Being so unfortunate as to possess a liberal education, two or three easy methods suggested themselves unasked. The first seemed simple in the extreme. There

was an abundance of shavings and kindling wood in a bin near by. The ash-pit stood invitingly open below the furnace, packed with coal. The connection of ideas was inevitable. Why not build a fire below, so that the draught would draw the flames up into the coals? The theoretical result would be the ignition of a few coals, which could soon set the rest aglow.

Acting upon his specious reasoning, three double handfuls of shavings and several bits of kindling wood were soon burned up. The theoretical result, it is needless to say, did not take place. In my experience it never does. The practical result was to heat the grate, and especially the ash shaker, thoroughly through—as I found out later by handling it.

Still under the dominion of my unfortunate education, I was not satisfied to call the experiment a failure and let it go at that, but I must find out just why it was a failure. So down I went on all fours, poked my head against the ground and the front of the furnace, and glared at the creature's works. Then, when it was too late, it was plain to be seen that the principle involved was the one utilized by Sir Humphrey Davy in his safety lamp—the inability of a flame to pass through a metal network. In this case the network was represented by the grate, and it was thoroughly effective,

As a haughty Caucasian, I did not yet consent to any such commonplace device as dumping out the fire and remaking it. That was too simple—any one could do that; and my second experiment was the building of a wood fire on top of the coals. It was not difficult to do this, and in a few minutes a clear bright fire was sparkling and crackling away on top of the gloomy chilly coals. It was cheering, and sounded comfortable. But although the furnace roared merrily up the flue, that was all it did. It was "mere sound and fury, signifying nothing," and while it warmed me, it could not have been very effective up-stairs, as at this moment their came a gentle inquiry down the register:

"What are you doing down there? It's awful cold!"

"I'm trying to fix the furnace."

"Doesn't it go?"

"Not yet," I answered, with a voice which I tried to make cheerfully determined and encouraging.

"Is it out?"

This question couldn't be evaded.

"Yes, dear, it's out."

"Well, dump it and make up a new fire."

So spake the voice of feminine common sense. And I heeded it. Resolving to go at the thing in a wholly practical way, I said humbly:

"How do you go at it?"

This last question was colloquial in style, I admit, but it was in keeping with my new humility of spirit. Through the register the answer came:

"Move the shaker awhile and the fire will

drop out. Then make up the wood fire and put on some range coal first."

These instructions were followed to the letter. To and fro went the shaker, round and round went the coal; and, after a reasonable time, sympathy with the hewers of wood and the drawers of water became keen within me. This feeling, however, soon gave way to one that was less benevolent but much stronger. A persistent Why? asserted itself. Why did the makers of furnaces make them so that, when the fire went out, the dead coals must be slowly ground out by a coffee-grinder process? This query led to others, and soon a horde of doubts had possession of the shaker's soul. Civilization was a failure, and modern conveniences a delusion and a snare. Vague bits of lines from "Locksley Hall" showed themselves upon the horizon, but they came no nearer. The Practical demanded too much attention. Round went the coals, like swallows circling about a chimney, but only a few dropped out.

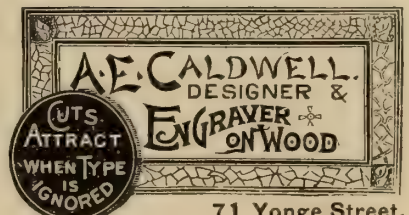
This thing must end. I seized the poker—of the usual furnace kind, something under seventeen feet long and heavy in proportion—and began to stir the animals up from below. The furnace-makers had left for this purpose an orifice (perhaps crevice would be a more descriptive word) of some three inches across, and at long intervals a coal or cinder was coaxed through it, but came with reluctance.

Not to prolong the agony, suffice it to say that at length the fire-box was empty. I then gathered plenty of dry and inflammable shavings and deposited them in the fire-box. To my intense delight, of course, these light materials found ready exit through the hole which had proved almost impassable to the heavy coals and ashes. With a feeling akin to tears, I closed the exit and deposited them again. They stayed. Some kindling was added, it was lighted, it burst into flame and roared merrily.

From this point onward the matter was simple. It resolved itself into a gradual addition of fuel amid hopes and fears. A little haste might ruin all, and yet it was far from interesting work to stand there in the chilly cellar and nurse that cast-iron invalid to health by homœopathic doses of carbon.

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TORONTO, CANADA.



71 Yonge Street,

It was done with such patience as was left me, and the house became spring-like again.

The generalities of the subject are thus readily settled; but the final great riddle remains. It is this: Why do the furnace-makers have no royal road to making up a new fire when the old one goes out? That question is beyond settlement by the non-expert mind, and has been skillfully evaded by Bellamy in "Looking Backward," but every one who has had my experience will confess that it demands solution.—American Artisan.

CHEAP TINWARE.

In looking over various stocks of goods we cannot help but notice the amount of cheap tinware there is on the market. People as a rule insist on purchasing everything cheap. Copper is out of the question with them, the cheaper they can get a tin tea kettle the better. We know copper goods are slowly being introduced in the market, but the price is the main objection to their use. The durability of copper is well known, and a copper wash boiler will outwear half-a-dozen made of tin. We maintain it is cheaper to buy such an article as a copper tea kettle or a wash boiler made of the same material than to buy the same article in tin. The greater cheapness is in the greater durability. Copper goods are being made more extensively in Canada than ever before, and the cost of such goods is much less than formerly. People who insist on having their kitchens furnished with such durable articles as are found useful there, should invariably purchase a tea kettle and wash boiler of copper. These are in constant use, and will stand the wear and tear much more satisfactorily than if made of tin. The amount of cheap tinware manufactured now is simply astonishing, and the result will be, if this is persistent, that something must supplant it. Copper is the only thing, if the makers do not use better tin.

At a recent meeting of the stockholders of the co-operative glass works, at Beaver Falls Pa., it was decided that, owing to the largely increasing business, it was imperative that a new and large furnace be built at once; also that a machine for the manufacture of fuel gas was necessary.—American Manufacturer.

The foreign trade of the West Indies and of the continent of Mexico is greater than the foreign trade of Mexico, Canada, and the United States combined. Astounding as this may appear, it is easily seen in the fact that the south has no manufacturers worth naming, but has everything to buy and all products to sell. Yet this vast commerce is growing at the rate of 30 per cent. each decade.—N. Y. Hardware.

The American Glass Company was incorporated this week, at Springfield, Ill., with a capital of about \$600,000, and a subscribed capital of about \$500,000. There are 41 firms in the consolidation, and all are in-

cluded in the board of directors. All the Pittsburg window glass manufacturers are in the company, as well as nearly all of those west of Pittsburg. The concern will start to do business on December 1 next. A central office will be opened in Chicago and a branch office in Pittsburg.—American Manufacturer.

The German journal Export say the Sisal plant is a species of Agave, the leaves of which supply a fibre which is in no way inferior to that yielded by the Manilla hemp. It has been cultivated for some time past and to a considerable extent in Yucatan, and on the Bahama islands it has been growing

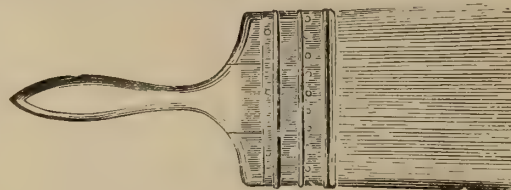
for a very long time without attention having been called to its cultivation. Fruit and sponges constituted the principal articles of export from the islands. This will in all probability be very much changed in future, as it has now been found that both the climate and the soil of the Bahama Islands are particularly adapted to the growth of the Sisal plant. According to a report from the Consul of the United States at Nassau, Island of New Providence, not one dollar of foreign capital had been invested in Sisal plantations on the Bahamas up to the beginning of the year 1889; but now many thousands of acres are planted with Sisal.

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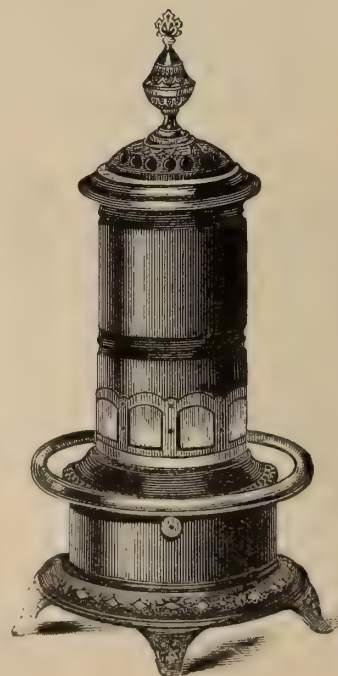
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Manufactured by

THE B. GREENING WIRE CO., LTD.,

Hamilton, Canada.



This cut represents our

Grand Oil Heater

of which 20,000 were marketed in the United States last season. This stove will burn Water White Canadian Oil without smoke or odor, and will heat a large room at a cost of one cent per hour. It is artistic and beautiful in design, and the best selling article ever placed upon the market. It must be seen in operation to be appreciated.

Write for illustrated circular, prices and terms.

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THE TORONTO LEAD AND COLOR COMPANY, LIMITED,
 HAVE IN STOCK
Linseed Oil, Castor Oil, Glue,
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Manufacturers of
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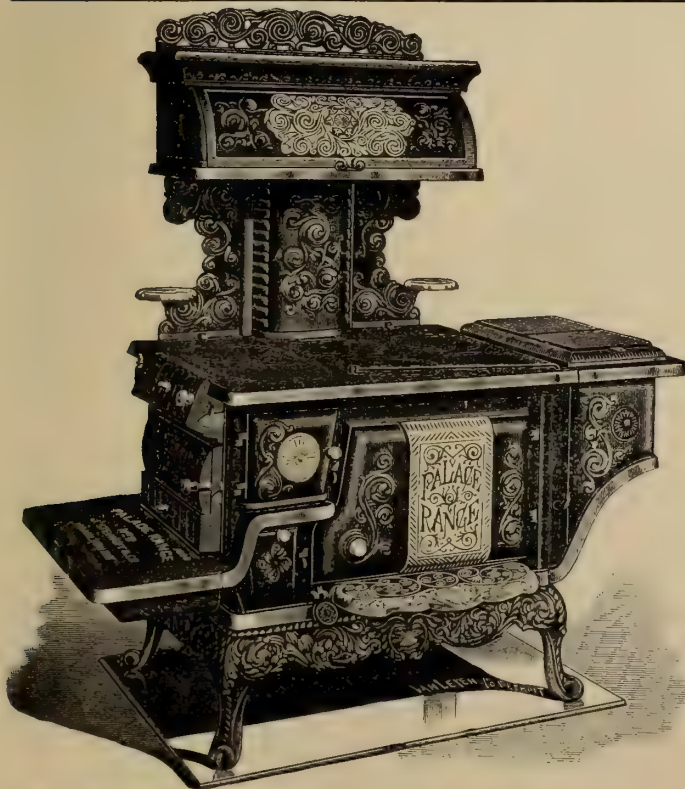
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We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

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Palace Range

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— OVAL FIRE POT and BASE BURNER GRATE

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Duplex Grate and Square Fire Chamber.

THE ONLY RANGE

With Interchangeable Fire Place and
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LARGE VARIETY OF SIZES AND STYLES.

EXTRA LARGE OVEN. PERFECT BAKER.

Sold by Leading Dealers. Send for Circular.

JAMES STEWART & Co., - HAMILTON, ONT.

TORONTO SHOW ROOM: J. BOXALL'S, 183 KING ST., EAST.



MONTREAL MARKETS.

Nov. 27, 1890.

There has been nothing doing here during the past week in lines of heavy material, and business generally has been quiet. In iron and chemicals stocks on the wharf are being put into store, and some advances in prices may be looked for shortly. In fact in pig iron prices are higher, and it would certainly take \$24 to move anything except a round lot of Summerlee or equal brands ex store. No actual change can be cited in chemicals or paints and oils, but the tendency is that way, and meetings of the respective traders are pending, when the prospects of advances will be considered.

IRON AND HARDWARE.

The iron market rules unchanged, and with the wharves clear and stock going into stock there is little movement in pig, while in other lines there are no important features. All lots of pig are going into store and prices in consequence are advanced, so that generally speaking no stock could be moved under \$24 except it was a good round lot, in which case concession might be allowed, and possibly \$23.50 for a lot of No. 1 Summerlee ex yard. Other lines are firm in proportion, and the general expression is one of confidence in the future. Advices from Great Britain still quote an unsettled feeling in the speculative branch, but this is due to monetary disturbances, as all advices agree that stocks in makers hands are very light, in fact only two brands are known to be in anything like quality so that any order for Coltness, Shotts, or Gartsherrie could not be filled at present. In addition to this recent advices state that the furnaces will remain out of blast until the commencement of the new year. It cannot be denied therefore that these conditions point to firmer prices and the general expectation is in accordance. In other lines there is nothing to note, trade in heavy lines being practically nil now that navigation is closed. Bar iron is unchanged at \$2.25 to \$2.30 for domestic, and \$2.40 at \$2.50 for imported. Copper is somewhat easier and we move our prices down a 1/2c. to 16 1/2 to 17c. Ingot tin is still unchanged here, but there is very little doing in it, while lead pipe continues firm at the recent advance. Iron pipe is quiet at the decline noted last week. Sheet material is unchanged and we have nothing to note in tin or terne plates business being very quiet. Hoops and bands are unchanged. In lines of shelf material the movement has been considerable in a jobbing way of late, in fact the jobbing houses report a good movement which will keep back their stock taking for some time.

NAILS.

The nail market is unchanged, and prices are steady with a fair jobbing business in

progress. Horse shoes are unchanged at \$3.65 to \$3.75 per keg.

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	....	2 50
8 dy to 9 dy, " " "	....	2 75
6 dy to 7 dy, " " "	....	3 25
4 dy to 5 dy, " " " Ain. pat	....	4 00
3 dv fine hot cut, " " "	....	5 50
4 dy to 5 dy, cold cut, " " " Can pat.	....	3 00
3 dy, cold cut, " " "	....	3 50
2 dy, hot cut, nails " " "	....	5 70

	Steel Cut Nails	Wire Nails.
10 dy to 60 dy, per keg	.....\$2 60	\$3 15
9 dy " " "	.....2 85	3 75
8 dy " " "	.....2 85	4 10
7 dy " " "	.....3 10	4 40
6 dy " " "	.....3 10	4 70
5 dy " " "	.....3 35	4 70
4 dy " " "	.....3 35	5 00
3 dy " " "	.....4 10	6 00
3 dy fine " " "	.....5 60	7 25

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....\$4 50
4 dy @ 5 dy, per keg	.....3 75
6 dy @ 7 dy, " "	.....3 50
8 dy @ 9 dy, " "	.....3 25
10 dy @ 30 dy, " "	.....3 00
Cut spikes, " "	.....2 75

COMMON FLOUR BARREL NAILS.

3/8 inch, per keg	.....\$4 80
1 " " "	.....4 20
1 1/8 " " "	.....4 50

Finishing nails 70c. per keg over same size hot cut, viz., from \$6.45 for inch to \$3.50 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.45 for 1-inch to \$3.25 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$6.95 for 1-inch to \$3.75 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand 50 per cent. discount, for small lots. P. B. & Co. brand 50 per cent. of list for small lots. Large lots 50 four months, with 5 per cent off for cash in 30 days.

CHEMICALS AND DYESTUFFS.

Now that navigation is closed there is no animation on spot, and dealers are engaged at present in removing what stock they have on the wharf into store. Prices therefore may be expected to advance shortly although no general alteration can be cited as yet. The trade, however, expect to meet during the present week, when the matter will be considered. Business, therefore, is unimportant at present, in fact we have nothing in this connection to mention. Advices from Liverpool, however, report Bicarb-soda advanced, and it will now cost \$2.60 to \$2.75 to move any here, an advance of 30c. Reports from Sicily state that sulphur is much higher, but we can have no actual change to note here, but the price is stiff at \$2.50. Bleaching powder is moving at 2c. in New York, and the feeling here in consequence is firmer, and we quote our prices at 10c., the range now being \$1.85 to \$2.10. Gamberr is weaker at primary centres, but our figures stand for the present at 7 to 7 1/2c.

PAINTS AND OILS.

There is little or no change in this market business being quiet and unimportant. The feeling, however, is steady, and a meeting of the Lead Association is proceeding at which the advance in prices will be discussed. In the meantime we quote values unchanged. White lead \$6.25 to \$6.75, No. 1, \$5.25 to \$5.50, No. 2, \$4.50, No. 3, \$4 to \$4.25; dry white, 6 to 6 1-2c.; ditto red, 4 1-2 to 5c. In oils there is no business of importance doing and prices are generally unchanged. Cod oil is shady at 40 to 45c. for Gaspé and

Newfoundland, and steam refined seal unchanged at 52 1-2 to 57 1-2c., the inside price for strictly wholesale lots. Linseed oil rules quiet at 65 to 70c. for raw and boiled.

GLASS.

This article has been moving along in a quiet way, and there is nothing special to say in regard to it. Business is of a jobbing nature at \$1.60 to \$1.70 for first and second breaks respectively.

PETROLEUM.

Since the facts we noted last week nothing has transpired in petroleum. The feeling remains firm, but stocks of inferior quality are still being pushed for sale here. The local demand continues fair, and we quote prices steady. Canadian 13 1/2c. at Petrolia, 15 3/4c. in Montreal in car lots, smaller lots 17 to 17 1/2c. American oil is firm and unchanged. We quote, 23c. in car lots and 23 1/2 to 24 1/2c. for jobbing parcels. American benzine is unchanged at 23 1-2 to 25c., and Canadian 15 to 15 1-2c.

NAVAL STORES.

Business in this branch of trade is unimportant, and consequently there is very little to say about the market. Turpentine is unchanged, with the ordinary movement usual to this season of the year. We quote:—Turpentine, 60@61c.; rosins, \$2@4.25, as to brand; coal tar, \$3.70@3.80, cotton waste, 5 1/2c. for colored, and 7@10c. for white; oakum, 5 1/2@7 1/2c.; and cotton oakum, 10@12c.

CEMENT AND FIRE BRICK.

This market continues firm, but with the cold weather we have been having the local demand has been restricted. There is no change, however, to note of importance. Best brands continue in light supply, but lower grades are more plentiful. We quote English brands firm at \$2.60 to \$2.80, Belgian \$2.35 to \$2.50 in round lots. Firebricks are unchanged at \$21 to \$27 per 1,000.

TORONTO MARKETS.

TORONTO, Nov. 28, 1890.

The market this week has been quiet and values show no important change in any other line. Country trade has been somewhat more active and orders for seasonable goods have been larger in number. Remittances are fairly good but there is still room for improvement. In the city the building trade is dull and complaints are made that prices are being cut in many of the leading lines of builders hardware.

Money is firmer on call at 6 to 7 per cent., but rates on commercial paper are unchanged at 7 to 7 1-2 per cent. on ordinary accounts.

Owing to the holiday in the States to-day no regular cables were received here.

IRON AND STEEL.

On spot there has been the usual demand from jobbers, foundrymen and manufacturers. Owing to the decline abroad buyers have been looking for concessions, but as they were not forthcoming buying has been somewhat slack. Carbroe remains at \$23 to \$24 and Summerlee at \$25.50 to \$26. Bar iron and steel quotations are unchanged. Scotch pig warrants have ruled fairly steady, fluctuating from 48s. 4d. to 48s. 7d.

COPPER.

This market is again a shade lower. Sales of Baltimore and English B. S. being made at 16 3/4 to 18c. and the close is easy. Cables, however, report a higher market

MARKETS—Continued.

abroad, London being £56. 5s. for spot and £56. 15s. for future.

TIN.

The weakness noted in pig tin a week ago seems to have disappeared, for holders today were firmer, asking 25 to 26c. for ordinary buyers lots and 22 to 23c. for large quantities. London cables are £91 for spot and £91 15s. for futures.

LEAD.

Steadier with a limited demand, at 4 to 4½c for pig and 5 to 5½c. for bar. Cables unchanged.

ANTIMONY.

Quiet and steady at previous quotations.

TIN PLATE.

Local dealers are still selling at old prices which are less than it would now cost to import, but it is not likely that any advance will be obtained until present stocks are exhausted. As they are, however, being rapidly reduced higher prices are looked for in the not very distant future.

CANADA PLATES

Steady and in good demand at \$3 to \$3.25.

GALVANIZED IRON.

Demand is moderate and jobbers quote the former range of prices of 5¼ to 6¼c. as to brand and gauge.

ZINC AND SPELTER.

Zinc has developed a slight weakness this week in sympathy with some other metal markets and sales are being made at 6½ to 6¾c.

GLASS.

The market is fairly active and prices are unchanged.

OLD MATERIAL.

An unexpected reduction in the prices of wrought iron scrap has taken place on this market, though the price of new remained the same. Dealers will not now pay over 60 to 63½c. for No. 1 wrought. Demand is good, but the decline is due to the lower prices paid by the rolling mills. On the other hand case scrap is higher and firm, dealers having paid 70 to 75c. Other old material is unchanged. Dealers prices are as follows: No. 1 heavy scrap, 60 to 70c. per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 25c.; new scrap copper, 10 to 11c.; heavy scrap copper 11½ to 12c.; old copper bottoms, 9 to 9½c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 9½c.; scrap lead 2½ to 2¾c.; scrap zinc, 2½ to 3c.; scrap

rubber, 2¾ to 3c.; country mixed rags, 90c. to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PAINTS AND OILS.

The two features of the local paint market may be said to be dulness and steadiness. Trade in all lines is remarkably quiet, with prices steady at our quotation. Linseed oil is firm with fair stocks on hand at 68c. for raw and 70c. for boiled. Turpentine is comparatively inactive in the South, where the price is without movement.

HEMP.

Advices from foreign markets tell of the firmness of the situation in Manila, Sisal and New Zealand hemp. Prices here are firm and dealers look for an advance on every line into which this article enters. Nothing is of course known here yet as to the future prices of binding twine.

PETROLEUM.

Refiners are now doing a good business. There has been no change in crude, but the demand for refined is increased, so that prices are firm. The movement of stock off this market on local retail account has been very large since a week ago.

HIDES, ETC.

HIDES—Another decline has brought No. 1 green cows' down to 4¾c. The other two grades vary a cent for each below this.

SKINS—Are unchanged at 95c.

TALLOW—5½c. for refined, 2c. for rough.

WOOL—Is almost at a stand-still at 20c.

RAW FURS.

Trade good and demand fair. Dealers are paying the following prices:—Beaver, per lb., \$4.50 to \$5; bear, per skin, \$10 to \$25; cub, per skin, \$5 to \$12; fisher \$3.50 to \$5; fox, red, 81 to \$1.25; fox, cross, \$2 to \$5; lynx, \$1.50 to \$2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.25; Muskrat, fall, 12c.; winter, 15c.; otter, \$8 to \$13; racoon, 25 to 80c.; skunk, 25 to 80c.

Col. Hope, a distinguished engineer, of London, England, is in Canada booming a big enterprise for Sault Ste. Marie. He says the water power now going to waste there is equal to 236,000 horse-power per second. He is the representative of a syndicate which proposes to utilize that power and to establish pulp mills, flour mills and blast furnaces

Since the formation of the Bessemer steel syndicate in Brockville a few days ago, enquiries have been numerous as to the supply of ore that might be obtained. The enquiries have come from Danville, Pa., and other points in the States. The members of the syndicate are much pleased with the results so far. A Chicago capitalist writing says: I suppose it is your intention to have a bridge built at Brockville. If so, that is the best location in Canada for making iron, as the ore can be brought there at a very low cost, and the coke can be had on the American side. It is likely that the Canadian Government would allow this coke to go in free of duty, and it can be landed at Brockville as cheap as at Chicago, and you probably are aware that they produce iron here about as cheap as anywhere.

Registrar J. M. Williams died at his home in Hamilton on Tuesday last, after a lingering and painful illness. Mr. Williams was in his 71st year. He went to Hamilton from the United States in his youth, and has lived there ever since, engaging in business as a carriage manufacturer, oil refiner, and foundryman. Mr. Williams has given Hamilton good service in the years past, and repeatedly occupied public positions. He served in the city council several years, and when the Ontario Legislature was created in 1867 he was chosen to represent the city of Hamilton in that body. In 1871 and 1875 he was re-elected. On retiring from the Legislature he was appointed registrar for the county of Wentworth, and has since held that position. He was always active in promoting the interests of Hamilton. He labored earnestly to secure the construction of the Wellington, Grey and Bruce railway, and was a director of the Hamilton and Lake Erie Railway Company. He leaves a wife, three sons—C. J. Williams, J. M. Williams, jr., and Henry Williams, all of Hamilton—and one daughter, Mrs. Beardmore, of Toronto. Mr. Williams died of a complication of diseases, principally pulmonary. He was confined to his bed for two months, but had been ailing for more than a year.

When in want of Coal Hods, Elbows, Lanterns, Stove Boards, Shovels, Stamped Ware, Japanned Ware, Pieced Tinware or specialties in sheet metal, write us as below:



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MERRICK, ANDERSON & Co.,

Agents for Manitoba and N.W.T., Winnipeg

Agents in Western Ontario for Chown and Cunningham Co., Limited.
Stove Manufacturers.

TORONTO ADDRESS: 11 FRONT ST. WEST.

HOW MEN MAKE MONEY.

A Chicago writer, discoursing upon the above topic, relates an incident which will be appreciated by readers of the Metal Worker, numbers of whom are acquainted with both of the individuals referred to:

Let the first of these men stand forth here as plain John Smith. He is a well educated German, still young, who came to Chicago about 1872. For seventeen years he was in the employ of a nickel-plating concern in this city. Ten years ago his salary was raised just enough to screw up courage to marry. After committing matrimony he was, of course, still less able to save anything. Children were born, and still he was unable to own a house of his own, but dwelt in a small flat over on the North Side, not far away from his place of business. Smith's employers had great confidence in him and his honesty, his steadiness of purpose and his manliness generally. But while they saw fit to increase his salary several times Smith still found it impossible to lay anything by for a rainy day, and day after day, year after year, attended to his work for the firm, often rendering valuable services and making suggestions whereby large sums were either saved or earned for his employers. At the end of each year he was older but not wealthier. He had made up his mind that life would thus end, and that he would never know the exquisite feeling of pleasure a man experiences when he deposits some \$10,000 of profits in bank. But two years ago all this was radically changed. He had often in his heart called Shakespeare a liar for saying there is a tide in the affairs of men which, taken at the flood, leads on to fortune. But this was the occasion when he proved for himself the wisdom of the great bard. Among the business acquaintances of Mr. Smith was J. McGregor Adams. By a shrewd bit of advice he enabled Mr. Adams to save a matter of \$22,000. A factory which Mr. Adams had been on the point of giving up as no longer paying expenses, was taken in hand by Mr. Smith himself, together with a lot of shaky claims held against unreliable customers. This was Smith's chance to come out big, and he did. By infinite tact and patience, by untiring energy, and by sticking to his collections night and day, he got \$22,000 out of the whole concern over and above his liabilities. And this amount he turned over to Mr. Adams, who was fairly amazed. "Well, young man," said Mr. Adams, while a pleased smile came over his face, "you have done a great deal better than I could have done myself. You are a man that is worth knowing. Hereafter I'll be your friend and I'll stand by you." And he did. He turned over a number of his less desirable customers to Mr. Smith, and he advanced the latter a large sum of money, and later on another, and he started his young friend in business for himself. That was two years ago. To-day Mr. Smith owns one of

the largest nickel plating factories in the United States. It is a five-story building, taking up over half a block of space. He employs over 200 hands, male and female, paying them wages varying between \$10 and \$30 per week, and he does a business of \$15,000 per month. Inside of these two years he has paid off from his profits in the business the sum of \$135,000—the whole plant costing \$200,000—so that he will have liquidated the last cent of his indebtedness in another year if things keep on the way they have so far. He has besides bought a beautiful and commodious house for himself in a desirable neighborhood, which is fitted up with exquisite taste. He has some fast horses in his stable and gives dinner and dance parties which are spoken of very highly by those who shared in these hospitalities. In a word, he has become a wealthy and—not always the same thing—happy man, and is rapidly developing into a man of great influence in the business as well as in the social world. And it all came by one little turn in the wheel of fortune.—The Metal Worker.

PRACTICAL BUSINESS TOPICS

Great care in purchasing wares is necessary for fear orders will be countermanded. This is a vast inconvenience to manufacturers and often the cause of much complaint and unnecessary talk. If merchants in buying supplies would be careful and not order too large stock, this would be avoided and much of the dissatisfaction that we now hear of would be done away with and less trouble would arise among the distributors and purchasers of the numerous articles connected with so important and yet intricate industry as is represented in the hardware line. Purchasers should be careful when figuring on supplies to last them a season, and base their calculations far enough ahead, being very careful, in the amount purchased. This practice is obviously to the detriment of the manufacturer's interest and every effort should be made to do away with it; buyers should be held firmly to their contracts, and when this condition of affairs becomes more definite the disturbing features of the market will be greatly removed. The matter is in the manufacturers' hands. If they have sufficient resolution to insist that no orders be countermanded, their position will have to be sustained.

The custom of warranting goods is antiquated and has generally not the support of factories. The time of guaranteeing wares is past and at present hardly worth the manufacturers' consideration. In selling wares the quality and price is sufficient guarantee for their disposal. The salesman in offering wares for sale says: "Here are the goods, you may have them for such and such a price; we warrant them." This is useless, for goods should be made of sufficient merit that warranting them will be unnecessary. If the goods are poor they need no praise; if they are made with care and a flaw is de-

tected, no fair manufacturer will object to having them returned, especially when there appears on them any special mark by which their identification can be traced. Manufacturers cannot afford to construct goods that are not in keeping with the character of the factories and the general policy. In their early history they make a name for good or poor work, why then at this stage of our educated community should a man need a guarantee in order to dispose of his wares? Does the purchaser buy them for their guarantee he cannot need them very much. A guarantee, does not contain in itself any degree of satisfaction.—American Merchant.

The smoke nuisance is agitating the minds of European manufacturers at the present time. Health societies of such manufacturing centres as Sheffield and Birmingham, assert that the fumes of the immense volumes of smoke that continually hang over those cities has increased mortality to an alarming extent. The results of any plan adopted will be awaited with much interest.

In discussing the attitude taken by the United States in regard to the forthcoming Jamaica Exhibition, the Jamaica papers declare that the action of the United States in refusing to take part in the Exhibition will have the effect of greatly strengthening the commercial and political ties between Jamaica and Canada. Canada may be depended upon to take the fullest possible advantage of the situation. Already the Canadian, West Indian and South American Steamship Co. have been liberally subsidized by the Canadian government and communication has been established between St. John N. B., and Yarmouth, N. S., and half a dozen southern ports.—N. Y. Hardware.

CHARTERED BANKS.

The following is a list of the banks in Canada acting under a Dominion Government Charter:

ONTARIO.

Bank of Toronto.	Imp'l Bank of Canada.
Can. Bank of Commerce.	Traders' do
Dominion Bank.	Bank of Hamilton.
Ontario Bank.	Bank of Ottawa.
Standard Bank.	Western Bank of Can.

QUEBEC.

Bank of Montreal.	Merchants Bank of Can
Bank of B. N. America.	Banque Nationale.
Banque du Peuple.	Quebec Bank.
Banque Jacques Cartier	Union Bank of Canada.
Banque Ville Marie.	Banque de St. Jean.
Banque d'Hochelega.	Banq de St. Hyacinthe
Molson's Bank.	East. Townships Bank

NOVA SCOTIA.

Bank of Nova Scotia.	Halifax Banking Co.
Mer. Bank of Halifax.	Bank of Yarmouth.
People's Bank do	Exch. B'k of Yarmouth
Union Bank do	Com'l B'k of Windsor

NEW BRUNSWICK.

Bank of N. Brunswick.	People's Bank.
St. Stephen's Bank.	

MANITOBA.

Commercial Bank of Manitoba.

BRITISH COLUMBIA.

Bank of British Columbia

WROUGHT IRON ORNAMENTS.

The adaptability of wrought iron for receiving the most delicate forms of artistic fashioning renders it particularly applicable to various articles of household use as well as for interior decoration. It admits of every intricacy of form suitable to the designers' purpose, separate parts being welded or riveted. This ornamental application of iron has not been so extensive in this country as its decorative capacities justify, but there is a growing liking for the special characteristics of this metal when worked into artistic forms. Such productions are enhanced in effect by the rediscovery of the means of imparting to the surface a dead-black hue, dispensing with the aid of pigments, and resistance of oxidation. This hue appears in all the early wrought iron work. Designs, too, may be heightened in effect by a combination of copper and blue steel and also by the enameling of accessory ornaments. The leading feature in all the forms is the scroll, whether in concentric lines or spirals, graceful in themselves and pleasingly suggestive of the contrast between present rigidity and past malleability.

As beaten out by the hammer and welded at the forge artistic articles can not fail as reminders of the subtle skill brought to bear on their execution. Ponderousness and weight are common associations with iron, but its inherent strength admits of the employment of a minimum of material in securing substantial and serviceable articles. For what can be realized in this metal in the way of elegance and refinement of form we may refer to the productions of all periods in the art—the Italian renaissance, when skill in manipulation attained an excellence since unapproached, not only in grilles, railings of shrines and altars, and canopies for the adornment of churches, but in domestic articles embodying often the most delicate forms of ornament, mostly heightened in effect by quaint devices displaying the freedom and ease with which the caprices of fancy might be embodied. The master smiths of that day were emphatically artistic workmen, executing the designs submitted to them in the spirit in which they had been

conceived and encountering technical difficulties as these presented themselves only to overcome them in securing the intended effects. There was life, vigor and individuality in their work. Their interlacings and leafage and flowers were marvels of skill, and their designs are still accepted in the way of suggestiveness for modern work, for modern art has its own ambition in this line and is achieving manifold successes. Current production for the house comprises such articles as electroliers, electric brackets, mirrors, bells, sconces, vases, easels, flower stands,

and fine ornaments.—Decorator and Furnisher.

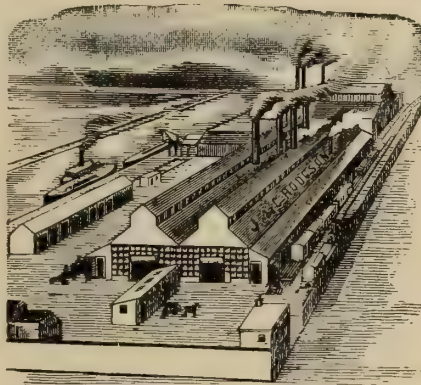
Secretary Blaine says the United States Government contemplate no measures of retaliation against Canada. As respects the rights of Canadian Railroads on United States territory, a question that has been pressed upon the attention of Secretary Windom by representatives of rival American roads, no decision is expected at once. It will probably remain for Congress to change the existing practice if it sees fit to do so by positive legislation.—Iron Age.

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DRUM TAPS.

Leaves from the Diary of a Commercial Traveller.

BY WM. H. MAHER.

CHAPTER XIII.

My next stop was at the little city of Clifton; "little that is compared with New York or Chicago, but large enough to be well enveloped in city airs, and containing some large business houses. I arrived there after dark, but took a stroll through the main business street to see where the hardware stores were, and how they looked from the street. The one nearest the hotel looked like a jobbing establishment, and had Sullivan over the door. A little further on was another large establishment, and then another, and toward the end of the street a small stove store, but with one corner devoted to hardware. There was only one man in the store, and I concluded then was a good time to call on the proprietor.

He dropped his paper as I lifted the latch, and answered my "good evening" pleasantly.

"Keep your seat," said I, seeing him about to get up; "I want to bother you a few minutes, but I can do it just as well if you sit down."

By this time he saw I was a stranger and looked at me questioningly.

"I didn't feel like sitting in the hotel," said I, giving him my card, "and I walked down the street this far to see who might be in."

"Come and sit down," said he; "I don't do much in hardware, but I've got plenty of time to visit."

He was a very pleasant voiced man, and we were soon chatting away sociably upon topics of the day, until we touched upon politics. He began to take very decided Democratic ground, and I agreed with him when I could, and when I couldn't I remained silent. I couldn't very well be a Democrat with one man and a Republican with another without losing self-respect, but I was not obliged to run tilt with every one who did not think as I did, and if my silence was consent I had to remember that my business was selling hardware.

Mr. Arnet was an enthusiastic Democrat, and the way he pitched into corrupt Republicans was edifying. He read the Enquirer daily, and was a pretty good talker, and I imagine must have been a strong wire-puller in his ward.

As it began to near the time when he might want to shut up, I felt that I ought to change the current of talk around to business.

"How is your stock of hardware, Mr. Arnet?" I asked.

"Oh, I don't do anything in hardware."

"I see you keep knives and forks, sad irons and pressed ware," said I.

"Yes I have to keep a few such things, but I deal mostly with Sidney Shepard." I get my tin of him, and when I'm ordering tin I might as well get other things."

"Did you ever buy in our town?"

"Yes, I once gave a hardware man from

your place an order, but I was awfully took in. And was most an all-fired good Democrat, too!"

"That's bad for the town and the Democracy," said I, "but I'll be to see you in the morning, and I think that I can promise that if you give me an order you will not be taken in."

In the morning I made him an early call, and after a deal of persuasion, brought him to the ordering point. I went back of the counters with him and looked in the boxes, calling his attention to everything that was low. He was very cautious; would not order until he had compared my price with the cost mark on his goods, and once or twice came very near catching me tripping. I held to him until I had sold him a bill of about \$40, and had learned all the secrets of the Democratic party, and then I prepared to try my hand with some of the larger houses.

The first one I came to was evidently doing a large business, and the proprietor was so busy I was turning to go away, when he came up to me and asked me if there was anything he could do for me, supposing me to be a customer.

I did not blame him for looking disgusted when I turned out to be a drummer, but he was going to get out of the difficulty by the shortest cut, and that was by assuring me, with emphasis, that he did not need a thing; his stock was as full as it could be.

"I am sorry to come when you are so busy," said I, "and I was on my way out intending to come in again to see you; perhaps you have more leisure at some other time of day?"

"No, I don't know as I have," said he, so as to choke off any more visiting from me; "I am about as busy as this all day."

Well, thinks I, I have you now, and I may not have you again, and I guess I might as well open up my batteries.

"I didn't expect to sell you a stock of goods, Mr. Taylor," said I; "but unless you are different from all other hardware men, you are obliged to sort up frequently. I am going through here regularly, and I want to do some business with you, providing I can do it to your satisfaction. I make a good profit where I can, and I sell low to close buyers, and I promise you my very lowest prices if you will try me with a little order."

"I don't need a thing to-day."

Just then a man came in and asked to see a churn. Taylor turned as if to dismiss me, but I headed him off.

"Don't mind me, Mr. Taylor," said I; attend to your customer; I can wait."

I followed him leisurely and watched him try to sell the churn to the man. The customer was in doubt about it; it wasn't the churn he came to buy, and while he very evidently liked this churn, he seemed to think nothing would do for his wife unless it had one particular brand on it. Taylor did not know the churn the man wanted, but as luck would have it, I did. Just as the man was turning to go I concluded I would take a hand in the dicker.

"Look here, friend," said I to the customer, "I'll show you a wrinkle this churn has that the churn you want hasn't." He turned back and Taylor looked interested. I went on and explained the difference in the two churns, praising Taylor's at the expense of the other. When I said, "The churn you want has such and such defects," the man said, "That's so," and I omitted to mention the defects that I saw in the churn before us.

Taylor looked quite pleased and took hold of the man again and ended in selling him a

churn. Out of politeness now he was forced to give me a little of his time, and I made the best of it, ending up by saying;

"You must undoubtedly have something on your want book, Mr. Taylor; why not let me have the order if I can sell you the things right?"

"Let's go and see," said he.

I followed him back to the desk, and upon opening the book, the first item mentioned was No. 25 coffee-mills. I would rather have had almost anything else there.

That particular coffee mill was known to every dealer; it was sold close by all jobbing houses, and it was so heavy that Eastern houses had all the advantage. As rates were then, they cost 90 cents a dozen freight, which was over 8 per cent. of their value at the factory.

"What can you sell them for?" he asked.

I wasn't going to be bluffed at the very first step, so I quoted at about cost.

He thought a moment and then said, "Send me half a dozen."

The next item was bed-casters, another staple. I looked at him a minute, and thought to myself there was no use throwing all the profit away, so I put 10 per cent. to the cost, and give him the figure.

"You're high," said he.

"I guess not," said I.

"Well send me fifty set, anyway."

We managed to get along pretty well until we came to one-inch corner chisels.

"You don't handle Ohio goods, do you?" he asked.

"No, sir, but I have just as good a tool for less money."

"I don't believe that."

"But it's so. I warrant every tool, and if it isn't all right you are to take it back. You can't say any more for the Ohio."

"What do you ask for them?"

The Ohio was selling for \$22; ours cost \$14 I wanted to sell him, and so I quoted at \$16.

"I don't want them," said he, promptly; "they are too cheap."

That was a fault easily remedied. "I have a brand I can sell you for \$18, and I give you my word they are as good as the Ohio at \$22."

"Well," said he, "you may send me half a dozen: I'll try them; \$4 a dozen is worth saving."

We were now through with the memorandum, and I took my leave, after seeing that the bill would count up to about \$75.

At the next store the proprietor was not in the city, and then I made my way to Sullivan's.

Mr. Sullivan was very polite, agreed with me in everything, but I could not come within a mile of selling him. I could mention nothing that he was out of, or anything new that he wanted. I talked my best, tried every argument, but it was all of no avail; I could not sell him a dollar's worth. Out of patience at last, but careful not to show it, I went to the hotel to see when the first train went to Greenville.

TO BE CONTINUED IN NEXT EDITION.

Soap and water are cheap, but soil on goods is expensive.

A customer secured is a promise of greater salary in time.

A feather duster disperses but does not remove the dust from the store.

Rivalry, open, fair, good natured and enterprising, is the life of business.

NORTHEY & CO., - TORONTO, ONT.

MANUFACTURERS OF
SINGLE AND DUPLEX

Steam and Water-Power Pumps

FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP CONDENSERS

FOR ATTACHING TO

High Pressure Steam Engines;

MARINE AND STATIONERY.

GREAT ECONOMY

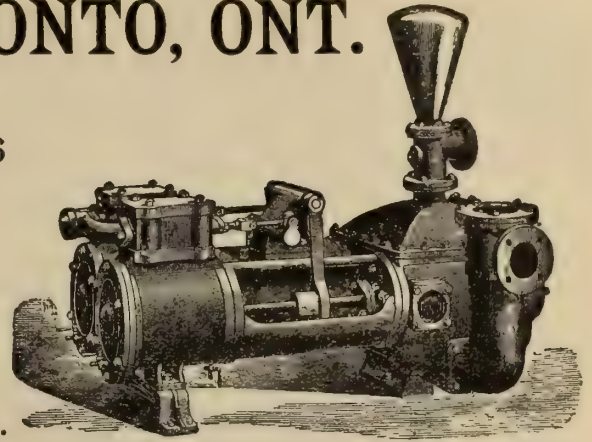
—IN—

FUEL AND POWER

GUARANTEED.

Prices and particulars on application.

OFFICE AND WORKS: Corner Front and Parliament Sts.



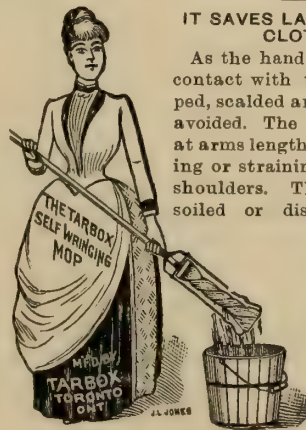
INDIVIDUALISM AND ORGANIZATION.

The general tendency of the times, to discredit individuality and to laud organization—to extol discipline at the expense of personality—has already begun to experience the reaction that sooner or later overtakes all extreme views. That “worship of machinery” which Matthew Arnold so cleverly satirizes, is, in its way quite as untrue but not nearly so sympathetic or ennobling as its opposite—hero worship. In our own country we have had ample opportunity to judge for ourselves what are the elements of success, and how it is best won, and it sounds almost like a truism to say that strength of character and tenacity of purpose have been the things most conspicuous. Every successful business concern has been the creation of one or possibly to men. Industry, application, the genius for seizing favorable opportunities, the devotion to a single end, these have been the qualities that have built up great firms from small beginnings. It is not a correct and elaborate method of doing business, not a precise and perfect system, not a thorough discipline, that has worked such wonders. These things must come afterwards if success is to continue, and are the necessary adjuncts and effects, but they are not causes. The root of the matter lies deeper, and it is found in the master mind that impresses itself upon every one in his employ, that effect all around him with the influence of his example, and inspires them with his spirit. Such a mind soon attracts to himself worthy lieutenants to execute his orders and carry on the work in his own way. In the history of every growing business there comes a time when it gets too large for any one man to keep entire track of it in its details, and this is the crucial test. If the head of the house possess the power of organization and of delegating work and ideas to others, then all will go well, but if not, dry rot and decay are only questions of time. The annals of

commerce are full of the history of concerns that could go only so far and no farther, because individuality and organization could not be combined. The prevalent notion that a highly organized and well established house can “run itself” is most erroneous, for no amount of order and routine can supply the place of brains and executive ability. The history of the late A. T. Stewart is one of the best examples of this. When he died without leaving any worthy successor his house soon fell into decay and no amount of wealth, prestige and system could save them from total extinction.

Discipline and system are great and indispensable things, but they are only “machinery” after all, and unless closely watched are always liable to degenerate into red tape and officialism, and thus defeat the very ends for which they are intended. It needs a strong animating spirit and influence to give them their true value and render them effective.—The Age of Steel.

Direct Orders and Orders for Enclosure receive our prompt attention.



IT SAVES LABOR, TIME AND CLOTHING.

As the hands do not come in contact with the water, chapped, scalded and sore hands are avoided. The mop being wrung at arms length there is no stooping or straining of the back or shoulders. The hands are not soiled or disfigured by the wringing of a filthy, greasy cloth. As the clothing is not drenched or disfigured as in ordinary mopping no special preparation is required.

TARBOX BROS.,

“Truth Building,” 73 Adelaide Street West, Toronto, and 28 Waterloo St., St. John, N. B.

You can lose more than we do by not subscribing for this paper.

SECURITY

LOOK FOR IT,
WAIT FOR IT,
IT WILL PAY YOU.

The “Eclectic Security” Tubular Lantern.

Combining as it does all the latest improvements without any of the discovered defects of Lanterns hitherto on the market. The following are a few of its most important points, viz.:

Burner connected with oil Cup by a screw.

Inch wick. Hinged Cap to Burner. Seamless bottom to oil cup, which contains an imperial pint.

Convenient and cool method for removing Globe to clean and light.

INSPECTION AND COMPARISON INVITED.

Manufactured solely by
THE ALLIANCE MANUFACTURING CO'Y
OF TORONTO, (Limited.)

Office and Works 14 Bay Street.

LANTERN

H. D. SIMMONS,

Manufacturers Agent, 74 York St., Toronto.

REPRESENTING

Peck, Benny & Co., Montreal;
J. & C. Hodgson,
Miller Bros. & Toms,
Gilmour & Co.,
R. H. Smith Co., Ltd., St. Catharines;
Shepard Hardware Co., Buffalo, N. Y.;
The John C. Jewett Man'g Co., Buffalo, N. Y.;
American Bit-Brace Co., Buffalo, N. Y.;
The Kilbourne & Jacobs Man'g Co., Columbus, O.
Aspinall's Enamel Works, London, Eng., etc., etc.
Orders and all Correspondence promptly attended to.

Portland Cements,
Fire Clay Goods,
Best Foreign Brands.

McRAE & Co.,

98 ESPLANADE ST. EAST. TORONTO.

Electric Supplies for Electric Lighting, Electric Bells, Wire Annunciators. Contractors for Electric Work.

HENRY S. THORNBERRY & CO., 39 King St. W. Toronto.

Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont.



J. L. Wells, Hardware and Plumber, Winnipeg, is opening a branch at Brandon.

The journeymen plumbers of Lincoln, Neb., have compelled some of the master plumbers of that city to show their books in order to ascertain whether they were paying their men less than the regular scale of wages.

Night schools for the advancement of the plumbing trade are advocated among the journeymen and apprentices in various American cities. Many master mechanics' have evinced much interest in undertaking to instruct those who are anxious to become experts at their trade.

The usual meeting of the Master Plumbers' Association of this city, which is held on the evening of the last Monday in each month, was postponed and was held last Thursday evening. The following are the officers of the association: President, John Ritchie; secretary, Henry Hogarth; treasurer, W. J. Guy.

A BAD PLUMBING JOB.

A contract to perform the plumbing of one of the Toronto public schools has been finished and after passing under the scrutinizing eye of the plumbing inspector, has been condemned. This city has its share, no doubt, of unskilled artisans in this business, but no where can a more efficient number of members of this craft be found. We always believe in giving our best testimonial to a good job of this kind, but do not countenance poor work. It is impossible to state whether the irregularities of the job in question were due to incompetency or a result which often accompanies work let out by tender. The great trouble of contract work is economy of material used in order that a certain plumber may be successful in having his "bid" accepted. This is invariably the cause of many completed contracts failing to pass a creditable examination. The employment of cheap, as well of inefficient labor, is another cause of the condemnation of many a contract of other work else than plumbing. Cases such as we have cited tend to injure the plumber's business who performed the work. In all cases when work is let by tender, those who compete should bear in mind the great necessity of being able to figure on a job, is to be certain that a fair return is possible, and at the same time employ those who are competent to perform the work satisfactorily.

STRENGTH OF LEAD PIPE.

Lead pipe will sustain quite a heavy pressure if it is applied without shock, but in all practical work, in the plumbing of houses especially, the column of descending water

suddenly stopped by the closing of a faucet, exerts an increased pressure that will burst pipes which would stand a very much larger weight of still water. If the safe working pressures given in the table referred to were only slightly in error, I would not think it necessary to call your attention to them; but my practical experience has shown that the figures there represented are very far from consistent with safe practice. Perhaps the best evidence at present in support of my views, are instances that occurred in practical work. When aerated bread was first made in this city, we were asked to furnish a tin-lined lead pipe under two inches in diameter to stand the pressure of 140 pounds to the square inch, the pipe to be used for conveying the carbonic acid gas, which was forced through the dough after it was mixed. We furnished for the purpose AAA pipe, but it would not stand the pressure. We then made for them a heavier pipe, but with no better results. Finally, we made a pipe that was at least three times as strong as AAA pipe, but even this did not stand the 140 pounds pressure. Of course, these pipes did not give out at once, and the strongest lasted a few weeks, but eventually the lead swelled and burst. The parties for whom we furnished the pipe were finally obliged to use an iron pipe tin-lined, the tin being necessary to prevent corrosion of the iron by the carbonic acid gas. You will notice that the pressure was only 140 pounds to the square inch, and according to the table you printed, "safe working pressure", of all the AAA pipes under three inches was considerably in excess of this figure.—Master Steam Fitter.

BUSINESS EDUCATION NECESSARY.

Few men, even among the most humble class, are so ignorant of the value of education as to deny its necessity or underestimate its effect upon the young man about to enter upon the battle field of life, dependent upon his own resources, and without other capital than a healthy and willing physique and an active, determined mind.

The time when good education was only within reach of the wealthy has long since passed, and to-day we are living in an age of free education and free schools, and those who will not avail themselves of these are certainly not deserving the sympathy and aid which is so liberally accorded to those who are deserving, and who are endeavoring to fit themselves for a position in life becoming the subject of a country holding out every inducement and offering every advantage that could be desired.

It is not so strange that those who have been born in ignorance, and whose lives have always been subject to the disadvantages and degradations which such a condition begets, should fail to have their children grow up in a different way. For the most part, they are too much occupied with obtaining food and clothing for them to think

or act upon the equally important subject, the developing and expanding of the mind. Even had they time, their own lack and want of appreciation for an education stand in the way of their doing anything in this direction. However, we believe that in America, at least, there are but few who are so ignorant, or so wanting in the principles of civilization, as to withhold from their children the advantages and benefits of an education, the want of which they have had ample opportunity of observing in their associates.

One of the most common errors of parents is made when, in order to help out the meagre income, their children are, while yet young, taken from the public schools and put to work in the mill or factory, where, for a long time at least, they earn but a mere pittance. When this is once done, all hope of the child's future mental education and development is lost, for, even if given an opportunity later on to attend school, they are loath to do it, and are so far behind that it is an unpleasant undertaking for them.

To prevent this, laws have been enacted in almost every country, providing for a certain amount, of what may be termed, compulsory education or schooling. But, even under such a provision, which is not sufficiently broad, the child is only partially educated, has simply learned the rudiments, to read, write and possibly figure a little.

Such an education is wholly inadequate in these days of progress and advancement to fit a young man for any business position.

It would be far better, and the income would be greatly increased, sufficiently, so to make up for the time spent, to give a child not only an education sufficient to enable them to read and write, but a more thorough and practical understanding of the theories and knowledge of books.

Talk with any young man who, during his schoolboy age, was obliged to go into the factory instead of into the schoolroom, and if he is a man with any degree of ambition and natural intelligence he will tell you that it was the greatest mistake of his life, and one for which his parents were responsible.

Because you have not yourself the benefit of a good thorough education, do not think it unnecessary to provide your child with one. This very fact ought to be sufficient to convince you against such a neglect. If you have looked into the matter at all, as you certainly should do, you will see what such a neglect means in the after life of a child.

Too many seem to think only of their own necessities, disregarding the fact that the youth have a future before them. The responsibilities and duties of a parent are forgotten in selfish interests, and only remembered when, in after years, the results are made painfully evident.

In this age of progress and high standard of mental as well as physical developments, it is the men who are best provided for the competition which a thorough knowledge of

science and art creates that are the best provided with a means of securing position and wealth, an object which should actuate every young man to his best endeavors.

With the means at hand which are so freely and abundantly provided at the present time, there is no excuse for neglect in this matter, and there is everything to recommend to parents the benefits which these means and opportunities afford.

Free evening schools, drawing schools and general classes are open to those who will avail themselves of their privileges, and should be more generally patronized.

Nothing is more important, or more pressing upon the present generation, than that it provide itself with a thorough and general education, for upon this depends the future of every young man and woman just starting out to cope with the world at a time and in an age when education is the most valuable preliminary provision.—Manufacturers' Gazette.

PILFERING IN TRANSIT.

An important conference between representatives of the Toronto and Montreal Boards of Trade and representatives of the various railway and shipping companies of the Dominion was held at the Board of Trade rooms in Montreal on Thursday to consider the pilfering of goods in transit from Great Britain, President Cleghorn, of the Montreal Board, presided. The Toronto

Board was represented by Messrs. Edgar A. Willis, Stapleton Caldecott, and J. Short McMaster; the Montreal Board by Messrs. R. Archer, Edgar Judge, Chas. Chaput, C. P. Hebert, E. B. Greenshields, and R. Hampson. There were also present Messrs. W. B. Bulling and J. Corbett, of Canadian Pacific railway; A. Burns, of the Grand Trunk railway; R. Reford, of the Canada Shipping Company; D. Campbell, of the Beaver Steamship line; J. Taylor, of the Dominion; W. C. Munderloh, of the Hamburg; and D. A. Watt, of the Allan line. After a long discussion it became evident that there was a great divergence of opinion between the representatives of the transportation companies and the merchants, and that there was no likelihood of an agreement being reached. The merchants finally passed the following resolution:—

That it is the opinion of the merchants present that the steamship lines running to Canadian ports in summer and to Canadian and United States ports in winter, together with the railway companies, should agree, when such losses cannot be located, to jointly pay any claims arising from pilfering of goods from packages in transit.

The merchants hold that, as the companies are liable for losses while the goods are under their care, and as the goods are under the care of one or other of them while in transit, the companies should be willing to make the losses sustained good out of a joint fund when the pilfering cannot be proved to have occurred while under the

care of any one of them. The transportation companies, on the other hand, hold that as the packages are carried in England and elsewhere by other companies, it cannot be always taken for granted that the packages were undisturbed when delivered to them, and that moreover when they exercise all care they should not be held responsible for pilfering, which is so cunningly done as to defy ordinary care and watchfulness. The representatives therefore refused to commit themselves to the principal of the resolution passed by the merchants; but agreed to place the matter before the proper authorities.

Russia has now begun the building of a railroad across Siberia to the Pacific Ocean. That it will cost an enormous amount of money does not seem to have entered into the calculations of that Government. When it was proposed to connect St. Petersburg with Moscow by a railroad the Emperor Nicholas simply drew a line on a map between the two cities, and said: "The road shall be built there;" and so it was. Rights of way and topographical difficulties are never considered by an autocracy which is constantly dreaming of conquest and territorial acquisition.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

We are making special drive on cross-cut saws, and solicit enquiries, also have complete assortment of popular makes of skates now on hand.

Our customers are particularly desired to send in specifications early.

TRY OUR M. L. S.  BARREL SIFTER.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL



The above Brand of Lead

Requires no Association Guarantee.

It is the STANDARD of the Dominion for

Purity, Fineness and Whiteness.

WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

W. G. A. Lambe & Co.

Late Williamson & Lambe.

- STORAGE -

54 & 56 Wellington St., East,
TORONTO.

DESKS

OFFICE, LIBRARY,
CHURCH AND SCHOOL
FURNITURE.

JOHN M. BLACKBURN & CO.,
41 COLBORNE ST., TORONTO.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	25, 26
Straits 100 lb ingots.....	25, 26
Strip	27, 29

Tin Plates—Charcoal Plates, Bright.

Bradley M.L.S.	Per box
I.C., usual sizes	\$6 25 \$6 50
I.X., " "	7 50 7 75
I.X.X., " "	8 75 9 00
Raven & P.D. Grades—	
I.C., usual sizes	5 25 5 50
I.X., " "	6 25 6 50
I.X.X., " "	7 25 7 50
L.X.X., " "	8 00 8 25
D.C., 12½ x 17	4 75
D.X., usual sizes	5 75
D.X.X., " "	6 10 6 65

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 60 4 75
I.C., special sizes	4 75 5 00
B.V. Grade, I.C., usual sizes	4 60 4 75

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 25 8 50

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, " "	
" 14x65, " "	

Iron and Steel.

Common Iron, per 100 lb	\$2 35 2 40
Refined " "	2 60 2 65
Horse Shoe " "	2 60 2 65
Band " "	2 87½ 3 00
Hoop " "	2 87½ 3 00
Swedish " "	4 00 4 50
Nova Scotia Bar iron.....	2 75
Sleigh Shoe Steel	2 50 2 75
Machinery, Tire Steel	3 00 3 25
Best Cast Steel, per lb.	0 13 0 14
Russian Sheet	0 10½ 0 12
Tank Plates	2 25 2 50
Boiler Rivets.	4 75 5 00

Boiler Tubes.

2-inch	13c
3-inch	18½

Boiler Plate.

½ inch.....	\$2 75
5-16 "	2 60
¾ "	2 50

Sheet Iron.

1 to 20 gauge	3½, 3½
22 to 24 " "	2½, 3
26 " "	3, 3½
28 " "	3½, 3½

Canada Plates.

Blaina.....	½ bright 3 20 3 25
Boars Head	" None
Maple Leaf	" None
All Bright	" None

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5½, 5½
26 gauge, " "	5½, 6
28 " "	5½, 6½

Gordon Crown—	
16 to 24 gauge, per lb	5½, 6
26 gauge, " "	5½, 6½
28 " "	5½, 6½

Note.—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, ½ inch, per lb	4½, 4½c
" 7-16 inch " "	5½, 5½
" 1 " " "	5½, 6

Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70

Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—Ingot.

Lake Superior, per lb	0 00 0 00
Baltimore " "	0 16½ 0 18
English B.S. " "	0 16½ 0 18

Bolt or Bar.

Cut lengths, round, ½ to ¾ in. \$0 28 \$0 31	
" round & square	
1 to 2 in	0 26 0 28

Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,	
16 oz, 14x48 and 14x60	\$0 21 0 22
Untinned, 14 oz, and light,	
16 oz, irregular sizes	0 22 0 23

Note.—Extra for tinning, 2½ cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x48 and 14x60

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb

35 to 45 " "

50 lb and above per lb

Boiler & T. K. Pitts.

Plain Tinned, per lb

Spun " "

Wire.

Pure, in coils—

From 1 to 20 gauge

From 20 gauge, up

Brass.

Roll & Sheet, 14 to 26 gauge

" 27 to 30 " "

" 30 and up

Sheets, hand-rolled 2x4 ft.

Zinc Spelter.

Foreign, per lb

Domestic " "

Zinc Sheet.

5 cwt casks

Part casks

Lead.

Imported Pig, per lb

Domestic " "

Bar, 1 pound

Sheets, 2½ lbs, per square ft, by roll

Sheets, 3 to 6 lbs, per sq ft, by roll

Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note.—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb

Antimony.

Cookson's, per lb

Other makes " "

Pure White Lead, ground in oil, Associat'n guarantee, per lb.

No. 1 Do.

No. 2 Do.

No. 3 Do.

Prepared Paints.

(In ½, 1 and 1 gallon tins.)

Pure, per gallon

2nd qualities " "

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb

Chrome Yellow " "

Golden Ochre " "

French " "

Marine Black " "

" Green " "

Chrome " "

French Imperial Green " "

Colors, Dry

Yellow Ochre (J.C.) in bbls, per lb

" (J.F.L.S.) " "

Venetian Red (R.C.2) " "

Ven. Red, Cookson's " "

English Oxides " "

American " "

Paris Green, per lb

Burnt Sienna " "

Burnt Umber " "

Drop Black " "

Chrome Yellows " "

" Greens " "

Golden Ochre " "

Varnishes (in bbls).

No. 1 Furniture, per gal

Brown Japan " "

No. 1 Carriage " "

Gold Size Japan " "

Pure Orange Shellac " "

Hard Oil Finish " "

Linseed Oil (in bbls).

Raw, per gal

Boiled " "

Turpentine (in bbls).

Selected Packages, per gal

Castor Oil.

Best, per lb.

Glue (in bbls)

Common, broken

French medal

Cabinet makers

White.

White Lead, pure, 25-lb irons, per lb	0 06 1/2
" No. 1	" 0 05 1/2
" No. 2	" 0 04 1/2
" No. 3	" 0 04 1/2

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 10.
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting,
Amer. net list. B.B. Caps, discount
45 p.c. Amer.

Wads.

Eley's, per 1,000. \$0 25 \$1 60

Anvils.

Per lb. 0 10 0 12 1/2
Anvil and Vice combined
each. 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz. 13 00 20 00
Adjustable " each 5 50 6 50
Past Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per
cent.

Awls.

Sewing. per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled 3 60 7 30
Saddlers, " 0 45 1 60

Awl Hafts.

Patent Peg, per gross. 7 50 9 00
" Sewing, " 7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz. 2 80 8 30

Axes.

Per box. 6 00 12 00

Axle Grease.

Per gross. 8 00 15 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 25 p.c. off Revised
list.

Bells—Hand.

Brass, 60 to 86 1/2.
" 50 and 10 to 60 p.c.

Door.

Gongs, Sargent's 5 50 8 00
" Peterboro 4 60 13 50

Cow.

American make, discount 60, 60 and
10 per cent.
Canadian, dis 45 and 50 p.c.

Farm.

American, each. 2 00 5 00

House.

American, per lb. 0 35 0 40

Bellows.

Hand, per doz. 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35, 40 per cent.

Belting.

No. 1, leather, discount 40 to 40 and 5
per cent.
Best, ditto, 37 1/2, 40 per cent.

Bench Stops.

Per doz. 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.
Excelsior—Jennings', discount 60 per
cent.
Jennings' Imitation, list 45, 47 1/2 per
cent.
Jenning's Gen, net list to 5 p. cent. dis.

Car.

Gilmour's, 47 1/2 to 50 per cent.

Expansive.

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz. 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex 1 25 1 75
Mascot 1 35 1 85

Blind and Bed Staples.

All sizes, per lb. 0 11 0 15

Bolts.

Carriage, dis, 60 and 5 per cent. to 65
per cent.
Tire, dis. 50 to 50 and 10 per cent.
Stove, dis. 45 to 50 p.c.
Elevator, dis. 35 to 40 p. c.
Machine, dis. 60 to 60 and 5 p. c.

Boring Machines.

Complete, with Augers, ea. 5 25 7 00

Braces.

Barber's. 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per
doz. pairs. 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 35 to 40 per cent.
Reversible, dis. 65 to 70 per cent.
Vegetable, per doz. 1 12 2 35
Henis, No. 8 " 6 00
" No. 9 " 7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz. 500 4 23

Batts—Brass.

Wrought Brass dis. 60, 60 and 10 per
cent.

Cast Iron.

Loose Pin, dis. 60 to 60 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60, 60 & 5 p.c.
Loose Pins, " 60, 60 & 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per
cent.
Gen Bronzed, per pair. 0 40 0 65

Can Openers.

Acme, per gross. 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz. 0 70 0 95

Carpet Stretchers.

American, per doz. 1 00 1 50
Bullards " 6 50

Carpet Sweepers.

Bissell, per doz. 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz. 29 00
Grand Rapids, " 32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50 p.c.
Plate " dis. 50 p.c.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots. 2 70
Thorold " 1 10
Queenston " 1 10
Napanea " 1 10

Chalk.

Carpenters' Colored, per
gross 0 50 0 85
White, lump, per lb. 0 01 1/2 0 01 1/2
Red " 0 05 0 06
Crayon, per gross. 0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz. 0 85 4 00

Churns.

Boss or Daisy, dis. 50 p.c. to 60 p. c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz. 3 00 10 00

Clips.

Axle, dis. 65 p. c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0. 1 35
" No. 2. 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and 1/2 p.c.

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz. 2 00
Coil, per doz. 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Breast.

Millar Falls, per doz. 16 00 51 50
P. S. & W., dis. 40 per cent.

Twist.

Morse, dis. 30 to 33 1/2 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—Stove Pipe.

Dis. 20 to 33 1/2 p. c.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz. 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p. doz. 1 70
Petroleum, per doz. 4 50 6 50

Files.

Kearney & Foote's discount Am. List,
50 & 5 to 50 & 10
Barton Smith, dis. 50 & 10 per cent.
Nicholson's dis., Amer. list, 50, 50 and 5
per cent.
Canadian, dis., Amer. list 60 per cent.
Jowitt's, dis. Can. list, 25 p.c.
Horse Rasps, Kearney & Foote's dis
Am list, 50 p.c.
Horse Rasps, Heller's dis. Am. list, 45
to 50 per cent.
Horse Rasps, Spencer's, dis. Can. list,
33 1/2 p.c.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Peerless, discount 45 p. c.
Gem, dis, 50, 50 & 10 p. c.

Fruit Presses.

Henis' per doz. 4 00
Enterprise, discount 10 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent.

Gauges—Marking, Mortise, etc.
Stanley's dis. 50, 55 p. c.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

4th quality Star, 1st break. 1 50
" 2nd " 1 60
" 3rd " 3 60
" 4th " 3 90
" 5th " 4 20

Window Glass.

Pilkington's ordinary
1st break. \$3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 6 50

Picture Glass.

Pilkington's ordinary.
1st break. 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz. 4 25 4 65

Hammers—Nail.

Maydole's net list.
Can. discount 25 to 27 1/2 p.c.

Tack.

Magnetic, per doz. 1 10 1 50

Sledge.

Canadian, per lb. 0 12 1/2 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37 1/2

Handles.

Axe per doz. 1 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs. 0 40 2 50

Chisel.

Firmer per gross. 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 30 p.c.

Hoe.

C. & B., discount 30 p.c.

Saw.

American, per doz. 1 00 1 25

Plane.

American, per gross. 3 15 3 75

Hammer and Hatchet.

American, per doz. 0 50 0 80

Cross Cut Saw.

Canadian, per pair. 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37 1/2 p.c.

Hinges.

Blind, Parker's, dis. 60, 60 and 5 per
cent.
Light T and strap, dis. 60, 62 1/2 percent
Heavy, per lb. 0 5 0 05 1/2
Screw and Strap, per lb. 0 03 1/2 0 04 1/2

Per doz. sets.

Grew, Eureka. 1 13 1 80
Gate, Clark's. 1 50 2 20

Per doz. pairs.

Spring. 1 50 3 50

Hoes.

Garden, Mortar, etc., discount 40 per
cent.
Planter's per doz. 4 00 5 00



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Bowman, Kennedy & Co.,
LONDON, ONT.,

Acme Club Skates, Sleigh Bells, Cow Ties, Snow Shovels, X Cut Saws,
Buck Saws, Axes, Ammunition, Sporting Goods, all kinds,
Cutlery, Silverware, &c.

Hooks—Cast Iron

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1 13

Wrought Iron.

Wrought Hooks and Staples, Can, dis. 17½, 20 p.c.		
Wrought Hooks and Staples, Amer dis. 15 to 75 and 10 per cent.		

Wire.

Hat and Coat, dis. 35, 40 p.c.		
Belt, per 1,000	0 60	2 70
Screw, bright, Eng., dis. 40, 5, 45 per cent.		

Horse Nails.

Canadian, dis. 50 to 60 per cent.		
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Horse Shoes,

Per keg	3 60	
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Ice Picks.

Star, per doz	3 00	3 25
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Kettles.

Brass spun, per lb	0 28	0 30
Copper, "	0 40	0 45
Enamelled Can. 50 p.c.		
American, 50 and 10, 60.		

Keys.

Lock, Can, dis. 50 p.c.		
Cabinet, Trunk, and Padlock, Am. per gross	1 60	4 75

Knobs.

Door, japanned, and N.P., Can. list dis. 50 p.c.		
Bronze, Berlin, per doz	2 75	3 25
Bronze, Gem, "	6 00	9 00
Lava, "	8 75	10 00
Shutter, porcelain, F. & L screw, per gross	\$1 30	4 00

Ladles.

Melting, per doz	1 70	4 50
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Lemon Squeezers.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
All glass, "	1 20	1 30

Lines.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

Locks—Door.

Canadian, dis. per cent.	50	
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Russell & Erwin, per doz	2 90	7 50
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Cabinet.

Eagle, dis. per cent, 30 per cent.		
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Padlock.

English and Am. per doz	50	6 00
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Scandinavian, "	1 00	2 40
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Eagle, dis. per cent, 15 to 17½ per cent		
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Mallets.

Tinsmiths', per doz	1 25	1 50
Carp'trs', hickory, "	1 25	3 75
Lignum Vitæ, "	3 85	5 00
Caulking, each	1 60	2 00

Mattocks.

Canadian, per doz	8 50	10 00
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Meat Cutter.

Enterprise, dis. per cent	20	25
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Dixon's, each	1 60	2 00
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Woodruff's, "	1 10	1 70
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Hale's, "	1 05	1 50
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Hume, "	13 00	16 00
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Mincing Knives.

American, per doz	42	2 35
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Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent.		
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Nails.

Cut, 3 in. and upwards, per keg	2 65	
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Brads & Moulding Nails, discount 60 to 60 and 5.		
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Wire Nails, 65 to 65 and 5.		
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Nail Pullers.

German & American	1 85	3 50
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Nail Sets.

Square, round and octagon, per gross	3 38	4 00
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Diamond, "	12 00	15 00
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Oil.

Canada Refined Oil (Toronto)	0 17	
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Carbon Safety, "	0 18	0 18½
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Canada W.W., "	0 20	
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American W.W., "	0 25	
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S. R. Seal, per gal	0 63	0 65
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Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz	19 50	
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Zinc and Tin, dis. 50, 50 and 10.		
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Copper, per doz	1 25	3 50
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Brass, "	1 50	3 50
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Malleable, dis. 25 per ct.		
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Pails.

Galvanized, per doz	2 00	3 50
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Pencils.

Dixon's, per gross	1 00	4 25
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Carpenter, "	2 25	3 60
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Picks.

per doz	6 00	9 00
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Picture Nails.

Porcelain Head, p. gross	1 65	3 00
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Brass Head, "	40	1 00
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Planes.

Wood, bench, Canadian, or American dis. 50.		
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Wood, fancy Canadian, or American dis. 35, 37½ per cent.		
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Bailey's (Stan R. & L. Co.) 33½ to 35 per cent.		
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Miscellaneous, dis. 10 to 12½ per cent.		
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Bailey's Victor, dis. 10 to 12½ per cent.		
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Plane Irons.

English, per doz	2 00	5 00
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Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p.c.		
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Button's Imitation, per doz.	7 40	10 25
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German, per doz	60	2 60
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Plumbs and Levels

S. R. & L. Co., dis. 65 p.c.		
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Poppers.

Corn, square, per doz	1 35	2 00
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Pruning Shears.

Per doz	4 00	5 50
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Pulleys.

Hothouse, per doz	55	1 00
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Axle, "	22	33
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Screw, "	27	1 00
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Awning, "	35	2 50
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Pumps.

Rumsey or Canadian Cistern & Pitcher Spout, 60 and 60 and 10 p.c.		
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Punches.

Saddler's, per doz	1 00	1 85
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Conductors', "	9 00	15 00
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Tinner's solid, per set	72	
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" hollow, per inch	1 00	
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Putty.

Bladder, per 100 lbs	2 00	2 25
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Tins, lbs	2 50	2 75
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Rail.

Barn Door, per foot	3	3½
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Sliding Door, "	3½	3½
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Rakes.

Cast Steel and Malleable, Canadian list dis. 40 per cent.		
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Razors.

Boker's, per doz	7 50	11 00
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Wade & Butcher's, "	3 60	10 00
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Razor Stropps.

Carrier's, per doz	1 25	3 60
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Rivets and Burrs.

Copper Rivets, dis. 40.		
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Iron, " 40 per cent.		
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Burrs, Iron, 30, 33½ per c.		
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Rivet Sets.

Canadian, dis. 30, 35 per c.		
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Rope.

Sisal, per lb	12	12½
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Manilla, "	14½	15
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New Zealand, "	11½	12
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Cotton, "	22	25
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Russia Deep Sea, per lb	15	16
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Jute, "	09½	10
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Rules.

Boxwood, dis. 75 & 10 & 5 80 per cent.		
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Ivory, dis. 40, 40 & 5 per cent.		
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Sad Irons.

Mrs. Potts, per set	0 95	
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N. P., "	1 25	
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Sand and Emery Paper.

B. & A., sand, dis. 25, 30 p.c.		
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Emery, per quire	55	90
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Sash Cord.

Per lb	22	50
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Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.		
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Kempshell's dis. 40, 62½ per cent.		
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Canadian, dis. 45, 50 p.c.		
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Sash Weights.

Sectional, per lb	2½	3 00
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Sausage Stuffers.

Each	1 00	3 00
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Saws.

Hand, Disston's, dis. 10 p.c.		
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S. & D., dis. 35 to 40 per cent.		
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Cross-Cut, Disston's, per ft. 35 to 55.		
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S. & D., dis. 25 to 35 per cent.		
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Hack, complete, each	1 75	2 75
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" frames only	75	
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Saw Sets.

Per doz	1 65	9 00
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Scales.

Canadian List, dis. 40 p.c.		
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Scale Beams.

Canadian, B. S. & M. dis. 40 per cent.		
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Scrapers.

Box, per doz	2 10	4 50
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Foot, "	40	3 50
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Screens.

Window, patent, per doz	6 00	7 50
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Screw Drivers.

Sargent's, per doz	65	4 00
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Screws.

Wood, flat head iron, dis. 47½ per cent.		
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Wood, round head iron, dis. 42½ per cent.		
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Wood, flat and round head, brass, dis. 25 p.c.		
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Bench, wood, per doz	3 25	4 00
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Bench iron per doz	4 25	5 75
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Scythes.

Discount 40 per cent.		
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Scythe Snaths.

Canadian, dis. 33½ to 35 p.c.		
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Shears.

B. & W., japanned, dis. 75 per cent		
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B. & W. N. P., dis. 65 p.c.		
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Seymour's dis. 60 p.c.		
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Etna, dis. 75 to 75 and 10 per cent.		
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Heinrich 60 per cent.		
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Sheaves.

Sliding Door, per set	77	1 40
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Shot.

Canadian, dis. 7½ per c.		
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Shovels and Spades.

Canadian, dis. 37½ to 40 per cent.		
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Sieves.

Wood Rim, black, p. doz	1 15	1 35
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" tinned, "	1 35	1 60
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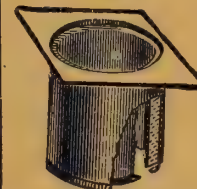
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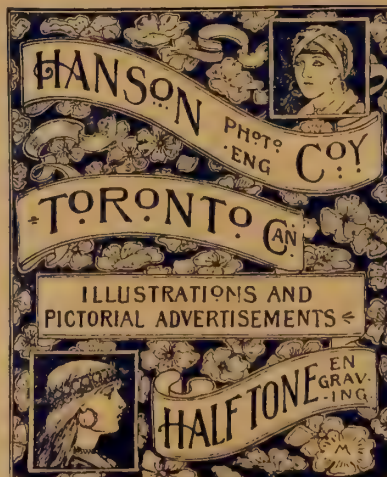
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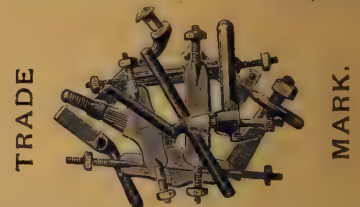
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Vol. 2.

TORONTO AND MONTREAL, DECEMBER 6, 1890

No. 49

THE ADVERTISING CALENDAR.

At a recent meeting of a Hamilton trade association, the question of bestowing calendars stamped with the business card of the donor was broached, a discussion ensued which was confined to one aspect of the matter—namely, its apparent embodiment of the gift-making evil—and the practice was upheld. The Hamilton association tried the custom by a principle woven into its constitution at the very outset, which principle is, that the making of presents by traders is reprehensible and is to be eschewed by every member of the tradebody. If this were the only touchstone by which the policy or economy of advertising calendars could be fairly tested, there is no doubt that the trade would have little fault to find with them. Their value as gifts is too insignificant to influence trade seriously or to be felt as a tax by the consumer.

But it is not their value as gifts that commends them to those who use them, and a discussion of their effect upon trade from the stand point of opponents to the custom of making presents is beside the question. Advertising calendars should be tried by the test of how far their results have realized their purpose. Their purpose is, not to bribe customers to buy nor to reward customers for buying, but to remind them that the dealer whose name is on the calendars is still doing business and still desirous of their patronage. The calendars are advertisements. The dealer presents them because he hopes they will be mutually useful to himself and the recipients, to himself as an advertisement, to the recipients as handy references.

The question, are they of mutual service? is the one to ask for the purpose of settling whether the trader should give them or not. They are of service to the recipient if he uses

them, as they very correctly stake out the year and label the days and dates unerringly. The recipient can therefore trust them. But do they serve the man whose advertisement is the feature of them he hopes to be most prominent in the eyes and minds of beholders? Undoubtedly, they do not. One reason is that they are too common. So many manufacturers and traders give calendars that people are coming to regard them as a nuisance. They keep one, usually the handsomest. The rest are used to start fires, etc. Even the calendar one uses may bear upon it an advertisement that is never scanned. The writer has sat since the beginning of the year several hours every business day before a calendar he has consulted hundreds of times, and only now does he know whose advertisement is on that calendar. The year might have slipped away and the back of the calendar been thrown in the waste-basket without his ignorance of this feature being dissipated, but for the fact that he looked squarely at the top of the calendar for the purpose of illustrating what he has said of the ineffectiveness of calendars as advertising mediums.

The theory that what is to be in constant use for reference must be a good presenter of an advertisement is underlain by a fallacy. The fallacy is, that there is an overflow of random observation in everybody, in other words, that the perceptive faculty is extravagant of its labor and will take in much more than is suggested in its motive. Much is seen that is not observed, and it is only striking phenomena that can be stimuli to an impression that will last. The commoner the object the less does it challenge our attention, and nothing is much more common than are calendars. They have nothing about them to awaken latent observation, and unnecessary features of them escape attention.

The advertisement on a calendar is like

the numerals on a dial which denote the number 4. People look at the face of the watch or clock thousands of times in the year, yet few know that the Roman figures are IIII, instead of IV. Ladies' dresses, jackets, etc., have all the buttons on the left side instead of on the right, and not one man in a hundred knows there is this difference between his own clothes and his wife's. These familiar and conspicuous deviations from the rule are not worse neglected than are the advertisements on calendars.

The retail trader wastes money who makes use of advertising calendars. It is like putting a candle beside an electric light to place an advertisement beside a calendar page. All the attraction is in the latter, as all the purpose of the page is in the time-marks upon it. Let the retailer take the money he spends on calendars and give it to the local paper, wherein his advertisement can be neatly and symmetrically displayed, where its form can be changed, its matter refreshed, and wherein the retailer can by periodical variations educate himself into the art of advertising. For it requires art to keep an advertisement from becoming an eyesore, and art can be acquired only by practice, while for the development of a man's ideas of advertising there is no better means than that afforded by the local paper. The right use of the opportunities this weekly offered will soon open a trader's eyes to the true nature of advertising and the potentialities of it.

The discovery of a nickel mine is reported from Queen's county, N.S. Two miners viewed the specimens and pronounced them excellent. The find of conglomerate at Stewiacke is creating great interest. Several well-known miners have arrived in the city for the purpose of investigating the find. The examination and tests made by the New York specialist a few days ago go to show that the find is a wonderful one, and there may be millions in it.

CHRISTMAS TRADE NOTES.

As the Christmas trade demands a variety of things, it will be instructive to note some of the goods that hardware merchants can supply themselves with. There is now on the market, a beautifully gotten up child's set, consisting of knife, fork, spoon and napkin ring. These are triple plated goods and are warranted. They are mounted on a picturesque card, and on the whole will be found a saleable and profitable article. Table nutcrackers will be found good selling goods as this festive time approaches. Cutlery in all styles should be exhibited in every store, and made thoroughly attractive. A full line of carvers in ivory, stag, and celluloid, should be in stock, and we now notice carvers being made with oxydized silver handles of beautiful design. Carving sets in cases are also in demand; but these will be found saleable only to a more wealthy trade. A full line of plated flatware comprising table, dessert, and tea spoons, knives and forks of different designs, are now placed by the jobbing trade in such a way as to be a good investment for every retailer.

Although these goods are handled to a considerable extent, no hardware merchant should allow his business to slip away on account of others outside his own legitimate trade selling such goods. The fact is, they should become all the more energetic and make a trade in this class of goods a success.

House furnishing goods will be in demand, and a full line in good condition should be kept by every merchant. Stoves and stove boards should be made attractive. All stoves should be perfectly clear of articles of any kind. Allow nothing to be placed on them, thus making a stove a kind of accommodation counter. If a stove is heaped up with articles of one kind and another, it makes it very inconvenient as well as annoying to the salesman in showing it.

Many hardware stores have a line of baskets, and a good trade has been secured. Clothes, lunch, laundry and fancy baskets of all kinds will be found ready sale, especially during the Christmas trade.

While attention is being paid to the higher class goods of a merchants' trade, he should not forget his tool trade. Such goods can be made as attractive as anything he has in his store. A good display of these goods will be to his advantage, and this will apply to everything he has. Display is everything to a man's trade. Allow nothing to be hid-

den. Have everything at your fingers' ends, and in order. These few remarks we are sure will be to the advantage of every merchant, and, if heeded, no customer will complain of the service and routine of your store.

THE LAMP TRADE.

At this time of year when the long winter evenings are made cheerful by plenty of light, we cannot but call the attention of the hardware trade to the benefit to be derived from securing a trade in lamps and lamp goods. It is probable, we think, that hardware merchants as a body do not pay sufficient attention to this department of business. It is not unprofitable, and it is not one involving any great outlay of capital, whilst it is certainly very suitable for the trade to handle. Hardware stores throughout the country sell coal oil, so that there is no reason whatever why a merchant should not keep a line of library, hall, stand, and a variety of other lamps and lamp goods. There are retail merchants throughout the country who do deal in these goods, and do very well indeed with them; but the department is not as general as it ought to be. The demand for goods of this class is almost universal—at all events there is no district, whether urban, suburban, or rural, where there is not a good and increasing lamp trade.

The goods are not everlasting, and a merchant who buys judiciously so to clear himself of his stock every season need not desire they should be. If he is watchful, and replenishes his stock with the latest goods on the market, he can always keep before his trade, goods that are new in design as well as in improvement, year by year.

Thus there is every encouragement for hardware merchants to add lamps and lamp goods to their regular trade, and even to push them with considerable vigor. This is a branch of trade which will require judicious advertising, and when this is resorted to, there is sure to be a beneficial return for his time, trouble, and expense.

These goods will make an admirable show in the sales room, and will make the window look exceedingly well. A number of library and hall lamps suspended from the top, those in the rear of the window to hang lower than the rest, with a goodly display of a variety of lamp goods on the bottom of the window, will be a good advertisement for any store having a lamp trade. There is room indeed for much artistic display of such goods, and a good dresser with the aid of cambric cloth to cover the bottom, could make a very creditable window display. If a window is to be lined as a carpet on a floor, green baize is the best and most striking in appearance. The effect can be heightened if a few piano and banquet lamps are placed in the rear of the window. If any merchant with a fair assortment of lamps of a variety, tastefully arranged, and a good display made, and "goes in to win," he need not be at all

afraid of his rivals in other lines who may perhaps keep a similar line of goods, as a matter of fact he ought to be ahead of them.

The dry goods, department and jewellers' stores have stolen this trade from its proper and legitimate place. The hardware merchant need not disturb himself as to the results of this trade if attended to.

We must repeat there is a great deal to be done in local advertising and circularising, so that the people of the neighborhood may be led to inspect the stock kept, and hear what is said before—even if they should—they go elsewhere for the goods. As to the season, we might say it is upon us, and will continue till March when there is a "let up" to the sale of lamps. The sources of supply are numerous. There are large jobbers in Toronto and other cities, who will supply the retail trade as cheap as if they purchased direct from the manufacturers. We will venture to say if it is the wish of the hardware merchant to be supported in introducing the lamp trade, if he is energetic and pushing, it follows he should be successful in his undertaking.

CATALOGUES RECEIVED.


SIMPSON, HALL, MILLER & CO., whose headquarters are in Wallingford, Conn., and whose Canadian house is in Montreal, Que., have issued, for 1891, a magnificent catalogue of the manifold articles of electro-plated ware manufactured by them. The volume is a credit to the book-publishing art. It contains 432 red-edged pages of extra-finish paper, each page 12 x 10 inches in area; the printing is excellent and the illustrations are perfect; the stiff linen backs are a rich maroon in color. In its contents the book is a veritable encyclopædia of modern silverware articles. The classification and location of the contents are minutely indicated in a table on the second page. It gives an idea of the extent to which art can be made subject to luxury, just to glance through the treasury of illustrations this book contains. Ash-receivers, butter-dishes, ice-pitchers, button-hooks, card-trays, cake-baskets, cologne-stands, candlesticks, napkin rings, carving sets, tea sets, is a mere beginning in the way of enumeration of the articles to which this volume holds up the mirror, and a beginning made only for the sake of using the particular to a small extent instead of the general. We know of no class of trade reference book which it is more important for the dealer to have handy than is such a book as this. The trader cannot have in stock everything comprehended in the matter of this book. The class of merchandise it unfolds to the eye of the interested inquirer is the very class that proposing purchasers are most in need of some good authority upon. Many a man wants to buy somebody a present for a wedding, birthday or other occasion to be noticed by a gift. He is usually at his wits' end to know what to buy, and the trader seldom helps him out of the difficulty, because the trader himself has usually to rely on his memory. This book will simplify the difficulty and will make trade.

CAVERHILL, LEARMONT & CO'Y,

-: SKATES :-

Our stock is large and fully assorted, including :

“SKELETON” Halifax Pattern. “GENUINE ACME”
and Forbes’ New Patent “ACHIEVED.”

 Write for Prices, as we
are Headquarters.

MONTREAL.

CUTLERY MANUFACTURE IN CANADA.

The manufacture of pocket cutlery in this country is as yet unknown. Even table cutlery has had but little impetus as yet, and the number of makers of the second article are few. However, we understand steps are being taken by interested parties to foster the manufacture of pocket knives, and there is no doubt, if the industry is properly understood and managed by fit and proper parties, that it will prosper. Our supplies of cutlery, both pocket and table, have always been drawn from the world renowned factories of Sheffield, Eng. The goods made there are unsurpassed in either quality or design, and find a market in every portion of the civilized world. There is probably no part of England's manufacturing interests that is so universally acknowledged as the superiority of its cutlery.

The reason for this is at first imminent, but no doubt the skill of the Sheffield cutlers is unsurpassed. Cutlery is manufactured throughout Germany to a great extent, but the class of goods manufactured there is greatly inferior to the English product. Our southern neighbors have made great progress in the cutlery industry, and though heavily protected are unable to compete by

any means with either English or German goods.

Now why should Canada not be on the roll of the worlds cutlery manufactures. So far as has been ventured table cutlery has been made to advantage down east ; and no reason has as yet been advanced why the pocket article should not prove equally as profitable. Skilled artisans would have to be secured from England, and act as pioneers to this industry in Canada. When the manufacture of cutlery was first began in the United States, they relied altogether on the labors of the Englishmen to superintend the manufacture of the goods for many years, and even now, the act relating to importation of foreign labor does not entirely exclude the English cutler.

There is no doubt, but what Canadian pocket cutlery will find a market, and if the manufacture of such goods is rightly entered into, prosperity will be sure to come to those who are its pioneers.

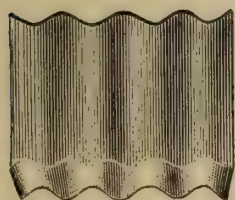
The Osborne-Worswick (Hamilton) Manufacturing Company's difficulty with its creditors has been settled satisfactorily. Mr. Osborne tendered 20 cents as a basis of settlement. This was accepted, and work was resumed by the company.

THE ONTARIO GOVERNMENT AND THE NICKEL LANDS.

The course recently adopted by the Commissioner of Crown Lands in respect to the sale of mineral lands to the north of us was a surprise not only to speculators but the people generally. These lands lie between the east limit of the Township of Awrey, in the District of Nipissing, produced north and south, and the west limit of the Township of Esten and Spragge, in the District of Algoma, produced north. They are also withdrawn from sale or location from and including the first day of December now next, and no further sales or locations will be made of lands within said limits until further notice.

Of course there is no doubt the country as described is unspeakably rich in nickel, as the United States Government Commission appointed to inspect this district, testified. Owing to the adoption of nickel in alloy with steel in armaments for men-of war will give the nickel industry of this Province an impetus that nothing else will. We have a mineral country to our north not only in nickel but in iron and copper, and no doubt the Ontario Government at its next session will give this great question its attention.

CORRUGATED STEEL FASTENERS.



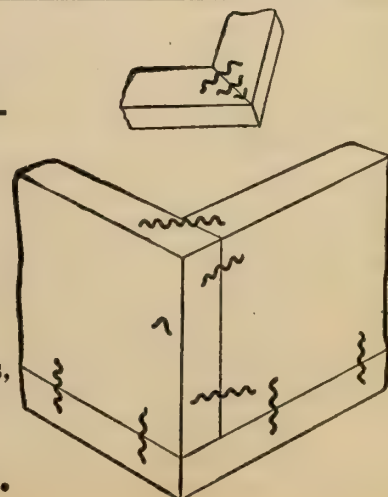
A Perfect, Secure Joint !

NO GLUE, NO SCREWS, INEXPENSIVE.

All Manufacturers of Wood-work are interested in this Invention.

Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.

THE ONTARIO TACK CO., Hamilton, Ont.



FERGUSON, ALEXANDER & CO.,

MANUFACTURERS OF

THE ELEPHANT BRAND

**LEADS, COLORS, VARNISHES, JAPANS
AND READY MIXED PAINTS.**

PAINT WORKS AND OFFICES : 22 College St.,
VARNISH WORKS : St. Gabriel Locks.

MONTREAL, and Glasgow, Scotland.

FULL STOCK !

QUICK SHIPMENT !

SPECIAL LINES IN RICE LEWIS & SON'S STOCK.

It is gratifying to those who strive to keep fine, reliable goods, that the taste of those who patronize the leading houses in Toronto is decidedly progressive. An examination of the stocks of the more prominent hardware merchants of this city, leads one to the conclusion that the goods on hand are not surpassed on the continent. The recent advance in methods of display and the almost endless variety of the latest manufactured goods, render it altogether unnecessary for people of fastidious taste to go out of town to purchase their supply of Christmas articles.

One of the more notable advances in popular taste is exhibited in the fine cutlery that buyers now want, and that dealers can now keep. Those who buy a good article are not governed by the price, at least so long as moderation is not unreasonably overstepped. They look at the quality and finish rather than the cost, and upon this fact our merchants should, and in many cases do base their calculations for this year's Christmas trade. As we have before intimated, hardware merchants are looking to the interests of this season more than formerly. They are seeing that the people are demanding a class of goods which are looked at more in regard to their real worth and beauty than anything else.

In regard to cutlery, we are especially struck with the many designs and styles of finish in the establishment of Messrs. Rice, Lewis & Son of this city. They have now on sale the "Madras" goods, which are perfection itself. Every brand of cutlery is said to be warranted, but not every merchant will make good to a customer any article that has been proven useless. The Madras cutlery is strictly warranted in every sense of the word. Value will be made good to any purchaser who returns a carving set, a pocket

knife, or a pair of scissors of this brand, which proves itself of poor quality, contains flaws, or is of unequal temper. For such imperfect specimen a corresponding article of undoubted workmanship and material will be substituted. This is a noteworthy fact for trade generally, as this is the only cutlery in the market that is strictly warranted in accordance with our above remarks. Rice, Lewis & Son are the only dealers in the celebrated "Madras" cutlery in Canada. Razors also can be had in this trade with the same guarantee.

In connection with the cutlery for the Christmas trade, children's tool boxes in a number of sizes, are now on the market. The lamp trade of which we have made mention is very active and merchants are reported out of many designs. This firm has also on hand a large and varied assortment of Christmas goods consisting of kettles, stands, feeders, screens and fire irons.

GROWTH OF THE STRUCTURAL IRON TRADE.

The impression has been created by the rapid increase in the number of large fire-proof buildings in our leading cities that the consumption of iron and steel beams must have developed at a tremendous rate. So far as we can learn that is not the case, the production being at rate of about 100,000 tons per annum, while it was 90,000 tons two years since. As compared with the consumption of barbed wire, tin plate or nails, this quantity is very moderate indeed. It sinks into insignificance beside the demand for rails or pig iron for foundry purposes. It has been urged that the consumption of beams would increase enormously were the price lower. In Germany, where the demand is far more widespread, the beam manufacturers have adopted a simple method of introducing their wares. The village builders have been accustomed to follow certain rules based on experience for determining the

dimensions of the timber used for certain spans. The rolling mills got out books giving the exact equivalents in strength of the different sizes of sticks of timber so used, with the price of the steel beam, delivered. Thus the small builder is placed in the position to tell at a glance whether it is cheaper for him to supplant wood with steel. It is reported that the consumption for small buildings has grown in an extraordinary degree. Still, we question whether such a result could be reached in this country, because the relative cost of timber and steel is quite different. How it will be upon completion of the increased capacity for manufacturing beams now being provided, is another question. The trade looks forward to a lowering in prices when the additions to plant are completed.—Metal Worker.

THOS. DAVIDSON & CO.'S SAMPLE ROOMS.

A trip through the Toronto establishment of Messrs. Thos. Davidson & Co. reveals many attractive articles in stock of that firm's own manufacture, consisting of numberless household novelties. Stove boards, round and square, are finished in Japan and lithographed, made from 26 to 36 inches. Japanned ware of all kinds made by this firm is claimed to be among the best made in Canada. They also manufacture a complete line of copper tea kettles and boilers, of all sizes and at prices which the trade would do well to look into. Messrs. Thos. Davidson & Co. are also headquarters for the celebrated stoves and ranges made by Chown & Cunningham. The King grate is a piece of mechanism of the highest excellence. It is entirely new and complete in its work.

Work can always be found in a store without double-million microscope

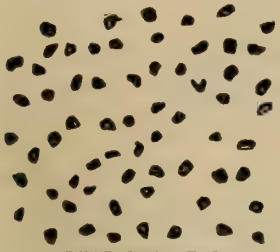
Every line of goods embodies a history and a science worth years of study to understand.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

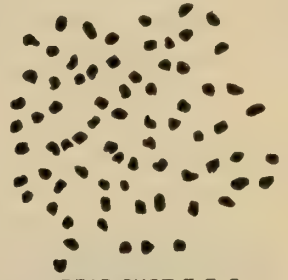
H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.



DEAD SHOT F. G.



DEAD SHOT F. G.

GUNPOWDER. "American Dead Shot." TRY IT.



Exports of tin plates from Great Britain during October reached the enormous amount of 36,955 tons.

The Grand Trunk Railway Company has decided to erect a rolling mill at Point St. Charles, Q., costing \$50,000.

The new tariff of the Argentine Republic, which goes into effect at the beginning of 1891, makes iron and steel free, on the ground of being raw materials for the manufacturers.

Mr. Thomas Birkett, a prominent hardware merchant of Ottawa, has become a candidate for Mayor of that city. His contract for supplying hardware, etc., to the Ottawa board of works, was accepted by the city, and in view of the coming election he wishes said contract to be made void.

The British Chamber of Commerce has addressed a letter to the Dominion Board of Trade asking an opinion on the advisability of holding a congress of all the Chambers of Commerce in the British Empire. A favorable reply was given to the letter, which will be sent to other similar bodies in Canada.

It will possibly be interesting to the hardware trade to know that the new American File Co., Pautucket, R.I., have transferred their real estate and business over to the Nicholson File Co., Providence, R.I. The Nicholson file is sold extensively in Canada, and probably leads the market in American goods.

An evening class has been organized among the tin and sheet iron workers of New York city to teach the younger members the most difficult parts of their trade in cutting and drafting. The classes are to be free to all members, the different foremen

belonging to the union offering to conduct the class in turn without compensation. The organization numbers 500 in all.

In the Court of Review in Montreal, presided over by Judge Davidson, the verdict for the defendants was confirmed and the application by the Johnson Co. for a new trial was dismissed, on the ground that the verdict of the jury was in accordance with the facts and altogether in Ferguson's favor. Costs to be borne by plaintiff Johnson.

According to English trade reports the hardware manufacturers in England are doing a very fair business. The Australian and New Zealand markets furnish satisfactory prospects of the future, and advices point to the early arrival of good lines. Owing possibly to the unsettled state of affairs of South America, demands from that country are as numerous as they will be. Canadian trade is reported rather quiet but steady.

Probably the most important business transacted during the session of mechanical engineers held at Richmond, Va., was the adoption of a committee report, recommending the establishment of headquarters in Chicago and the holding of an International Congress of Engineers during the World's Fair of 1892-3, to continue six days, the proceedings to be conducted in the English tongue. With reference to this report, an inquiry among Chicago engineers developed the fact that the removal of headquarters to this city from New York, has only a temporary connection with the World's Fair, but that the society has wisely decided to hold its future sessions in Chicago, instead of visiting different cities annually for that purpose. All correspondence will hereafter be conducted from Chicago.

At an early hour on Tuesday morning fire broke out in C. R. Wright & Sons' lime and cement works, Hull, situated near Eddy's lower lumber yard, and almost in the centre of a collection of small wooden buildings.

The fire made short work of the building in which it broke out, a large wooden structure, in which the ovens for drying the cement were situated. There were eight of these, all filled with the crude material. Below the building are the kilns in which the limestone is burned. The alarm was rung, and promptly the Hull fire brigade turned out. They were able with three streams of water to prevent the spread of the flames to the wooden cottages clustered in front of the building, and to the cement mill, with its valuable plant, situated but a few feet away on the south side. In about an hour from the time the fire started the big building was in ruins. It was a large wooden structure about 120 by 100 feet, and the loss thereon along with the damage to the baking ovens and material is between \$6,000 and \$8,000. The insurance is but \$1,375 in the Aetna.

IMPROVED OIL CAN.

In another column will be found a cut of Harland's Improved Oil and Shipping Cans. They are now acknowledged to be the best in the market and are meeting with renowned satisfaction. Merchants not having the same already in stock should write to the manufacturers, Clinton, Ont.

FOR SALE.

HARDWARE, Stove and Tin business. Good western town. Best stand in town, brick block, slight opposition, stock about \$4,000, clean and well bought for cash, yearly turnover \$12,000, established over 20 years. Stock can be reduced to suit purchaser. Proprietor going out of business. This is a rare chance. Address

51

J. E. care **HARDWARE.**

M. J. Woodward & Co.,
PRODUCERS OF CRUDE,

Manufacturers of

Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c.

PETROLIA, - ONTARIO.

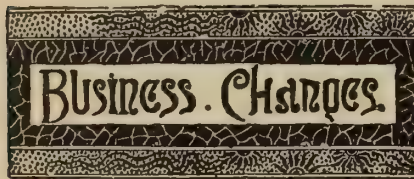
J. W. PATERSON & BRO.,

TORONTO AND MONTREAL.

MANUFACTURERS AND IMPORTERS.

O. K. Building Paper, Roofing Felt 2 and 3 ply, Ready Roofing, Carpet Felt, Coal Tar, Roofing Pitch, English and Canadian Cements, N.B. Plaster Paris, Fire brick and clay, Rossie Iron Ore Paint, etc.

Try our O. K. Carpet Felt, the only moth and vermin proof carpet lining made.



ONTARIO.

Avonmore—West, Joshua, general store, assigned to D. E. McIntyre, Cornwall.

Alliston—Hudson, Jas., general store, sold out to Wm. Badger.

Elora—Bowes & Co. (Elizabeth) (Mrs. John Bowes only) general store, burnt out, partially insured.

Forresters Falls—Ritchie, Jas. J., blacksmith, assigned to J. G. Forgie, Pembroke.

Jarvis—Punn, J. A., Mfr. plows, called meeting of creditors.

Midland—Freeborn, Jas., (estate of) general store, stock sold.

Norland—Graham Bros., general store, burnt out, partially insured.

Toronto — Whiteworth, J. P. (estate of) hardware, paints and oils, stock sold.

MANITOBA AND NORTH-WEST TERRITORIES.

High Bluff—Sparling, J. W. general store, assigned in trust.

Medicine Hat—McCuaig, Geo. & Co., general store, assigned in trust.

Souris—Stott, Geo., blacksmith, succeeded by Sweet & Collier.

QUEBEC.

Brompton Falls—Morrisette, A. J., general store, stock, etc., advertised to be sold by auction on 2nd prcx.

Eastman—Paige, Chas. J., general store, stock, etc., advertised to be sold by auction on the 2nd inst.

Montreal—Stacey, Chas., nail cutter, execution vs. him.

Riviere Quelle—Deschene, Lgeneral store, P. Langlais appointed curator.

St. Cuneonde—Craig & Fils, mfrs. electric plant, judgement vs. them.

St. Adele—Quellette, Chas., general store, stock, etc., advertised to be sold by auction on 1st prox.

St. Gabriel—Ecrement, Mrs. J. A., general store, demand of assignment.

St. Sylvere—Janelle, J. L., general store, assigned.

Weedon—Beaudry, E. & Son, general store, assigned.

NOVA SCOTIA.

Acadia Mines—Forman, W. L. & Co., general store, co- partnership registered.

Port Hood—McDonald, D. A., general store, offering to compromise.

Port Williams—Fullerton, J. W. & W. Y. general store and produce, co-partnership formed.

NEW BRUNSWICK.

Caraquette—Cormier, Augustin, general store, assigned.

BRITISH COLUMBIA.

Landers' Landing—Booth, Arthur, bakery and general store, advertised to close out.

Naniamo—Renwick & Horne, blacksmiths, advertised to close out.

Vancouver — Thornton, J. B., grocer, damaged by fire.

According to the report of the British Consul General at Smyrna the whole country abounds in iron, copper, lead, silver, emery, chrome, antimony, manganese and other minerals, but that the difficulties thrown in the way of mining operations by the authorities are so great that it is only in very few exceptional cases that they are not prohibitive. In Samos antimony and silver lead are being worked on a small scale. A few years ago mines of antimony, copper and lead were discovered in the north of the island of Scio. Coal seams were also found somewhere toward the centre, but the pursuit of such undertakings had to be abandoned for want of capital. In Tchesme coal and other minerals exist, but they are not worked.—American Merchant.

G. H. WEDGWOOD & CO.

MANUFACTURERS OF

Colored Japanned Sheet Metal Goods,

SPECIALTY, ADVERTISING SIGNS.

Inventors of the Only Indetectable Imitations of English Glass Enamel.

79 JARVIS STREET, TORONTO.



When writing to our advertisers please inclose the above.

WALTER H. COTTINGHAM,

56 St. Peter St. MONTREAL,

CAN SUPPLY AT CLOSEST FIGURES:

Gold Leaf, Silver Leaf,

Aluminum Leaf, Composition

Leaf, Dutch Metal or Schlag

Metal, Bronze Powders and

Gold Paints.

Write for Prices.

E. R. C. CLARKSON

TRUSTEE AND RECEIVER

In affiliation with TORONTO,

JNO. B. CLARKSON

Temple Buildings, - - - MONTREAL.

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention

FENSOM'S ELEVATORS

Are the best manufactured for
Factories, Warehouses and Stores,

FENSOM ELEVATOR WORKS,

52 TO 56 DUKE ST.,

TORONTO

THE FINANCIAL CRISIS.

Perhaps a few facts relative to the financial difficulties of the great banking firm of Messrs. Baring Bros., London, Eng., will be of interest to hardware men, who even at this late period, may have read all that has already been said concerning the matter in the daily press.

So much has been printed in the American papers relative to the great loss the English commercial world has sustained, and also the immense monetary power England itself has lost, that our neighbors across the line have come to the conclusion now, that the mother country is no longer prominent in the money markets. In fact they now look upon New York as the great clearing house of the world. We, therefore, have waited for news from more reliable sources than that furnished by our neighbors, and quote from Ryland's Iron Trade Circular the following:—

The Standard says : It is easy to trace the cause of Messrs. Baring's difficulties. From first to last, these difficulties have had nothing whatever directly to do with the trade of the country. The merchant banking business of the firm is probably as good to-day, if not quite so big, as ever it was, and the exasperating thing, to those who associate its name with all that is great and honorable in English commerce, is that it was not content with that business. Some estimates place its profits—its legitimate, honestly earned profits—at a million per annum. This may be—probably is—an exaggerated figure ; but there can be no question at all that Messrs. Baring Brothers and Company were by far the largest merchant bankers in the world. Their business ramifications touched "the very toes of the world," as the head of a leading discount house expressed it on Saturday. In India and China their name is supreme. All over the continent of Europe a bill on Baring's is at least as good as a Bank of England note. They tower above every other European house in the United States as consignees of merchandise upon whom bills may be drawn, and they have long stood second to none in South America. No house in the whole history of English commerce has ever occupied such a position ; in all probability none will ever occupy it again. It is painful even to think that an old firm, of such splendid traditions and in such an unrivalled position, should to-day lie so low. Yet—and this is the comfort—low though it be, we believe that throughout all its recent financial transactions this part of its business has continued to be as good and as wisely and ably conducted as ever. The bulk of the fourteen to fifteen million pounds of its acceptances now current will, we have no doubt, be met as easily as they would have been a year ago.

The primary, if not the sole reason why Messrs. Baring find themselves in need of extensive and concerted help to-day is to be traced to their connection with the finances

of Argentina and Uruguay. Their behavior in relation to these countries, and the debts thereof, appears to have been reckless in the extreme. Without taking sufficient thought of the consequences, they have accepted the most extravagant responsibilities, trusting that their great name would carry everything before it, and they have now to pay the penalty of their folly. But the world has not been blind to the course they were pursuing, nor yet their principle foreign correspondents. Messrs. Baring's connection with the Argentine Republic is of long standing ; and we believe it was, till recent years, highly creditable to them. Their descent began with the questionable methods adopted to sustain the credit of Argentina in 1876, when the Republic would have defaulted but for money lent it by Messrs. Baring and Murrieta. From that hour till this it is doubtful if the revenues of that country have ever really covered the true expenditure. Yet upon such an unstable foundation Messrs. Baring have, almost single-handed, reared, within the last five years, a pyramid of debts ruinous in its mass. Had they succeeded in selling all the bonds representing these debts to the public, they would have been safe to-day, but investors soon doubted the security, and kept their money. New creations had to be underwritten by syndicates, the great Buenos Ayres Waterworks scheme fell a little flat, and as the heap of unsaleable securities grew, the position of Messrs. Baring became more perilous. Even then it was not so much that they could not stand beneath the weight they had piled up, as its magnitude attracted attention to them. Their credit began to be talked about, and then all felt that the end of such finance was only a question of time. The first mercantile business in the world was bound to decay under such conditions, whether it came to a dramatic end or not. Quite recently, within the last week or two, the rumors which had been buzzing around the grand old Bishops-gate Street house for months found their way to the continent, and took the definite shape there that "Barings had suspended payment." This reached the ears of the Russian Government. It withdrew its deposits, and all the banking credit of England was called in to keep the credit of the firm intact.

BUSINESS AND GOVERNMENT.

In his recent speech at the New York Chamber of Commerce Chauncey M. Depew declared, with much emphasis, that the real power in civilized government rests in the business man, and that in the management of public affairs he is entitled to insist upon commercial principles and the laws of trade being rigidly observed.

This distinguished speaker who, in addition to being a man of action in weighty affairs, hath a facile and pleasing tongue, herein embodies, in a few terse sentences, a proposition of such force as must carry conviction with it. In so far as government has

departed from this principle it has carried the workings of economic laws from their natural basis. Popular government under any system means a controlling voice by the men of business, using the term in its broad sense, so as to include the manufacturer, the merchant, the farmer, the artisan and all who have a part in the great industrial movement that sustains and advances life and, in fact, keeps the world moving.

But business men have not always taken their share in the guidance of government, being more often content to commit the destinies of the country to those less interested in its prosperity and advancement, and who, if unrestrained, incline to constitute a ruling oligarchy of place hunters. There are, however, hopeful signs of an awakening to a full sense of its responsibilities in this regard on the part of the business interest of the country and, as Mr. Depew well observes, such an awakening must result in a firm insistence upon "the rules of commercial principles and the laws of trade," being a governing force in the conduct of public affairs.

History records the downfall of nations swiftly following the ignoring of business principles in governmental affairs. The rank and opulence they gained were creatures of trade, and when the trade interest was disregarded mercantile independence was lost and decay followed. Commerce made England and won America her liberties ; and only due regard for the supremacy of her commercial interests will perpetuate American prosperity. The march of civilization is the march of trade and commerce. They go together. They are inseparable. So the business interests of the country are a part of its being ; and it devolves upon the business element to see that those interests are ever kept in view and steadily advanced. It is a part of the business man's duty to look after matters of government which concern the general commercial welfare.—Stoves and Hardware Reporter.

The new tariff of the Argentine Republic, which goes into effect at the beginning of 1891, makes iron and steel free, on the ground of being raw materials for the manufacturers.

ENGRAVING FOR ALL ILLUSTRATIVE AND ADVERTISING PURPOSES	J. L. JONES, WOOD ENGRAVER, 8 1/2, 10 & 12, KING ST EAST, TORONTO, CANADA.
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A. E. CALDWELL DESIGNER & ENGRAVER ON WOOD	CUTS ATTRACT WHEN TYPE IS IGNORED
71 Yonge Street.	



McLeod & Ross, tinsmiths, and dealers in tinware, Pugwash, N. S., have dissolved.

John C. Jones a tinsmith, of Belmon Ont., has had a fire, and considerable damage was done.

A good way to clean brass is to make a mixture of one part of nitric acid, and one-half part sulphuric acid, in a stone jar, having also a box of sawdust and a pail of clean water. If the brass is at all greasy, it should first be dipped in a strong solution of potash and soda, and afterward in the acid, then in the water, then rub thoroughly with the sawdust.

In connection with the visit of Mr. Maxwell, an Ontario oil expert to this Province, it is announced that first class petroleum has been discovered upon the farm of Mr. E. Vine, in Metchosin district. No effort has been made to develop the deposit, but there is a probability of a refinery being erected and the manufacture of coal oil being entered into if the find proves to be a lasting well. Mr. Maxwell is now in the northern part of the Island, but on his return to Victoria he will be induced to visit and inspect the prospects on Mr. Vine's property.—Victoria, B. C. Colonist.

We learn from the Electrician that the French postal authorities have recently adopted a new type of telegraph wire called the Martin bimetallic wire. This new conductor, although consisting of two metals, is not an alloy, but is primarily a steel core, which is coated with a copper, and it is proposed to use this wire both for telegraphic and telephonic purposes.—Industries.

What is known as commercial travelling is on the increase. There are now few large business concerns in which it is not an important factor. The detail of keeping close track of the travelling salesmen of a large firm is something more difficult than many might suppose. One Philadelphia concern, with with over a hundred travelling salesmen, has an ingenious system. On a large board is painted a map of the United States with the railway and river routes prominent. The board is perforated all over with little holes, and a tiny flag bearing the salesman's name on a large steel pin shows his exact whereabouts that day. Thus the whereabouts of every salesman can be seen and told at a glance. Sometimes the district covered by each salesman is marked off by colored lines.—Ex.

Rivalry, open, fair, good natured and enterprising, is the life of business.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

Bond or Free

Warehouse Receipts Issued,
Negotiable anywhere.

R. CARRIE,
27 Front St. E. Toronto.
EOW

STORAGE

STEEL WIRE CHAIN.

BROWN'S PATENT.

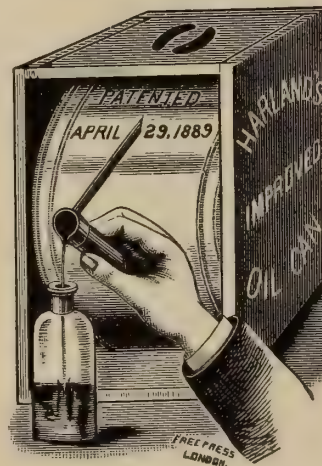


Cut showing full size of No. 0.

Strongest, Cheapest and Best Chain in the Market. Made of hard drawn steel wire. Actual tests show three times the strength of ordinary welded chain.

We are now making four sizes, viz., 0000, 000, 00, 0. Send for samples and prices.

B. GREENING WIRE CO. Ltd., Hamilton, Ont.



A NEW AND USEFUL IMPROVEMENT, HARLAND'S IMPROVED OIL AND SHIPPING CANS,

Patented In Canada, United States, and Great Britain, FAMILY OIL CANS, made in 4 sizes—: 2, 3, 4 and 5 gallons. Shipping Cans in 5 gallons only. It is the safest, cleanest and most durable can in the market. It is easily operated, not liable to get out of order. Does away with tops and pumps. No corks required except when shipping, as it is so suspended in case that it will automatically seal itself, against a pad on top of case, preventing the contents avaporating.

The best Family Oil Can in the market, and the most convenient can for retailing Varnishes, Japans, etc. Orders and correspondence solicited.

Address.

HARLAND BROS. MFR'S.
CLINTON, ONT.



This cut represents our

Grand Oil Heater

of which 20,000 were marketed in the United States last season. This stove will burn Water White Canadian Oil without smoke or odor, and will heat a large room at a cost of one cent per hour. It is artistic and beautiful in design, and the best selling article ever placed upon the market. It must be seen in operation to be appreciated.

Write for illustrated circular, prices and terms.

MORTON & CHRISTIE,
Windsor, Ont

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,
 HAVE IN STOCK
Linseed Oil, Castor Oil, Glue,
 and General Painters' Supplies.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

THE
NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

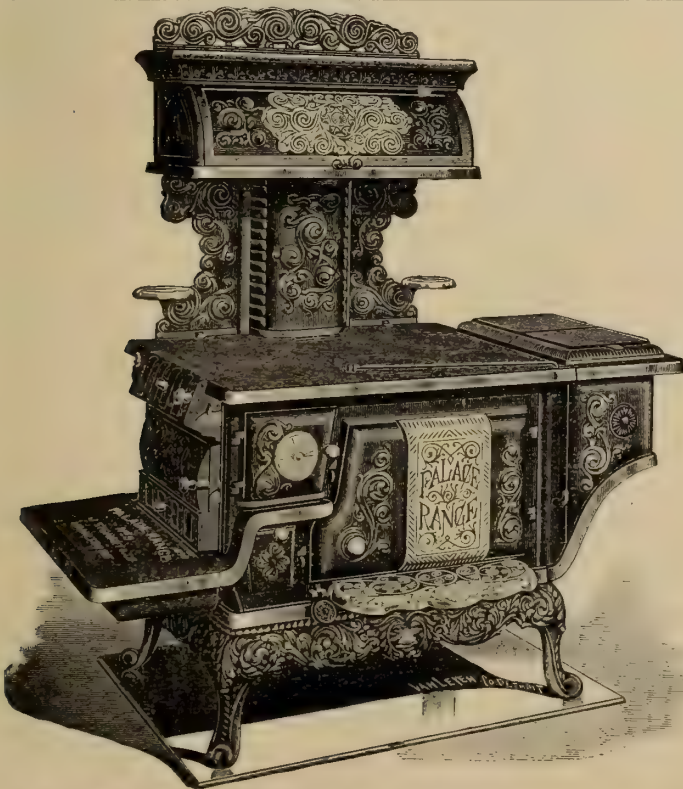
Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
 —APPLY TO—

THE MILLS, Campbellford, Ont.



Palace Range

— WITH —

OVAL FIRE POT and BASE BURNER GRATE

— OR —

Duplex Grate and Square Fire Chamber.

THE ONLY RANGE

With Interchangeable Fire Place and
 Grate using same water Front
 in both.

LARGE VARIETY OF SIZES AND STYLES.

EXTRA LARGE OVEN. PERFECT BAKER.

Sold by Leading Dealers. Send for Circular.

JAMES STEWART & Co., - HAMILTON, ONT.

TORONTO SHOW ROOM: J. BOXALL'S, 183 KING ST., EAST.



MONTREAL MARKETS.

Dec. 4, 1890.

With the close of navigation there usually comes a quiet spell in most lines of heavy material and this is the case just at present so that as regards actual business in a general way, there is practically nothing to report since our report of a week ago. From all accounts though the position seems to be a firm one and stocks generally are reported to be in a handy shape in most lines of material, while we have no particular alteration in the matter of prices to mention. In iron the only business is an occasional sale in a jobbing way and pig iron in store is held firm at \$24. The same remarks apply to chemicals in which we note some advances for the week. In other lines there is nothing particular to mention except the unsettled feeling in petroleum, crude being held very firm, while considerable cutting has been reported in refined.

IRON AND HARDWARE.

There is no change to the market of which very little can be said; in fact we cannot cite any business at all that has been put through since our last. Advances regarding the iron market in Great Britain show considerable fluctuation in the speculative branch for the same reason as mentioned last week, viz., a strained money market, but the position of makers is unchanged and no alteration has occurred sufficient to affect our markets here. Prices in consequence are firm and unchanged at \$24 for lot ex store, and possibly \$23.50 might be allowed where a round lot was under consideration. The same remarks apply to other lines which continue unaltered for iron steady at \$2.25 to \$2.30, and sheet material quiet, with nothing doing and prices unchanged. In the metal market tin is the feature at outside markets, but fluctuation causes very little stir here for the reason that there is very little done in it, and the transfer of a 100 ton lot is a rare instance. Prices here rule from 23½ to 24c.

NAILS.

The nail market and business has been important during the week, in fact there has been little doing in bulk lots, the movement being simply of a jobbing character. The tone is steady and prices are as last reported.

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	....	2 50
8 dy to 9 dy, " "	....	2 75
6 dy to 7 dy, " "	....	3 00
4 dy to 5 dy, Am. pat	....	3 25
3 dy, hot cut, per keg, Am. pat	....	4 00
3 dy fine hot cut, " "	....	5 50
4 dy to 5 dy, cold cut, Can. pat.	....	3 00
3 dy, cold cut, " "	....	3 50
2 dy, hot cut, nails " "	....	5 70

	Steel Cut Nails	Wire Nails
10 dy to 60 dy, per keg	\$2 60	\$3 15
9 dy " "	2 85	3 75
8 dy " "	2 85	4 10
7 dy " "	3 10	4 40
6 dy " "	3 10	4 70
5 dy " "	3 35	4 70
4 dy " "	3 35	5 00
3 dy " "	4 10	6 00
3 dy fine " "	5 60	7 25

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 50
4 dy @ 5 dy, per keg	.....	3 07
6 dy @ 7 dy, " "	.....	3 57
8 dy @ 9 dy, " "	.....	3 25
10 dy @ 30 dy, " "	.....	3 00
Cut spikes, " "	.....	2 55

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	.....	\$4 80
1 " " "	.....	4 20
1 ½ " " "	.....	4 50

Finishing nails 70c. per keg over same size hot cut, viz., from \$6.45 for inch to \$3.50 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.45 for 1-inch to \$3.25 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$6.95 for 1-inch to \$3.75 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand in 100 box lots 50 and 10 per cent. off discount, for large lots; small lots 50 per cent. off; four months' or 5 per cent. off for cash in 30 days. P. D. brand similar terms.

CHEMICALS.

The market remains uninteresting as far as actual business is concerned, and there is little to note except a small average jobbing movement, in fact a quiet spell is the normal condition of the market just at this season. The tone continues steady and values all round are maintained. Bicarb soda is firm at the advance noted last week at \$2.60 to \$2.75, while sulphur is steady at \$2.50. Sal soda has been marked up 5 to 10c. to \$1.00 to \$1.12½ and Caustic soda 25c. to \$3.00 to \$3.25. These two latter advances were decided upon last week as we anticipated. Bleaching powder is firm at \$1.85 to \$2.10 and other lines are unchanged.

PAINTS AND OILS.

There is no change in this market which moves along quietly with values steady and no advance yet decided upon as regards leads, although it has been discussed. We quote: White lead \$6.25 to \$6.75, No. 1, \$5.25 to \$5.50, No. 2, \$4.50, No. 3, \$4 to \$4.25; dry white, 6 to 6 1-2c.; ditto red, 4 1-2 to 5c. Oils rule quiet and firm. Gaspe and Newfoundland cod firm at 40 to 45c., and steam refined seal 52 1-2 to 57 1-2c., with little doing in either. Linseed is unchanged at 65 to 70c. for raw and boiled.

GLASS.

Glass moves along quietly without any thing particularly worthy of mention. The feeling is steady and prices are unchanged on the basis of \$1.50 to \$1.60 for first and second breaks respectively.

PETROLEUM.

The position of this market continues unsettled, owing to the firmness of crude and the cutting that is being done by dealers in their anxiety to clear off stocks of inferior stuff, so that a quotation on refined is a difficult thing to give at present. Some claim that cuts equal to ½ to ¾c. have been made by refiners and are still being made in refined, but it should not last long if the stuff is moving at all. We quote, 12¾c. at Petrolia and 15c in Montreal, in car lots, and 16 to 16½c in smaller quantities. American stock encounters a fair movement and prices on it are steady at 23c. in car lots, and 23½ to 24½c. for small quantities. American benzine is unchanged at 23 1-2 to 25c., and Canadian 14 1-2 to 15c.

NAVAL STORES.

This market rules unchanged and there is positively nothing to report now that navigation is closed for good. Turpentine moves along slowly and is steady at 60c to 61c., while rosins are quoted at \$2 to \$4.25, as to brand; coal tar, \$3.70 to \$3.80; cotton waste, ½c.

for colored, and 7@10c. for white; oakum, 5½@7½c.; and cotton oakum, 10@12c.

CEMENT AND FIRE BRICK.

Now that the cold weather has set in in earnest outside work of all kinds has been stopped, and this has created a dull cement market, and now there is only a jobbing business in small lots moving. Prices are firm. English, \$2.60 to \$2.80; Belgian, 20 to 25c. lower. Firebricks are steady with a quiet movement at \$21 to \$28 per 1,000.

TORONTO MARKETS.

TORONTO, Dec. 5, 1890.

Trade this week has displayed a greater degree of activity than at any time for some weeks past, which can be mainly attributed to the seasonable weather and the good sleighing. Of course the demand is principally for those lines of wares that are usually in demand at this season of the year, such as snow shovels, skates, and so on, and fine table cutlery and plated ware for the Christmas trade. Reports from the large metal centres in Great Britain and the United States indicate that there is a degree of weakness which is mainly due to the financial stringency, which, however, is now more confined to our neighbors over the line. Still, though money is easier in Great Britain, there is comparatively little of it being let out for speculative purposes. The leading metals are now being bought and sold by speculators abroad in the same way in which bread stuffs have been for years. Recent cables show lower prices for ingot tin, pig lead and copper.

Payments are fairly satisfactory.

IRON AND STEEL.

On spot there has been the usual demand and sales of Carnbroe have been made at \$23 to \$24, Middlesboro at \$22, and Summerlee at \$25.50 to \$26. There are no stocks here of Eglington or Gartsherrie and very little Summerlee. Bar iron remains at \$2.25 to \$2.30 for domestic.

COPPER.

Demand is fairly good and prices are firm at the recent decline. On spot quotations are the same as a week ago.

CANADA PLATES

Are still held firm at \$3.20 to \$3.25, and judging from the number of orders coming in it is quite evident that the majority of consumers have not fully supplied their wants early in the season.

TIN.

While other metals are lower broad tin plates maintain their position remarkably well owing to the unusual demand. No concessions in prices are being made excepting on sales for delivery, late in 1891 when the new American tariff will have come into force. On spot the price remains at 24 to 25c. for ordinary lots, and large quantities cannot be done better than 23½c.

LEAD.

The spot market is firm and unchanged at 4 to 4½c. for bar and 4¾ to 5¼c. for sheet. In round lots for future delivery some slight concession would be made.

ANTIMONY.

Is only in moderate request. Prices range from 19 to 22c.

ZINC AND SELLTER.

Have been effected at points of production the same as other metals, but the increased cost of transport from Antwerp to Canada is such that holders cannot afford to offer at any less than current figures. Sales have

MARKETS—Continued.

been made here this week at $6\frac{3}{4}$ to $7\frac{1}{4}$ c. Spelter is steady at 6 to $6\frac{1}{2}$ c. for foreign.

TIN PLATES

Are steady with a fair demand, with prices much about the same. Little better can be done on spot in charcoals than \$5.25 to \$5.50 for good reliable brands. Cheaper brands can be bought 25c. per box less. Coke is held firmly at \$4.75.

GALVANIZED IRON

Is in active demand, with prices unchanged, at $5\frac{1}{4}$ to $6\frac{1}{4}$ c., as to gauge and brand.

GLASS.

The market is steady, with values unchanged.

OLD MATERIAL.

The heavy fall of snow in this district has checked business to some extent. Stocks in dealers' hands are, therefore, more sought after, and we look for a temporary firming of prices. Dealers are paying 60 to 65c. for wrought scrap, and 70 to $72\frac{1}{2}$ c. for best scrap. Other kinds of old material unchanged.

PAINTS AND OILS.

Trade this week has ruled quiet in both paints and oils. The movement has been light and the range of prices shows no quotable variation. Turpentine is stiffer in the south, owing to the firmness in the American money markets. Here holders are very firm, as the bulk of local stock is in the hands of one concern.

PETROLEUM.

Though the price of crude shifts up and down almost daily its mean position is unchanged. The market for refined is the same as it was last week. A good trade is being done.

HIDES, ETC.

HIDES—The market is in a bad way, the United States demand having been made nearly inaccessible by an addition of 2c. duty. There is little buying for export, and prices have been going down like lead. One well-known buyer says he never remembers so sudden and so large a shrinkage in value. Anticipation of the increase in the United States duty caused an unusual activity in this market for shipment of stock across the border before the McKinley Act should come into effect. This hurried prices up to $8\frac{1}{4}$ c., and they are now down to $4\frac{1}{4}$ c. for No. 1 green. A carload of cured was sold on Monday at 5c.

SKINS—Sheepskins are improved, more as an effort of local competition than as a con-

sequence of organic change in the market. They are now \$1 for good.

STRAW—Oat straw is in better request, but not changed in quotation, the prices being \$6 to \$6.50.

TALLOW—Rough is 2c., and refined $5\frac{1}{2}$ c.

WOOL—There is no stock offering, but 20c. stands as the price.

RAW FURS.

Trade is particularly good. Demand fair. dealers paying following prices :—Beaver per lb., \$4.50 to \$5; bear, per skin, \$10 to \$25; cub, per skin, \$5 to \$12; fisher \$3.50 to \$5; fox, red, 81 to \$1.25; fox, cross, \$2 to \$5; lynx, \$1.50 to \$2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.25; Muskrat, fall, 12c.; winter, 15c.; otter, \$8 to \$13; racoon, 25 to 80c.; skunk, 25 to \$1.25.

NEW YORK MARKETS.

NEW YORK, Dec. 3, 1890.

PIG TIN.

Pig tin prices have fluctuated within narrow limits, and the situation of the market at the present time contrasts in no remarkable degree with that of last week. Some little speculation in futures is carried on, but dealers are buying cautiously, and purchases by consumers are on a moderate scale. Straits, in 10-ton lots, was quoted at $20.70@20\frac{3}{4}$ c. net cash, for prompt delivery, but sellers option all December was not above 20.60c. A line of 25 tons was purchased at $20\frac{1}{2}$ c. December delivery, against which a sale of 25 tons to arrive at 20.55c. cash on dock. Shipments from the Straits last month were 2,675 tons to Great Britain and America and 275 tons to the Continent, against 2,275 tons and 450 tons respectively in October.

COPPER.

A lot of 25,000 lbs Lake Superior copper was sold at $16\frac{1}{4}$ c. and resold 16c. Offers of 500,000 lbs. at 16.20c. were also mentioned, and there was a bona fide offer of Calumet & Hecla brand at that price. The copper involved was outside holdings, some of which, it was believed, could be secured at 16c. This reflects a rather weak market for the time being, but no idea of what the mining companies will do in the way of meeting the lower price is afforded, and, with consumers apparently very indifferent, market value is uncertain. Other varieties of the metal are also irregular, with $14\frac{3}{4}@15\frac{1}{4}$ c. quoted for

Arizona and $14@14\frac{1}{2}$ c. for common casting brands.

LEAD.

The pig lead market is dull and weak. Foreign metal coming in on late purchases, along with deliveries of domestic, serves to keep consumers well supplied, and in no quarter is there any disposition to buy ahead extensively. Hence, spot lots of domestic offered at \$4.70, and futures at \$4.60 to \$4.65, are finding limited sale. Foreign costs about \$4.95 laid down here, as per latest quotations by cable.

SPELTER.

Spelter is moving off slowly, but prices for the metal hold remarkably steady, there being no particular pressure in the offerings. Prime Western is quoted at $5.95@6$ c. for early shipment.

TIN PLATES.

In the tin plate market business is positively dull. The spot trade is chiefly of retail character, and buyers are purchasing futures in a very moderate way. Prices are slightly irregular, with a leaning in buyers' favor. We quote as follows : I. C. Charcoal, 1-2 cross assortment. Melyn grade, \$6.12 1-2 to \$6.25; for each additional X add \$1.50. I. C. charcoal, 1-2 cross assortment, Allaway grade, \$5.87 1-2; for each additional X add \$1. Charcoal terne—M. F., 15x20, \$8 to; M. F., 20x28, \$16.50; Worcester, 14x20, \$5.50 to; Worcester, 20x28, \$10.65; Dean grade, 14x20, \$5.00 to; Dean grade, 20x28, \$10.00 to \$10.25; D. R. D. grade, 14x20, \$4.80 to \$4.85; D. R. D. grade, 20x28, \$9.50 to; I. C. Coke—Penlan grade (iron), \$5.30 to \$5.35; J. B. grade, 14x20, \$5.40 to \$5.42½. I. C. Bessemer steel, 14x20, coke finish, \$5.30 to \$5.35; I. C. Bessemer steel, squares, \$5.40 to \$5.45 basis; I. C. Slemens steel, squares, \$5.50 to \$5.60 basis.

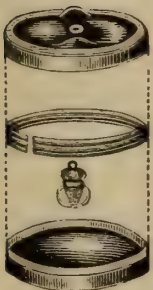
Samuel McGiffin, hardware, Oakville, has sold out.

R. Daniels, hardware and tins, Bracebridge, has sold out.

J. Young, of Souris, hardware, merchant, has opened a general store at Hartney, with Mr. W. Hopkins, late of Souris, as manager.

The fourth annual supper of the employees of the Ontario Rolling Mill, Hamilton, will be held in the Arcade on the evening of Dec. 26th. Arrangements have been made for an especially enjoyable anniversary.

MILK CAN TRIMMINGS.



Ironclad Pattern and Broad Hoop Pattern.
Get our prices before buying.

Samples of Broad Hoop Pattern will be ready
in a few days.

THOS. DAVIDSON & CO.,

11 Front St. W., Toronto.
474 St. Patrick St., Montreal.

KEEPING UP WINTER FIRES.

Huldah's management of her oil stoves seemed so helpful to many readers, that perhaps the way she saved coal, yet kept her house comfortable in the coldest weather, may prove suggestive to some. It is an old saying that "As the days begin to lengthen, the cold begins to strengthen," so most persons who have the care of fires pile on the coal, open all the dampers and send all the heat they possibly can up the chimney, forgetting it is the house they want to warm, and not all out doors. Then, when the stove gets red-hot, they open its doors and the coals which have burned white, soon die down, the room cools off, and the same performance is repeated, after perhaps, punching down the coals so as to make room for the fresh bucketful. In a day or two of such treatment, the fire gets hard to rake, because it has been packed so often; it is full of clinkers and stone, or dead coal; and it refuses to burn because, poor thing, it can't get a breath of fresh air; so out it goes and a fresh one is built, with much sighing and groaning over "these hateful fires." Probably the stove is blamed, and the coal merchant accused of sending poor coal, when the truth is, that the best stove and finest coal would do no better under the same circumstances.

Possibly it may not seem true when I state that Huldah's fires never were allowed to go out from the beginning to the end of winter, and she always had two or more to care for—a range, or cook stove in the kitchen, and a furnace in the cellar; oftentimes a stove or Baltimore heater in the dining-room. The top and lids of her range never warped because they were never allowed to get red hot, yet she always had a hot oven when she needed it. Do not think her stoves and heaters were exceptional ones; she lived in rented houses and had had many different kinds of stoves to manage, but the principle was the same with them all. The truth was, Huldah studied her stoves, and applied common sense to the use of them. She knew that the dust damper was meant for use only when raking the fire; that the oven damper was intended to throw the heat around the oven, that the pipe damper was put in to prevent the surplus heat from escaping up the chimney. She realized the fact that the fire-brick or lining is put in to protect the stove and keep it from being burned out, also to show where the fire belongs, and where it should be kept. Therefore when the coal is piled above it, it is not only a positive injury to the stove, but a waste of coal and a hindrance to the fire by cutting off the top draft. Common sense also taught her that the air should pass through from the fires below, therefore that they should be raked from below and not punched and jammed into a solid mass from above. When a fire is raked from below, the poker lifts any pieces of stone or clinker to

the top of the fire, from which it can be easily taken with a pair of tongs. A fire that is raked with a shaker is generally arranged so that the grate is an inch or more below the fire-box leaving a space large enough to draw out from underneath any pieces of clinker that may have formed.

When Huldah started her fires in the fall she saw that the stoves were thoroughly cleaned out, and brushed inside as well as out, so that not a coal or cinder or particle of dust or ashes remained in any part of it. She also provided herself with two kinds of kindling wood, hard and soft, thick and thin, and plenty of it. She believed it truer economy to use enough wood in the first place, so that she never had to re-make her fire. She first selected several pieces of hardwood about an inch or more in thickness, and as long as the fire-box, and laid them on the grate about an inch apart, partly to keep the coals from falling through the bars and partly because they burned slowly, but steadily, forming a bed of glowing coals at the bottom. On top of these pieces of hardwood she put a double handful of shavings, if she had them; if not she used pieces of newspaper, not twisted in hard knots, but crumpled lightly in her hands. Then a good many very thin sticks of soft, light wood were laid diagonally across each other, on top of the shavings, the whole length of the grate, with the ends resting against the sides of the so as to form a support for the thicker wood which she now piled to the top of the fire-box. She placed these sticks so that they crossed each other at right angles and placed a shovelful of soft coal on the top of all. The fire was now ready to light, and built in this way allowed a free circulation of air through the whole mass, which Huldah lighted by means of a shaving or piece of paper thrust through the bars of the grate. When it was well burning she added wood, two or three sticks at a time, and coal, a small shovelful alternately until she was sure the coal was burning, when she stopped using wood, but continued to add coal, a little at a time, until the fire-box was nearly full. Now, while the blue flames were still visible, she closed the draft and dampers entirely and the fire needed no more attention till supper time, if it was in the furnace. At that time she raked it a little and filled the cylinder with fresh coal which she allowed to burn until the blue flames appeared, when she opened the pipe damper and the furnace door, leaving them so through the night. The kitchen range or cook stove was closed entirely—dampers, drafts and lids—as soon as the fire had burned up brightly, and this fire lasted all day. After supper it was raked and filled up with fresh coal, the lids taken entirely off, the pipe damper opened, and so the fire kept through the night without apparently burning at all.

I have said that Huldah always had a hot oven and it is true, because she never pulled out the oven damper, consequently the heat

was obliged to pass around the oven continually, thus keeping it hot all the time. Managed in this way, Huldah kept good fires without wasting fuel. A ton of coal lasted one month of the coldest weather for the furnace and nearly as long again when the weather was mild. She used egg coal for the furnace because it lasted longer and gave out more heat. For the range and stove she used chestnut coal, and one ton lasted two months in severe, three in mild weather.—Housewife.

IMPROVEMENTS IN IRON MOULDING.

While visiting the shops of the East Tennessee, Virginia and Georgia, at Knoxville, Tenn., we were struck with the high quality of some castings that were in the machine shop, made by the Knoxville Car Wheel Company. The castings were 21 inches in diameter and were cylindrical shells intended for brushing locomotive cylinders. The thickness of the shell was slightly over one inch, and it did not appear to vary $\frac{1}{8}$ inch in any part. The castings were perfect cylinders, and were as clean and free from flaw as castings of ordinary form to be seen turned out from foundries that make a specialty of machine castings. While examining these castings we reflected on the remarkable improvement that has been made in the molders' art within the last quarter of a century. We are accustomed to hear glowing accounts of the advances made in the machine trade, or in all lines where cutting tools are employed, but comparatively little is said about the progress made in casting iron and steel to exact forms. Every reader of mechanical literature is familiar with the satisfaction expressed by James Watt at finding that a cylinder 18 inches in diameter was so well made that a half crown could not be pushed between the piston and cylinder at any point. But few people know about a case that happened in this country about 25 years ago, and which illustrates the rapid strides our Iron molders have made since that time. Mr. Milholland, the famous master mechanic of the Philadelphia and Reading Railroad, had received some camel locomotives, which were decidedly over-cylindered, even for a period that found large cylinders and small boilers toiling together in ill-assorted union. Mr. Milholland determined to bush the cylinders of his engines, and he put in brass linings, with the very worst results. The material cut out so badly and so rapidly that a few trips cleaned out a set of bushings. Mr. Milholland was a very bright man, and understood that cast iron was the material needed, and he tried some of the best foundrymen in Pennsylvania to cast thin linings for the cylinders, but they could not do the work satisfactorily, and he was compelled to use gun metal.—National Car and Locomotive Builder.

A reputation for truthfulness is indispensable to permanent and satisfying success.

MINING NEWS FROM NICKEL CITY.

The work of the season on the range can be easily summed up. Two new smelters have been started—one at the Blezard mine and the other at the Murray mine. The Harwood location on the Algoma branch of the railway has been opened up. It yields some exceedingly rich nickel ore, and promises to become one of the best mines on the range. Russell and Barnett are doing excellent development work on their fine property in the township of Graham with a view to the erection of smelting works near Nickel City next year. The reduction works at this point are progressing in a kind of a way, but the management seems woefully at fault. John Taylor, of Toronto, now wholesale merchant, but formerly a western miner, is preparing to sink two deep test shafts this winter on a property in Denison, in which he is interested. This is just what is wanted here instead of mere pot-holes that only give a black eye to a claim as a general rule. For the want of a better Mining Act to protect their rights, there were very few prospectors out this season, and owing to the range being plastered over with blanket applications, the most of them would have made more money gathering huckleberries on the brule or fishing in the creek with a string and bent pin.

But in spite of all artificial obstructions, mining has made a distinct, long-striding advance in the district this year, and everything points unmistakably—not to a boom like the Winnipeg or Mimico craze—but to unprecedented and, perhaps, remarkable activity and interest in mining here next year. The iron and steel men went away more than favorably impressed with the nickle deposits of the district, and English capital will no doubt come here in large amounts before another season is over.

But the speculative owners of mining claims need not expect to sell undeveloped claims, however good, to practical mining men at any price. And opening up a claim is not the simplest thing in the world to do either. The proper way is to have an ex-

perienced prospector examine the property first. Take a case in point. A Toronto gentleman engaged a so-called expert to open up a claim in the township of Drury two years ago. But the work was done in the wrong place. This fall he took an amateur prospector out to go over the lot, but they found nothing, and he came back very much disgusted and ready to sell the property for a song, or give it away. As a last effort he persuaded a mining geologist here to go and examine the claim with him. They arrived on the lot at 11 o'clock, and before the time

for their noon lunch the practical scientific explorer had traced the indications to a fine nickle outcrop on the surface, "as plain as the nose on a man's face," showing the property to be a very valuable one, if not one of the best in the whole range.—The Mail's Correspondent.

Soap and water are cheap, but soil on goods is expensive.

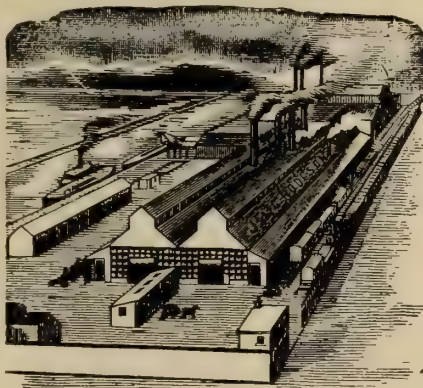
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DRUM TAPS.

Leaves from the Diary of a Commercial Traveller.

BY WM. H. MAHER.

CHAPTER. XIV.

My next stopping place was a little village containing one large general store, a drug store, a store that was equally devoted to drugs and groceries, not forgetting to mix in some hardware with the groceries, and a half dozen places that might properly be called "shebangs." My first call was at Brown's. There was a profusion of politeness in his manner that reminded one of a Virginian. I carefully watched all his peculiarities, and followed him in them as well as I could, and at last reached a place where it seemed to me I could properly bring business on the stage.

"How is your stock of hardware?" I asked him.

"Well, I don't know; we're pretty full just at present."

"Have you all the cutlery you want?"

"Yes, I guess so; we don't sell a great deal."

We walked to the show-case where he kept his cutlery, and if he had asked my honest opinion, I would have said that he had all the cutlery he ought to have for his town. But he neglected to ask my advice, so I did no, offer it.

"You haven't any fine knives," I said. "Don't you have calls for three bladed knives?"

"Yes once in a while; but I guess we won't get any to-day."

His manner led me to believe that if I had my samples there I could get an order from him; I prepared to act accordingly.

"We have some very taking patterns in three blades," said I, "and if you will let me, I'll bring in my samples; it will not cost you anything to look at them, you know, and I had much rather be showing my samples than sitting here doing nothing."

"Certainly I will look at them," he answered, with a very polite flourish, "though I do not think we will order anything to-day."

That was all right; we would see about the ordering in good time. I had left my samples in the baggage-room of the depot, and I now went there, opened the trunk, and took out eight cards of knives; such cards as contained the styles in one, two and three blades that he would be likely to order. Then I took table knives and spoons out of my valise, and when I started up town I had my arms full.

Mr. Brown pushed wrapping-paper off the counter to make room for the cards, and I arranged them in order, according to price. Much to my annoyance, he wanted to take every knife off the card, handle the blade, work the spring, and then breath on the polished blade. Whether there is anything in it or not I have never yet learned, but there seems to be a very general impression among men and boys that you can tell something as to the temper of a knife by breathing on it,

if the steam vanishes from the blade rapidly it is supposed to be a well tempered one. But I do know that this is an excellent way to rust one's samples.

My friend Brown went through this formula with each knife, and after he had tested it in this way I gave it a good rubbing and put it back on the card.

When we had been through the cards, examining as I extolled the merits and named prices, I began to prepare for an order.

"If there is anything you need to make your assortment good, Mr. Brown, I would be glad to send it to you."

"I guess I won't buy to-day; when you come around again I will be in better shape to order."

The bird in hand is supposed to be the most valuable, consequently I would rather have a small order now than the promise of a large one by and by. I took from the cards a knife that I had seen him linger over as if he liked it. "Here is a knife you could sell readily, if you had it," said I, "and you can easily double your money on it. It ought to retail at \$1.25: I will sell it to you at \$9 per dozen."

"Yes it would sell," he said, "how do they come packed?"

"Half dozen in a box."

"That would be more than I would want."

"Then you may have just such amount as you like."

"You may send one sixth of a dozen," he said after very mature deliberation.

I at once regretted that I hadn't put another dollar on the price, but was prepared with the rest.

I saw that he bought knives because he liked to buy them; he was fond of a nice knife, and by tempting him sufficiently I soon sold three dozen of knives, though they were all in one-sixth-dozen lots. It was a slow process, but it paid. I couldn't get out of town until late in the evening, and I could well afford the time.

Once I had a little order from him it became easier to get him to add to it, and very soon we were handling the table knives, and he was ordering. After this we went through his stock on the shelves, and found tacks and such things rather low, and in the end I got an order from him of about \$50, of course at good profits.

At the large store I met with a very cool reception. The proprietor did a good business and controlled the grain trade of the place, and probably was looked up to by all the farmers; naturally he had a good opinion of himself, and bought his stock mostly in New York. Whether he bought it cheaper or not he did not know, but he thought he did, and that was enough for him.

One didn't need to be in his store many minutes so see the kind of a man he was, and when I found him at leisure I offered him my card with appropriate humility, not being from New York.

"We don't need anything in your line," said he, briskly, and with the intention of cutting off our interview at the start.

I bowed in submission, but proposed to talk a little.

"Have you done anything about shovels and spades yet?" I asked,

"Yes bought them in New York a month ago."

"Are you needing anything in nails?"

"Not to-day; what do you get for nails!"

It was something to get him to ask a price.

I quoted nails at 10 cents less than they cost us. I was positive this was 10 cents, if not 20 cents, less than he could buy nails for, but he looked as if the figures were about right.

"I would be glad to send you any that you need," said I.

"We are full just at present."

"I carry a large line of cutlery samples, and can offer you some very low figures; how is your stock in that line?"

"Full"

"I'm coming around this way regularly, and hope to do some trade with you; I will promise to sell as low as you buy in New York—"

"That's all nonsense," said he, with a wave of his hand, as if to settle the question. "You buy your goods in New York, and buy them of the men I buy of; then how can you compete with the houses who supply you?"

"It is possible that we buy goods in a little larger lots than you do," said I, "and then you are mistaken about our buying goods of the houses you patronize. We buy of the manufacturers, and not of the New York wholesalers."

"Well, I don't want anything to-day," and he turned to go away.

I saw I could not give him goods, let alone sell to him, as all his wares must come from New York, so I gave him a "good-day," and started across the street to the drug store.

A doctor and his son were the proprietors and both were in. I saw a can of white lead in the window, and devoted myself to that article first. After a sociable chat of a few minutes I came to business.

"I see you handle white lead, Doctor," said I to the senior, "and I want to have you take hold of our brand. How is your stock?"

The son said that one can was all they had. That was encouraging.

"You sell considerable lead don't you?"

Yes, they had a good trade.

I explained all the merits my lead possessed, and after working an hour, induced them to take hold of it; they ordering a case of 200 pounds. Now I changed the tune; didn't they want a cheap lead? Something to retail at a low figure and yet pay well. I went on to show them how much easier it was to sell when they had an assortment; that they could meet competition better, and that there was a class of customers who looked at price more than at quality. They saw it after awhile, and I got an order for 200 pounds of the cheap lead. This was doing well.

Next I took up cutlery; they kept a small stock, and were doubtful about adding to it.

After every argument had failed I opened my order book at Brown's order, showing them the page or more of knives he had ordered, taking care to keep my hand on the column showing the one-sixth dozens.

"He must sell lots of knives," said the son.

"That's because he keeps a good assortment," said I; "half the men who buy knives do it because they see a pattern that pleases them rather than because they need a knife."

"That's so," said the Doctor.

"Let me bring in my samples," said I; "if you see anything you like, well and good; if you don't why, do not order."

They made no objection, and I went down to Brown's for my samples.

I always like to sell knives to two partners; as a general thing they buy twice as many goods as they would do if but one man was

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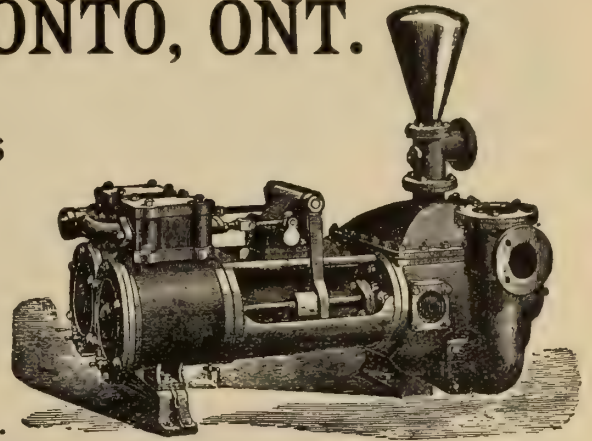
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buying. Each one wants the patterns that suit his taste, and the result is a good order.

I spread out my samples and was soon taking down an order, and a good one. They ordered in half dozens, and almost before they knew it I had six dozens on my book. And this settled my trade with them—a bill of about \$100, and a good profit on the same.

I had still some two hours before train time; half that time I gave to the Doctor and his son, making myself as sociable as I could, and then went to Browns and stayed with him till train time. He helped me carry my samples to the depot, and acted so friendly that I went through his order and cut down the prices on knives about 50 cents a dozen.

This finished my first week on the road, the next day being Sunday. I picked out a good hotel in the town I came to, and hoped to have a quiet, restful Sunday. The week had been one of triumph from first to last, but just how many goods I sold I didn't know; I proposed to figure it up on the morrow, and see how successful I had been.

The steel mill of the Bethlehem, Pa., Iron Co., has shut down, throwing 1,000 hands out of employment. Officials say the shut down is necessitated by lack of orders.

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Burner connected with oil Cup by a screw.

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Amherstburg has passed a by-law appropriating \$27,000 for waterworks.

A plumber in England won the university prize for an essay on English poetry.

The hot water pipes in the Winnipeg market burst on Monday owing to the fires being let out the night previous and the pipes freezing.

During the last decade the plumbing fraternity has been an active and important agency in the advancement of sanitary science, and has strong claims to prominent recognition among the foremost forces to which its rapid progress is due.

A lamp, which had been left lit in the Office Files Manufacturing Company, 330 Yonge street, Toronto, exploded shortly after 6 o'clock on Tuesday evening. There was no person on the premises, and in a short time the rear portion of the store was in flames. Passers-by noticed smoke issuing through the front, the alarm was at once sounded, and in fifteen minutes the firemen had the blaze out, not, however, till nearly \$1,000 worth of damage was done, which the insurance nearly covers.

The adjourned meeting of the Master Plumbers' Association of this city on Nov. 27th was well attended. There have been many concessions which the apprentices have wished for, and generally speaking they have been well treated. At this meeting they came to a definite understanding concerning the hours of labor—and it was resolved, that all employees would work eight hours per day during November, December, January, February and March, and close on Saturday at 12 o'clock all through the year.

JOINT WIPING.

A writer in the Plumbers' Trade Journal says:—Don't you think that it would be a good idea for some of the craft to let us into the secret of doing work well and not so quickly as 'tis sometimes done?

I was invited by one of our first-class architects the other day to look at one of the finest jobs of work in the plumbing line that I ever saw in a dwelling house. The house is considered absolutely fire-proof; of course that necessitates the exposure of all the work, and I must say that it reflects great credit upon the firm that did it. Riley & Hill will always be remembered by me as having done as fine a job as it was ever my fortune to see, and it is this class of craftsmen who should prosper. When the plumbers of this whole country make up their minds that it is better to get a good price for their work—and then do it well—there will

be no need to advertise for "rushers."

I have always argued that plumbing is a luxury, and the parties having it done should be made to pay what it is worth to do it, and do it well.

You would be surprised if I were to tell you the number of houses in our line who refuse point-blank to estimate on any piece of work. I meet architects who tell me that there are very few men in our line that they will allow to make an estimate for them, and why? Simply because they are always too low for the job that the owner expects to have when the house is completed. No, my fellow craftsmen, you cannot hoodwink the architect. He has kept the run of the cost of our work, and also the quality of the work that has been done, and I believe that 80 per cent. of the architects in this city, and I might add in this country, know before the plans and specifications are submitted to the plumber what the work is worth to do it, and do it right.

A word to the young man just going into business, and I am done. When you are called in to estimate a set of plans, put your rule on the work, don't guess that it will take so-and-so, but be sure that you know what it will take; there is too much guessing in our estimating. The very first thing that I would do, if I were to go into business again and had to estimate work, would be to procure one of Vanderman's estimate books. A man possessed of one of these books can hardly go wrong; a list of all the goods in our line is plainly printed in it, with dollars and cents column and everything, even to the percentage that must be added to the cost of the work. Of course the amount of percentage is not there, but you are reminded that such a thing as percentage is necessary to make the business successful.

I have not mentioned Vanderman's book from any mercenary motive, but simply because I have seen the book and have a good opinion of it—just as good an opinion as I have of the author.

PETROLEUM FUEL FOR BOILERS.

B. P. Critchell, of Cincinnati, made the following remarks on petroleum fuel at a recent conference of florists:—

The main consideration in petroleum heating is as to the quality of the oil and the means of delivery. At a florist's establishment located some distance from a railroad oil cannot be burned successfully because of the cost in handling and the terrible odor created in the handling of the oil open. Where the oil costs, delivered at the greenhouse, more than \$1.25 a barrel, it cannot be burned so as to compete successfully with coal. The use of oil is advantageous in an avoidance of smoke, in requiring but little labor to attend to it and in the intense heat created by the fire.

With respect to the intense heat I would say that it is not safe to burn the oil where

small boilers, especially tubular boilers, are used. The heat is so intense that a bar of iron one inch in diameter hanging directly in the flame will be burned off in three hours. It is a perfect white blast flame.

As to the elaborate settings of the furnaces, we find there is no use for these, as we use simply six inches of ashes or cinders spread over the grate bars to keep the flame from the bars, putting the burners in the place of the doors and having sheet iron doors made to fit around the burners. The combustion is perfect, there is no smoke whatever, and the results are the same as from a very strong coal fire.

Great care must be taken in the handling of the oil from the tanks, as it generates a low gravity gas which is as explosive as nitro-glycerine—a fact which quite a number of our oil burning florists have learned to their sorrow, myself among the rest. We heat the oil before burning it, and create a superheated steam with superheaters which run through the furnaces, so that the moment it reaches the end of the burner the oil forms into a perfect gas, which throws a long white flame for the full length of a 24-foot boiler.

Another item that must be looked to in the burning of oil is sufficient tankage, so that the florist may be able to carry on hand from 150 to 200 barrels of oil at all times, as delays occur almost regularly in oil shipments, because, coming as a low class of freight, the oil is often side tracked to make way for higher priced freight. Much inconvenience from this cause may be avoided by keeping on hand a sufficient supply.

The experience we have had has been altogether with the Ohio or Lima district oil, but the Standard Oil Company have now secured all that field, and the price has advanced from 42 cents, as formerly, to more than \$1 a barrel for any and all kinds. In the Lima oil we find not much variation in quality. Those who use that oil will find that the grade runs very true, on account of the very large tanking capacity that the Standard Oil Company have there. They have at the present time stored in the Lima fields more than 18,000,000 barrels.

In our comparisons of oil with coal all our trials have been made with the bituminous mine or slack, or what is commonly called "nut and slack." We have never tried the oil in comparison with anthracite coal, but in all small places and where tubular boilers are used we do not think the oil would prove either successful or economical. In large places or where large boilers are used the use of petroleum at \$1.25 per barrel will insure a great saving, as compared with the coal we are now burning.

Restore goods to their proper places as soon after using as possible.

Master the whole business and the way to fortune has been mapped out.

Goods conveniently located save time, money and temper in showing.



CUTTING IN BUILDERS' HARDWARE.

TORONTO, Dec. 3, 1890.

EDITOR HARDWARE:

DEAR SIR,—I send herewith two circulars which have been distributed among my customers by a retail firm which is controlled, if not owned entirely, by a wholesale house. You will see from the quotations that they are offering goods to builders at the same prices as I myself pay for them. What can be done with such a house? I should like to hear what my brother retailers have to say in the matter. Yours,

CITY RETAILER.

[Our correspondent has touched an important subject. A wholesale house is selling through a retail store, which they control, a line of builders' hardware at wholesale prices. In other words, a wholesale house is charged with selling goods to consumers at wholesale prices. The circulars which our correspondent encloses proves this. They offer screws, sand paper, narrow wrot butts, reversible wrot butts, loose pin butts, locks and knobs and inside door sets, and

other articles, at wholesale prices. This is a most serious matter and demands the immediate attention of the trade, both wholesale and retail. We believe if the guilty house were shown the unfairness, not to say the injustice, of their action they would withdraw the circulars and do their best to maintain prices on a profitable basis.—EDITOR HARDWARE.]

HANDSOME HARDWARE FAVORED.

The evolution of artistic designs in builders' hardware keeps pace with the development of a higher popular taste in architectural matters. Of late years hardware has gained a place of steadily growing importance in building specifications, in private as well as in public contracts. It is no longer sufficient to set apart a "lump sum" for hardware, or to dismiss the needs in that line in a few general terms. "Builders' hardware" now comprehends so much more than it did only a few years ago that it has become necessary to specify in great detail the styles and quality of metal work suited to the new building and its surroundings. In fact it is best to have an entirely separate specification and form of contract to cover hardware in the case of important buildings, and the owner may thus have the benefit of competitive bids. This should be drawn by one familiar with modern hardware in all its details and also informed regarding the preference or taste of the owner. In the absence

of such specifications there is room for misunderstandings and for the substitution of inferior goods. The bidder is also enabled to make a closer estimate when the specifications are in detail.

The force of these truths is recognized by the leading manufacturers of builders' hardware, who publish "architects' editions" of their catalogues, and in many ways endeavor to keep in touch with the architectural development of the age as a means of finding an opening for new effects in beauty, finish and artistic character of their work. Every hardware dealer has it in his power to extend, in some degree, the taste for attractive-looking hardware. There is a difference in the point of attractiveness even in coat hooks and cupboard catches, and it requires no more effort to handle the ornamental designs than any other. There may be a difference in price to be considered, it is true, but the wide-awake dealer who skilfully contrasts the handsomest goods with others in his stock, will be able in time to get his customers to look at other points before cost.—N. Y. Hardware.

A member of the Iron and Steel Association who was interviewed by an English paper on his visit to America, spoke of the poor cutlery he found there. He said the table knives were all one piece, the blade and handle being cast together. The only place he found a good knife was in Toronto.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

We are making special drive on cross-cut saws, and solicit enquiries, also have complete assortment of popular makes of skates now on hand.

Our customers are particularly desired to send in specifications early.

TRY OUR M. L. S.  BARREL SIFTER.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL



The above Brand of Lead
Requires no Association Guarantee.
It is the STANDARD of the Dominion for
Purity, Fineness and Whiteness.

WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

W. G. A. Lambe & Co.

Late Williamson & Lambe.

-STORAGE-

54 & 56 Wellington St., East,
TORONTO.

DESKS

OFFICE, LIBRARY,
CHURCH AND SCHOOL
FURNITURE.

JOHN M. BLACKBURN & CO.,
41 COLBORNE ST., TORONTO.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb ingots, per lb	.. 24,	25
Straits 100 lb ingots.....	" .. 24	25
Strip	" .. 27,	29

Tin Plates—Charcoal Plates, Bright.

Bradley M.L.S.	Per box	
I.C., usual sizes	.. 26 25	\$6 50
I.X., "	.. 7 50	7 75
I.X.X., "	.. 8 75	9 00

Raven & P.D. Grades—		
I.C., usual sizes	.. 5 25	5 50
I.X., "	.. 6 25	6 50
I.X.X., "	.. 7 25	7 50
L.X.X., "	.. 8 00	8 25
D.C., 12½ x 17	.. 4 75	—
D.X., usual sizes	.. 5 75	—
D.X.X., "	.. 6 10	6 65

Note.—Other brands might be shaded
by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	.. 4 60	4 75
I.C., special sizes	.. 4 75	5 00
B.V. Grade, I.C., usual sizes	.. 4 60	4 75

Note.—Round lots of 14x20 might be
purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	.. 8 25	8 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
I.X.X., 14x56, 50 sheet bxs	Per lb.	
" 14x60, "	6½c,	7c
" 14x65, "		

Iron and Steel.

Common Iron, per 100 lb	.. \$2 35	2 40
Refined " "	.. 2 60	2 65
Horse Shoe " "	.. 2 60	2 65
Band " "	.. 2 87½	3 00
Hoop " "	.. 2 87½	3 00
Swedish " "	.. 4 00	4 50
Nova Scotia Bar iron.....	.. 2 00	2 75
Sleigh Shoe Steel.....	.. 2 50	2 75
Machinery, Tire Steel .....	.. 3 00	3 25
Best Cast Steel, per lb.....	.. 0 13	0 14
Russian Sheet " .....	.. 0 10½	0 12
Tank Plates .....	.. 2 25	2 50
Boiler Rivets.....	.. 4 75	5 00

Boiler Tubes.

2-inch	.....	13c
3-inch	.....	18½

Boiler Plate.

½ inch.....	\$2 75
5-16 "	2 60
¾ "	2 50

Sheet Iron.

1 to 20 gauge	.....	3½, 3½
22 to 24 " .....	.....	2½, 3
26 " .....	.....	3, 3½
28 " .....	.....	3½, 3½

Canada Plates.

Blaina.....	½ bright	3 20
Boars Head.....	"	None
Maple Leaf	"	None
All Bright.....	"	None

Galvanized Iron.

Queen's Head—		
16 to 24 gauge, per lb	.....	5½, 5½
26 gauge, " .....	.....	5½, 6
28 " .....	.....	5½, 6½

Gordon Crown—		
16 to 24 gauge, per lb	.....	5½, 6
26 gauge, " .....	.....	5½, 6½
28 " .....	.....	5½, 6½

Note.—Cheaper grades about ½ cent
per lb less.

Chain.

Proof Coil, ½ inch, per lb.....	4½	4½c
" 7-16 inch "	5½	5½
" 1 " "	5½	6
Trace, per doz. pairs	\$3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz yards	0 13	0 50
Jack chain, double, per doz yards	0 15	—
Jack chain, brass, single, per doz yards	0 20	1 10

Copper—Ingot.

Lake Superior, per lb	.....	0 00
Baltimore "	0 16½	0 18
English B.S. "	0 16½	0 18

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	.. \$0 28	\$0 31
" " round & square	..	

1 to 2 in 0 26 | 0 28 |

Note.—Complete, lengths about fifteen
feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,	..	
16 oz, 14x48 and 14x60	\$0 21	0 22
Untinned, 14 oz, and light,	..	
16 oz, irregular sizes	0 22	0 23

Note.—Extra for tinning, 2½ cents per
pound, and tinning and half planishing
5 cents per pound.

Planished and tinned, 14x
48 and 14x60 0 30 | 0 32 |

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb..	0 22	0 26
" 35 to 45 "	0 21	0 22
" 50 lb and above per lb	0 20	0 21

Boiler & T. K. Pitts.

Plain Tinned, per lb.....	0 26
Spun "	0 30

Wire.

Pure, in coils—		
From 1 to 20 gauge.....	0 25	0 27
From 20 gauge, up	0 28	0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21	0 25
" " 27 to 30 "	0 23	0 29
" " 30 and up.....	0 26	0 29
Sheets, hand-rolled 2x4 ft.	0 25	—

Zinc Spelter.

Foreign, per lb.....	0 06½	0 06½
Domestic "	0 05½	0 05½

Zinc Sheet.

5 cwt casks.....	0 06½	0 07
Part casks	0 07	0 07½

Lead.

Imported Pig, per lb.....	0 04	0 04½
Domestic "	0 04	0 04½
Bar, 1 pound	0 05	0 05½
Sheets, 2½ lbs, per square ft,	5 00	5 25
by roll	4 75	5 00
Sheets, 3 to 6 lbs, per sq ft,	—	—
by roll	—	—

Note.—Cut sheets half cent per lb extra.
Pipe, by the roll, usual weights
per yard, lists at 7c per lb and 25 p.c.
discount.

Note.—Cut lengths, net price; ton lots
25 and 5 p.c. dis.; waste pipe, in 7 ft
lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb 0 20 0 22
Note.—Prices of this graded according
to quantity. The prices of other qual-
ities of solder in the market indicated
by private brands vary according to
composition.

Antimony.

Cookson's, per lb.....	\$0 21	\$0 22
Other makes "	0 19	0 20
Pure White Lead, ground in oil,		
Associat'n guarantee, per lb.	5½	..
No. 1 Do.....	"	0 5½
No. 2 Do.....	"	0 4½
No. 3 Do.....	"	0 4½

Prepared Paints.

(In ½, 1 and 1 gallon tins.)		
Pure, per gallon	\$1 05	\$1 10
2nd qualities "	0 85	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)		
Venetian Red, per lb.....	0 05	
Chrome Yellow "	0 09	
Golden Ochre	0 06	
French "	0 05	
Marine Black	0 09	
" Green	0 09	
Chrome "	0 08	
French Imperial Green	0 14	

Colors, Dry

Yellow Ochre (J.C.) in bbls, per lb	0 01½
" (J.F.L.S.) "	0 01½
Venetian Red (R.C.2) "	0 01½
Ven. Red, Cookson's "	0 02
English Oxides "	0 03½
American "	0 02½
Paris Green, per lb	0 15½
Burnt Sienna "	0 08½
Burnt Umber "	0 06
Drop Black "	0 09
Chrome Yellows "	0 12
" Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 70
Brown Japan	0 70
No. 1 Carriage "	1 50
Gold Size Japan	1 40
Pure Orange Shellac "	2 20
Hard Oil Finish "	1 50

Linseed Oil (in bbls).

Raw, per gal.....	0 67
Boiled "	0 70

Turpentine (in bbls).

Selected Packages, per gal.....	0 59	0 60
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Castor Oil.

Best, per lb.....	0 11	0 12
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Glue (in bbls)

Common, broken	0 10	0 11
French medal	0 12	0 13
Cabinet makers	0 17	0 18
White	0 16	0 17

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	0 05½
" No. 2	0 04½
" No. 3	0 04½

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 10.
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.

Wads.

Eley's, per 1,000. \$0 25 \$1 60

Anvils.

Per lb. 0 10 0 12½
Anvil and Vice combined each. 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz. 13 00 20 00
Adjustable " each. 5 50 6 50
Past Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross. 5 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled 3 60 7 30
Saddlers', " 0 45 1 60

Awl Hafts.

Patent Peg, per gross. 7 50 9 00
" Sewing, " 7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz. 2 80 8 30

Axes.

Per box. 6 00 12 00

Axle Grease.

Per gross. 8 00 15 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 25 p.c. off Revised list.

Bells—Hand.

Brass, 60 to 66½.
" 50 and 10 to 60 p.c.

Door.

Gongs, Sargent's. 5 50 8 00
" Peterboro. 4 60 13 50

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 p.c.

Farm.

American, each. 2 00 5 00

House.

American, per lb. 0 35 0 40

Bellows.

Hand, per doz. 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35, 40 per cent.

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz. 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.
Excelsior—Jennings, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per cent.
Jennings' Gen, net list to 5 p. cent. dis.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz. 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex. 1 25 1 75
Masco. 1 35 1 85

Blind and Bed Staples.

All sizes, per lb. 0 11 0 15

Bolts.

Carriage, dis, 60 and 5 per cent. to 65 per cent.
Tire, dis. 50 to 50 and 10 per cent.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 60 to 60 and 5 p. c.

Boring Machines.

Complete, with Augers, ea. 5 25 7 00

Braces.

Barber's. 6 00 7 75
Barber's Ratchet. 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls. 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs. 0 50 3 40
Berlin Bronze Cana'u. 0 85 3 20

Broilers.

Light, dis. 35 to 40 per cent.
Reversible, dis., 65 to 70 per cent.
Vegetable, per doz. 1 12 2 35
Henis, No. 8. 6 00
" No. 9. 7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz. 500 4 23

Butts—Brass.

Wrought Brass dis. 60, 60 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 to 60 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60, 60 & 5pc.
Loose Pins, " 60, 60 & 5pc.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair. 0 40 0 65

Can Openers.

Acme, per gross. 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz. 0 70 0 95

Carpet Stretchers.

American, per doz. 1 00 1 50
Bullards " 6 50

Carpet Sweepers.

Bissell, per doz. 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz. 29 00
Grand Rapids, " 32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50pc.
Plate " dis. 50pc.

Cattle Leaders.

No 31 and 32, per gross. 8 50 11 25

Cement.

Portland, car load lots. 2 70
Thorold. 1 10
Queenston. 1 10
Napanea. 1 10

Chalk.

Carpenters' Colored, per gross. 0 50 0 85
White, lump, per lb. 0 01½ 0 01½
Red. 0 05 0 06
Crayon, per gross. 0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz. 0 85 4 00

Churns.

Boss or Daisy, dis. 50 p.c. to 60 p. c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz. 3 00 10 00

Clips.

Axle, dis. 65 p. c.

Coffee Mills.

Box. 3 60 13 00
Side. 3 60 4 00
Enterprise, No. 0. 1 35
" No. 2. 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c.

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz. 2 00
Coil, per doz. 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Breast.

Millar Falls, per doz. 16 00 51 50
P. S. & W., dis. 40 per cent.

Twist.

Morse, dis. 30 to 33½ per cent.
Standard, dis. 40 to 45 p. c.

Elbows—Stove Pipe.

Dis. 20 to 33½ p. c.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz. 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p. doz. 1 70
Petroleum, per doz. 4 50 6 50

Files.

Kearney & Foote's discount Am. List.
50 & 5 to 50 & 10
Barton Smith, dis. 50 & 10 per cent.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Canadian, dis., Amer. list 60 per cent.
Jowitt's, dis. Can. list, 25pc.
Horse Rasps, Kearney & Foote's dis Am list, 50 pc.
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.
Horse Rasps, Spencer's, dis. Can. list, 33½ p.c.

Fluting Machines.

Each. 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Peerless, discount 45 p. c.
Gem, dis, 50, 50 & 10 p. c.

Fruit Presses.

Henis' per doz. 4 00
Enterprise, discount 10p.c.

Fry Fans.

Acme, discount 55 to 60 per cent.

Gauges—Marking, Mortise, etc.
Stanley's, dis. 50, 55 p. c.

Wire Gauges.

Winn's, Nos. 26 to 33, each. 1 65 2 40

Glass.

4th quality Star, 1st break. 1 50
" 2nd " 1 60
" 3rd " 3 60
" 4th " 3 90
" 5th " 4 20

Window Glass.

Pilkington's ordinary
1st break. \$3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 6 50

Picture Glass.

Pilkington's ordinary.
1st break. 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each. 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz. 4 25 4 65

Hammers—Nail.

Maydole's net list.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz. 1 10 1 50

Sledge.

Canadian, per lb. 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz. 1 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs. 0 40 2 50

Chisel.

Firmer per gross. 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 30 p.c.

Hoe.

C. & B., discount 30 p.c.

Saw.

American, per doz. 1 00 1 25

Plane.

American, per gross. 3 15 3 75

Hammer and Hatchet.

American, per doz. 0 50 0 80

Cross Cut Saw.

Canadian, per pair. 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair. 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60, 60 and 5 per cent.
Light T and strap, dis 60, 62½ percent
Heavy, per lb. 0 5 0 05½
Screw and Strap, per lb. 0 03½ 0 04½

Per doz. sets.

Screw, Eureka. 1 13 1 80

Gate, Clark's. 1 50 2 20

" Shepherd's. 1 00 1 50

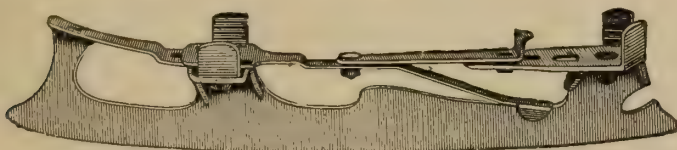
Per doz. pairs

Spring. 1 50 3 50

Hoes.

Garden, Mortar, etc., discount 40 per cent.

Planter's per doz. 4 00 5 00



HEADQUARTERS FOR

Bowman, Kennedy & Co.,
LONDON, ONT.,

Acme Club Skates, Sleigh Bells, Cow Ties, Snow Shovels, X Cut Saws,
Buck Saws, Axes, Ammunition, Sporting Goods, all kinds,
Cutlery, Silverware, &c.

Hooks—Cast Iron			Pencils.			Saw Sets.			Thermometers.		
Bird Cage, per doz	0 50	1 10	Dixon's, per gross	1 00	4 25	Per doz	1 65	9 00	Tin case & dairy, dis. 75 p.c.		
Clothes Line, " "	0 27	0 63	" Carpenter	2 25	3 60	Scales.			Ties.		
Harness, " "	0 72	0 88	Picks.			Canadian List, dis. 40 p.c.			Cow, per doz		
Hat and Coat, per gross	1 00	3 00	Picture Nails.			Scale Beams.			Tinner's Shears and Snips		
Chandelier, per doz	0 50	1 13	Planes.			Scrappers.			P.S. & W., 10 p.c. advance on American list.		
Wrought Iron.			Porcelain Head, p. gross			Box, per doz			Tinware.		
Wrought Hooks and Staples, Can, dis. 17, 20 p.c.			Brass Head,			Foot, " "			Stamped, dis. Assn list, 70, and 12 1/2 per cent.		
Wrought Hooks and Staples, Amer dis. 75 to 75 and 10 per cent.			Wood, bench, Canadian, or American dis. 50.			Window, patent, per doz			Japanned, dis. Prices on application		
Wire.			Wood, fancy Canadian, or American dis. 35, 37 1/2 per cent.			Screw Drivers.			Pieced, dis.		
Hat and Coat, dis. 35, 40 p.c.			Bailey's (Stan R. & L. Co.) 33 1/2 to 35 per cent.			Sargent's, per doz			Transom Lifters		
Belt, per 1,000	0 60	2 70	Miscellaneous, dis. 10 to 12 1/2 per cent.			Screws.			Payson's, dis. 25 per cent.		
Screw, bright, Eng., dis. 40, 5, 45 per cent.			Bailey's Victor, dis. 10 to 12 1/2 per cent.			Wood, flat head iron, dis. 47 1/2 per cent.			Traps.		
Horse Nails.			Plane Irons.			Wood, round head iron, dis. 42 1/2 per cent.			Game, Newhouse, dis. 17 1/2, 20 per cent		
Canadian, dis. 50 to 60 per cent.			English, per doz			Wood, flat and round head, brass, dis. 25 p. c.			Game, H. & N., or P.S. & W., discount 57 1/2 to 62 1/2 p.c.		
Horse Shoes,			Pliers and Nippers.			Bench, wood, per doz			Mouse, per doz		
Per keg	3 60		Button's Genuine, per doz. prs. dis 37 1/2, 40 p. c.			Bench iron per doz			Rat		
Ice Picks.			Button's Imitation, per doz.			Scythes.			Trowels.		
Star, per doz	3 00	3 25	German, per doz			Discount 40 per cent.			Disston's, discount 10 p.c.		
Kettles.			Plumbs and Levels			Scythe Snaths.			German, per doz		
Brass spun per lb	0 28	0 30	S. R. & L. Co., dis. 65 p. c.			Canadian, dis. 33 1/2 to 35 p. c.			Brade's		
Copper, " "	0 40	0 45	Poppers.			Shears.			S. & D., discount 35 p.c.		
Enamelled Can. 50 p.c.			Corn, square, per doz			B. & W., japanned, dis. 75 per cent.			Triers.		
American, 50 and 10, 60.			Pruning Shears.			B. & W. N. P., dis. 65 p. c.			Butter, per doz		
Keys.			Pulleys.			Seymour's dis. 60 p. cent.			Twines.		
Lock, Can. dis. 50 p.c.			Hothouse, per doz			Aetna, dis. 75 @ to 75 and 10 per cent.			Bag, per lb		
Cabinet, Trunk, and Pad-lock, Am. per gross	1 60	4 75	Axle			Heinisch 60 per cent.			Wrapp'g, mott'd, pr. pack.		
Knobs.			Awning			Canadian, dis. 7 1/2 per c.			" cotton, per lb		
Door, japanned, and N.P., Can. list dis. 50 p.c.			Rumsey or Canadian Cistern & Pitcher Spout, 60 and 60 and 10 p.c.			Shovels and Spades.			Mattress, per lb		
Bronze, Berlin, per doz	2 75	3 25	Punches.			Canadian, dis. 37 1/2 to 40 per cent.			Staging		
Bronze, Gem, " "	6 00	9 00	Saddler's, per doz			Sieves.			Broom		
Lava, " "	8 75	10 00	Conductors			Wood Rim, black, p. doz			Binding, flax, per lb		
Shutter, porcelain, F. & L screw, per gross	\$1 30	4 00	Conditioners			" tinned, "			" jute "		
Ladles.			Tinner's solid, per set			Tin Rim, " "			Vises.		
Melting, per doz	1 70	4 50	" hollow, per inch			black, "			Hand, per doz		
Lemon Squeezers.			Patty.			Snap.			Bench, parallel, each		
Porcelain lined, per doz	2 20	5 60	Bladder, per 100 lbs			Harness, German, p. gro.			Coach, each		
Galvanized, " "	1 87	3 85	Tins, lbs			Acme,			Peter Wright's, per lb		
King, wood, " "	2 75	2 90	Rail.			Lock, Andrew's			Pipe, each		
" glass, " "	4 00	4 50	Barn Door, per foot			Soap			Saw, per doz		
All glass, " "	1 20	1 30	Sliding Door, " "			Sapolia 1/2 gross boxes			Per doz		
Lines.			Rakes.			" 1/2 and 1/2 gross boxes per gross net cash			Well Wheels.		
Fish, per gross	1 05	2 50	Cast Steel and Malleable, Canadian list dis. 40 per cent.			Soldering Irons.			Wire.		
Chalk, " "	1 90	7 40	Razors.			Per lb			Market, bright and annealed, Nos. 1 to 16, 5 per cent. advance on list from stock. From factory net list.		
Locks—Door.			Boker's, per doz			Wrought Spikes.			Market, oiled, coppered, 5 p.c. advance. From factory net list.		
Canadian, dis. per cent	50		Wade & Butcher's			Discount, net list to 10 per cent.			Market, tinned per lb		
Russell & Erwin, per doz	2 90	7 50	Currier's, per doz			Spoke Shaves.			Galvanized Fence, 5 per cent. advance on list. From factory net list		
Cabinet.			Rivets and Burrs.			Wood, English			Tinned Broom, from 19 to 22 gauge, per lb		
Eagle, dis. per cent, 30 per cent.			Copper Rivets, dis. 40.			Iron, American			Malin's Wire on spools, dis. 30 to 35 per cent		
Padlock.			Iron " 40 per cent.			Spoons and Forks.			Clothes Line, galv., p. 100ft		
English and Am. per doz	50	6 00	Burrs, Iron, 30, 33 1/2 per c.			Tea Spoons, per gross			Barbed Wire.		
Scandinavian, " "	1 00	2 40	Rivet Sets.			Dessert " "			Galv. steel barb fencing		
Eagle, dis. per cent, 15 to 17 1/2 per cent			Canadian, dis. 30, 35 per c			Table " "			" "Lock Barb," 4 point		
Mallets.			Rope.			Dessert Forks			Ditto Glidden 2 point		
Tinsmith's, per doz	1 25	1 50	Sisal, per lb			Medium " "			Galv. Steel, plain twist		
Carpt'rs', hickory	1 25	3 75	Manilla, "			Table " "			Galvanized Barb, "Lyman," 2 to 4 points		
Lignum Vita, " "	3 85	5 00	New Zealand, "			Squares.			Terms, 60 days or 2 per cent off for cash—10 days.		
Caulking, each	1 60	2 00	Cotton, "			Iron, per doz			Wire Cloth.		
Mattocks.			Russia Deep Sea, per lb			Steel, dis. 75 p.c.			Ordinary, discount 25 p.c.		
Canadian, per doz	8 50	10 00	Jute			Try and bevel, dis. 50 to 52 1/2 per cent.			Painted Screen, p. 100 sq ft		
Meat Cutter.			Rules.			Staples.			Wrenches.		
Enterprise, dis. per cent	20	25	Boxwood, dis. 75 & 10 & 5 80 per cent.			Fence, galvanized, per lb			Agricultural, dis. 70.		
Dixon's, each	1 60	2 00	Ivory, dis. 40, 40 & 5 per cent.			Wrought Iron, dis. 75, 75 and 10 per cent.			Standard, dis. 60, 60 & 10 p.c.		
Woodruff's "	1 10	1 70	Sad Irons.			Stocks and Dies, Amer. dis. 25 per cent.			Coe's Gen'l, dis. 40, 45 p. c.		
Hale's, " "	1 05	1 50	Mrs. Potts, per set			Stone.			Diamond, dis. 33 1/2, 35 p. c.		
Hume, " "	13 00	16 00	N. P.			Washita, per lb			Tower's Engineer, each		
Mincing Knives.			Sand and Emery Paper.			Hindostan, per lb			" S., per doz		
American, per doz	42	2 35	B. & A., sand, dis. 25, 30 p.c.			Labrador, per lb			G. & K's Pipe		
Molasses Gates.			Emery, per quire			Axe, "			Burrell's " each		
Stebbin's Patent, dis. per cent, 65 to 70 per cent.			Sash Cord.			Turkey "			Pocket, per doz		
Nails.			Per lb			Arkansas "			Skates.		
Cut, 3 in. and upwards, per keg	2 65		Sash Locks.			Water-of-Ayr			Skeleton, dis. 10 p.c.		
Brads & Moulding Nails, discount 60 to 60 and 5.			Triumph and Morris, dis 37 1/2, 40 per cent.			Scythe, per gross			Whelpley's Pat. Club, Ladies', Brass Tops, 7 1/2 to 9 1/2 in.		
Nail Pullers.			Kempshell's dis. 40, 62 1/2 per cent.			Grind, per ton			Whelpley's Pat. Club, Gentleman's, Brass tops, 9 1/2 to 12 in.		
German & American	1 85	3 50	Canadian, dis. 45, 50 p. c.			Tacks, Brads, etc.			"Star" Mfg. Co's wrought steel top, dis. 30 p.c., 8 to 12 in		
Nail Sets.			Sash Weights.			Cut, Carpet, gimp, blue, dis. 35 p.c.			Halifax Pattern, dis. 10 p.c.		
Square, round and octagon	3 38	4 00	Sectional, per lb			Swedes' iron, blue or tinned, dis. 42 1/2 p.c.			No. 0, Whelpley's, 8 to 12 in.		
Diamond	12 00	15 00	Sausage Stuffers.			Upholsterers' dis. 42 1/2 p.c.			Forbes' New Patent.		
Oil.			Saws.			Copper Tacks and Nails, dis. 35 p.c.			Half-Patent, "Achieved" action with finest tempered blades		
Canada Refined Oil (Toronto)	0 17		Hand, Disston's, dis. 10 p. c.			Trunk and Clout Nails, " 40 p.c.			Full-Patent, "Achieved" action, with new patent blades		
Carbon Safety " "	0 18	0 18 1/2	S. & D., dis. 35 to 40 per cent.			Finishing Nails, dis. 35 p.c.					
Canada W.W. " "	0 20		Cross-Cut, Disston's, per ft. 35 to 55.			Cigar Box Nails, dis. 35 p.c.					
American W.W. " "	0 25		Hack, complete, each			Shoe Finders' Tacks & Nails, dis. 25 p.c.					
S. R. Seal " "	0 63	0 65	" frames only			Tape Lines.					
Oilers.						English, ass skin per doz					
McClary's Galvan. Iron						English Pat. Leather					
Oil Can, with Pump, per doz	19 50					Chesterman's, each					
Zinc and Tin, dis. 50, 50 and 10.	1 25	3 50				" steel, each					
Copper, per doz	1 25	3 50									
Brass, " "	1 50	3 50									
Pails.											
Galvanized, per doz	2 00	3 50									

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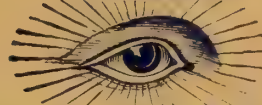
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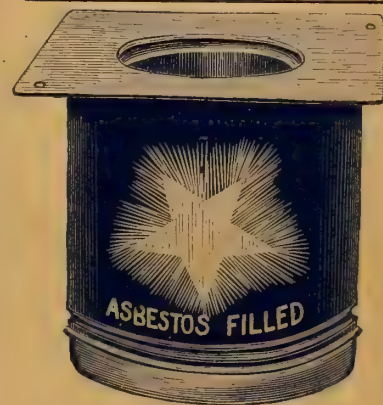
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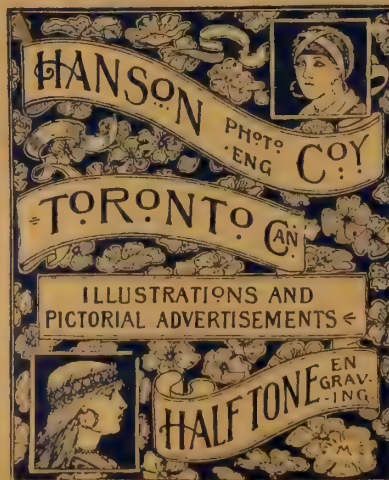
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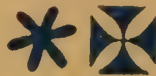
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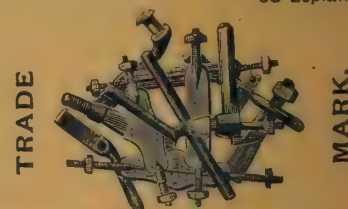
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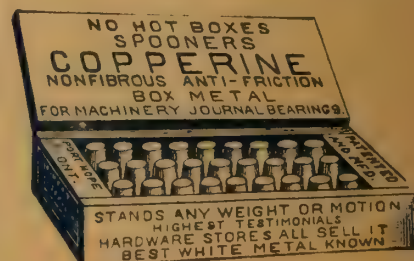


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Vol. 2.

TORONTO AND MONTREAL, DECEMBER 13, 1890

No. 50

THE MERCHANT'S ACCOUNTS

We referred at some length in a recent issue to the credit system in its relation to the hardware trade, and the great necessity there was of doing as limited a credit business as possible. The close of the year is at hand, and many customers' accounts will have to be carried over, and chief among those is the farmer. We know the dealings of stores in towns and throughout the country are with this class of producers, and we are aware of the leniency of country merchants as regards accounts of this kind. They are more indulgent and appear to be more able to wait for the settlement of accounts due them than any other business man. It need not be said that the greatest hindrance to a business man's success is the credit system, and the sooner the town and country merchant is aware of this fact the better it will be financially. We are aware of the necessity of having a limited number of accounts on the books, but they should be for customers who are willing to pay their bills at stated periods, and not when their free fancy wills. Now is the time of year to absolutely close all outstanding accounts, to collect in every dollar, and be in a position to start the year with no accounts to carry whatever. It may be possible yet for merchants to be fortunate enough to hurry their collections along to such an extent as to be able to meet their obligations, but it is necessary to do a profitable and satisfactory business that prompt payment of accounts be insisted on. The credit system is too largely indulged in, and it should be the constant aim of merchants generally to insist on accounts of any class of custom whatever to be paid at maturity.

W. B. Carvill, senior member of the firm of Carvill Brothers, wholesale hardware merchants, St. John, N. B., died suddenly on Tuesday last. He was a popular young man.

THE JAMAICA EXPOSITION.

The display which Canada will make at the forthcoming Exhibition in Jamaica, is certainly gratifying not only to the manufacturing interests of our country, but to the people. Chiefly through the efforts of Mr. Adam Brown, M.P., manufactures of every kind in the country will be represented at the exhibition not only by their manufactured goods but their agents will be on the grounds also. The interest thus manifested by this country to seek a market in far off Jamaica is only one effort so forcibly brought to light of what Canada is able to do in pushing her export trade. The manufacturing interests of the Dominion is making rapid progress, and it is only necessary for our wares to find a profitable market. This is only done by showing the world what goods are produced, and how efficiently we can produce them.

The exhibition which opens in February promises to be one full of interest. Below we give a list of hardware manufacturers who intend exhibiting their goods:—

Aurora Agricultural Works, Aurora, Ont., agricultural implements.

Byney Bros., Halifax, N.S., tinware.

Bowman Heath Lamp Co., Hamilton, Ont., lamps.

John E. Chadwick, Hamilton, Ont., brass and copper goods.

Cockshutt Plough Co., Brantford, Ont., agricultural implements.

Cook Hardware Co., Hamilton, Ont., hardware manufacturers.

Copp Bros., Hamilton, Ont., stoves and hardware.

Halifax Shovel Co., Halifax, N.S., shovels, etc.

Hubbard Portable Oven Co., Toronto, Ont.

H. R. Ives & Co., Montreal, Que., manufacturers of hardware and stoves.

A. B. Jardine & Co., Hespeler, Ont., black smiths' tools.

D. F. Jones Mfrg. Co., Ltd., Gananoque, Ont., shovels, spades, etc.

Kemp Mfrg. Co., Toronto, Ont., stamped tinware.

McClary Mfrg. Co., London, Ont., stoves and ranges.

Ontario Rolling Mills Co., Hamilton, Ont., nails and iron.

Jas. Pender & Co., St. John, N.B., horse nails.

Peterborough Lock Co., Peterborough, Ont., locks and knobs.

John Peters & Co., Halifax, N.S., indurated fibreware.

Victoria Wheel Works, Galt, Ont., spokes and hubs.

Watrous Engine Works, Brantford, manufacturers of engines and saw mill machinery.

This is only a partial list of Dominion exhibits pertaining to the hardware, trade and others will be published as soon as ascertained.

PORT ARTHUR NOTES.

Port Arthur offers a bonus for a silver smelter, iron ore furnace, or ore docks, and in view of this several Americans are considering the advisability of entering upon the enterprise. The Badger and Beaver silver mines, near the town, shipped in one day 35 tons of silver ore, valued at \$35,000. The powder used for blasting purposes in the mines is made at the Grant powder factory, of Port Arthur. The Port Arthur, Duluth and Western railway have laid 37 miles of track towards the mines. These are interesting facts and figures, and with such resources at its command Port Arthur is sure to become a thriving town.

The Canadian Pacific Railway Company are arranging for the purchase and submergence as early as possible in the spring, of a three-wire cable in the Gulf of Georgia, B.C. The cable now submerged there will be taken up and laid between Port Crescent, Washington, and Port Beecher, B.C., it having been found that these places offer the best landing place on the straits. This will furnish three lines of communication between Victoria and the mainland, and with the improved Pacific postal from Seattle to Port Townsend, and along the straits to Port Crescent, will no doubt meet all demands. In the course of another week the C.P.R. will have a fourth wire in operation between Donald and Winnipeg which, with the quadruplex now working from the former point to Vancouver, will place the company in a much better position than heretofore to handle their constantly increasing business. —Free Press.

HAVE YOU AN OFFICE IN YOUR STORE ?

The selling end of your store is probably all right. Your clerks are undoubtedly polite and anxious to please. Your stock is probably kept in perfect order. The windows shine with elbow grease. The floor is spotless in its cleanliness. Your show-cases are polished until they shine like the faces in a Sabbath-school at Christmas time. But how about the office end? Have you any office to which you can retreat for a little private business chat upon occasions? Is there any particular place in your store to which all your clerks do not have free access? Are not your papers scattered about without order, and can you, at a moment's notice, put your hand on any bill you have received during the past six months?

We hope that you have a neat little office, and that you are as systematic in caring for it as we would like you to be, but we are, nevertheless, going to preach to you about the necessity of having such a place and tell what should characterize it. First, we would have it so arranged, if possible, without sacrificing light and space, that it would be screened from public view. Here we would receive all travelling men, and so far as possible look at the samples. Here we would have a desk sacred to the affairs of the house, in which could be systematically arranged the correspondence, bill-files, letter-files, price-lists, catalogues and other papers which one may need at any moment to secure some desired information. The desk should permit of locking, and the proprietor should teach the clerks to look upon it as his special property, and that it is not to be disturbed by them.

We cannot speak too strongly of the importance of preserving the catalogues sent by manufacturers and jobbers. Though they may not seem to contain information which is useful to you to-day, they will probably be wanted before long. They will save you from saying a great many "I don't know's" to your customers. The bill-files are of great importance, too. It may seem to many that a bill has survived its usefulness when the goods have been checked off and the bill paid. It will frequently prove valuable, however, to re-order by, or to settle some point on which memory is not to be trusted. It will often save embarrassing discussions with wholesalers if you preserve copies of all orders. With the great abundance of cheap and serviceable office furniture to be had, this feature of the store can be made a comfort and a joy.—Exchange.

A great many Canadians will regret to learn that Mr. James Crossen, the well known car manufacturer of Cobourg, is no more. Mr. Crossen had been ill something less than a week at the residence of Mr. Robert Cowans, of Montreal. The esteemed gentleman's death taking place last Tuesday, of hemorrhage of the brain. The remains were taken to Cobourg. Deceased was 64 years of age.

WHY RETAIL SHOULD SUBSCRIBE TO A TRADE JOURNAL.

The failing of many retail merchants is that they are not the students that they ought to be. They fail to grasp the details of their business. They open their doors, hang out their sign, and think that all they have to do is to wait for people to come in, listen to their wants, and supply them over the counters. Every time a merchant allows himself to hold that opinion he commits an error. He should study his business. The doctor keeps up with the times. He subscribes for the medical journals, and he makes it his business to read them carefully. The details of every operation should be studied with a scrutinizing care. He is on the alert for any new suggestion that may present itself in the statements before him. The builder peruses his architectural journal with the closest interest. It is the merchant who alone of all business men neglects this important matter. Many country merchants, and city merchants too, take a trade paper, but they glance at the contents in a perfunctory manner; they do not read it in the full sense of the word, they are not keeping posted on the changes in the markets, the styles or brands.

It is unfortunate that this is so. The merchant should endeavour to mend his ways in this respect. There is much that will be instructive to him in his trade paper and that will save him money if the advice is heeded. There is no more important part of the paper than the advertisements. They contain the latest information to the trade. By a failure to read them the merchant may have lost a suggestion that would have brought him profit. Every merchant should make it his business to subscribe for a trade paper and read it carefully.—Minneapolis Commercial bulletin.

LITTLE THINGS IN BUSINESS.

"I have recently become a more thorough convert to the principle of paying attention to the little things in business," said a prominent manufacturer, "and I'll tell you why. I had occasion, a few weeks ago, to call on a manufacturer of copper goods to place an order that required some explanation, and I was pleased at the trouble he took to make everything plain and satisfactory. While talking to him a gentleman came in, who wanted a small article made of copper. As I desired to do some figuring on the cost of the goods I was ordering, I requested the manufacturer to wait on his customer in the meanwhile, but this took so much longer than I thought it would, that my attention was taken up at last with the conversation between the two. The customer was very particular as to how his article was to be made, although it was a small and simple thing; yet the manufacturer was as patient and particular to every detail as if the job

was worth a thousand dollars. The time taken was nearly half an hour, and I was getting somewhat impatient before the matter was settled.

"When the manufacturer returned to his desk I asked him if he had many such jobs as that. His reply was characteristic of the man, and showed me plainly he knew my thoughts. While excusing himself for the delay, he said his rule of business was to pay strict attention to every order, personally, no matter what its size, and further conversation brought out the point that this habit was taught him by his father, whom he had succeeded in business. The time, he observed, he had consumed with the customer, was worth more to him than the profit on the work, but that was a point he did not consider. While this customer might never need his services again, his good-will was worth something, as was that of every man, no matter how humble; and a strict observance of this custom to pay attention to little things had brought him large orders from parties unsolicited, which he believed he would not have received otherwise."—Stoves and Hardware.

MENDING CRACKED CIRCULAR SAWS.


The following is a method of repairing cracked circular saws which is given by an English operator. He says that cracks in circular saws may arise from a variety of causes, such as too hard a temper, striking a nail, saw binding, or improper shape of tooth for the wood. Teeth with angular gullets are more liable to crack at the roots, than those with rounded gullets, more especially if the gullets are not sufficiently large and deep, to allow a ready escape for the saw-dust. If the crack is only a short one, two or three inches in large saws, it may usually be stopped from extending by drilling a small hole at the extremity of the crack. To do this a drill of the hardest possible temper will be required. The drill must be run very slowly and be well lubricated. The hole should be slightly counter sunk on either side. For saws up to 3 feet in diameter a hole about $\frac{1}{4}$ inch in diameter will generally be suitable; for saws above 3 feet in diameter about a $\frac{3}{8}$ hole. If the saw is of large diameter and the crack extends too far into the blade to allow it to run safely with only a stop-hole drilled as above described, saw-makers drill out the plate and fit in one or more yokes according to the length of the crack. The best method of doing this is as follows:—First of all, the stop-hole is drilled at the end of the crack and carefully plugged, and afterwards the saw is bored to enable a small yoke or clip to be fitted in. This yoke is flat and of the same thickness as the saw. Its ends are rounded, and its middle is narrower than the ends are, that the saw may be firmly held. The diameter of the ends should be about $\frac{1}{8}$ of an inch wider than the middle of the yoke, which centre is parallel

CAVERHILL, LEARMONT & CO'Y,

-: SKATES :-

Our stock is large and fully assorted, including :

“SKELETON” Halifax Pattern. “GENUINE ACME”
and Forbes’ New Patent “ACHIEVED.”

 Write for Prices, as we
are Headquarters.

MONTREAL.

and straight. The holes at either end of the yoke and the intermediate metal are drilled out and cut away. The saw-plate must next be carefully counter-sunk on both sides, and a piece of steel accurately fitted into the opening and rivetted into its place. The yoke should then be ground down until it is of exactly the same gauge as the rest of the saw and perfectly smooth, so that when the saw is set to work there should not be undue friction at this point. If the saw is a very large one and the fracture extensive, two yokes will probably be required. It will not pay to repair small saws in this manner.—The Mechanical News.

MAXIMS FOR BUSINESS SUCCESS.

The way to get credit is to be punctual in paying your bills. The way to preserve it is not to use it much. Settle often ; have short accounts.

Trust no man's appearance—they are deceptive—perhaps assumed for the purpose of obtaining credit. Beware of gaudy exterior. Rogues usually dress well. The rich are plain men. Trust him, if any, who carries but little on his back. Never trust him who flies into a passion on being dunned ; make

him pay quickly if there be any virtue in the law.

Be well satisfied before you give credit that those you give it to are safe men to be trusted.

Sell your goods at a small advance, and never misrepresent them, for those whom you once deceive will be aware of you the second time.

Deal uprightly with all men and they will repose confidence in you, and soon become your permanent customers.

Beware of him who is an office seeker. Men do not usually want an office when they have anything to do. A man's affairs are rather low when he seeks office for support.

Trust no stranger. Your goods are better than doubtful charges. What is character worth if you make it cheap by crediting everybody.

Agree beforehand with every man about to do a job, and, if large, put it into writing. If any decline this, quit, or be cheated. Though you want a job ever so much, make all sure at the outset, and in a case at all doubtful, make sure of a guarantee. Be not afraid to ask ; it's the best test of responsibility ; for, if offense be taken, you have escaped a loss.—Exchange.

A NOVEL IDEA IN HEATING.

John Robinson, a merchant of Grand Valley, Ont., has conceived a plan whereby water can be combined with hot air in an ordinary box stove. As is well known a large box stove when filled with hardwood as fuel is capable of producing great heat, and there is indeed a superfluous amount of it at times, which Mr. Robinson has been able to diffuse throughout any size of building. He uses inch pipe, and by repeated folds along the end, sides and top of the stool, he gets a radiating surface for heating the water. These pipes are then inserted through the end of the stove by means of two drilled holes, and then conducted to the upper rooms of the building. The pressure is produced by a reservoir of water located in an upper room, which keeps the pipes full. The ordinary hot water radiator is used, and can be placed anywhere desired. In connection with this he has placed a drum on the stove, containing three divisions, and with this addition a great heating capacity is secured.

Chown & Cunningham's large size “Lioness” box stove is used, and we learn from places where Mr. Robinson has fitted up that the new combination is a success. Certainly in localities where wood is plentiful it would be an acceptable improvement and one involving a greater amount of heat with no more fuel being used than formerly. Reference was made to the above in our issue of March 21st of our current volume, when Mr. Robinson first made his idea public.

CORRUGATED STEEL FASTENERS.

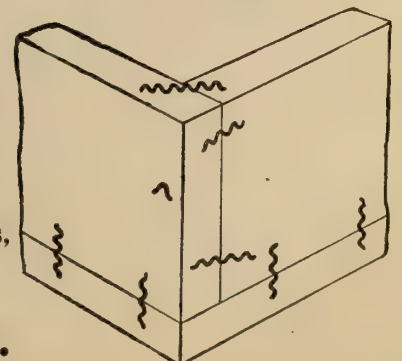
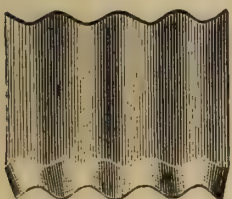
A Perfect, Secure Joint !

NO GLUE, NO SCREWS, INEXPENSIVE.

All Manufacturers of Wood-work are interested in this Invention.

Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.

THE ONTARIO TACK CO., Hamilton, Ont.





The Ontario Bank has opened a branch at Sudbury.

M. S. Madole, hardware merchant, Nananee, was married Wednesday to Hester Ann Robinson, Kingston.

Mr. Cane, of the Wm. Cane & Sons manufacturing Co., Newmarket, woodenware manufacturers was in the city last week.

Mr. Joseph Lawrie, traveller for the past four years with Messrs Jas. Wright & Co., hardware merchants, London, has gone to Ogden, Utah, where he will make his home. His many friends wish him success.

Messrs. George W. Parent, Alexander Lapierre, Edouard Lalonde, Joseph Brunnette and Eugene Maufette, all of Montreal, will soon apply for letters of incorporation with a capital stock of \$25,000, for the purpose of constructing iron bridges.

The Canadian government, in pursuance of their policy with regard to the enlargement and deepening of the St. Lawrence canal system to a fourteen foot draft, have called for tenders, to be received up to December 3, for the construction of lift lock, weirs, etc., at Morrisburg, and the deepening and enlargement of the Rapide Plat Canal. The Work will be divided into three sections, each about a mile in length, and will involve the expenditure of a million dollars.

In the United States the annual production of coal now amounts to about 130,000,000 tons. This is the greatest yearly business of any country with the exception of that of Great Britain. Of the output of this country there is something like 36,000,000 tons a year of hard coal or anthracite. Soft or bituminous coal of varied grades is sent to the market from Pennsylvania alone nearly equal to this aggregate. Of the anthracite fully 23 per cent. comes from the Wyoming Valley.

A party of commercial travellers, to the number of 25, had an enjoyable time at the Queen's hotel, in this city, last Monday. A good dinner was served and thoroughly enjoyed by those present. Mr. F. Birks, of Montreal, was appointed chairman, and Mr. F. A. Benjamin, of this city, acted as vice-chairman. After dinner a social time was indulged in, and through the kindness of the proprietors a parlor was thrown open when a pleasant time was spent by those assembled.

A new industry is starting up in Ottawa. The old Baldwin foundry, having lain idle for some months, has recently been acquired by Messrs. Geo. Roe and Robt. Graham, who will run it under the style of the Baldwin Iron Works. Mr. Roe is well-known in the city in connection with machine and foundry work, while Mr. Graham is a pattern maker of experience. The new firm have

equipped their establishment with the latest machinery, and now prepared to handle all kinds of work appertaining to water wheels, mill machinery, engines, patterns, and general repairs.

A short time ago two Baldwin locomotives were shipped from the United States to Japan, where they are now being used on the Tokio-Kioto railway. These are the first American competitors of the English locomotives, which have hitherto been exclusively used in Japan. They are to share the traffic with some of Nesmyth, Wilson & Co.'s engines over the Hakone Range, where there is an incline of one in forty for ten miles. The cylinders of both types are sixteen inches by twenty-two inches, but the steam pressure in the American is 140-pound, as compared with 160-pound in the English. The English engines are superior in finish and general workmanship to the American.—The Manufacturers' Gazette.

THE SECRETARY OF THE NAVY ON ARMOR PLATE.

The part of the Secretary of the Navy's report relating to the Government's armor plate contracts and to experiments with nickel steel, is an interesting contribution to metallurgical literature, from a historical point of view. It recites the terms and conditions upon which the Bethlehem Iron Company agreed, in June, 1887, to engage in the manufacture of armour plate for the Government, and how it has failed to complete the necessary plant as yet, though that was to have been finished by December 1, 1889, and two months from that date deliveries were to begin and continue at the rate of 300 tons of plate monthly to the completion of the contract in two years.

The required works are not only not in readiness but they are so far from being so that deliveries from them are not likely to begin before October, 1891. And inasmuch as the Government has need for about 14,000 tons of armor plate, additional to that covered by the Bethlehem contract, for ships now under construction, it became imperative for the Government to obtain the co-operation of another manufacturer and secure, as in the case of gun forging, the creation of a second plant for the manufacture of armor in the United States. Accordingly, a contract was entered into with Carnegie, Phipps & Co., whereby this firm will undertake to make and deliver from and after June next 6,000 tons of all steel or nickel steel, at the option of the departments, deliveries to proceed at the rate of 500 tons a month. The importance of such an achievement at an American works may be understood when it is stated that 300 tons a month is the output of the largest manufactories in England. However, even with both companies delivering at the maximum rate called for by the contracts, it will require over two years from

July, 1891, to complete armor for the ships now authorized, thus entailing more or less delay.

Concerning nickel steel for armor construction, Secretary Tracy says the attention of the department was first drawn to the subject by an address delivered by Prof. James Riley, of Glasgow, before the Iron and Steel Institute, May 8, 1890. Further investigation developed the fact that experiments had already been made in England with plates of nickel steel from 4 to 5 inches in thickness, and others in France with somewhat thicker plates. The latter experiments had been undertaken by Messrs. Schneider, the great manufacturers of all steel armor for the French government, but no complete and conclusive test was known to have been made. The United States government was therefore, the first in the field. Although requiring 20,000 tons of armor for its new fleet, not a pound of this armor had yet been manufactured, and it was therefore in a position to apply the results of the discovery to the armor of its entire new navy, including four of the five monitors. Negotiations were immediately opened by the Messrs. Schneider, which resulted in a contract for the supply of a plate of nickel steel 6 feet by 8 in size, and 10 1-2 inches in thickness, with which the successful experiment, heretofore noticed in these columns, were made on the proving grounds at Annapolis.

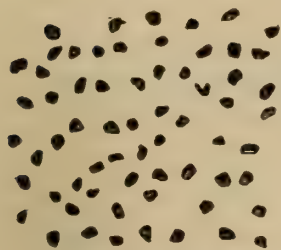
In view of these trials, Congress at the request of the department, made an appropriation of \$1,000,000 for the purchase of nickel matte. But only about \$50,000 of the amount has been expended. The department, to still further develop the applications of nickel to armor, has directed the Bureau of Ordnance to institute experiments with small samples of nickel steel, varying in their composition, for the following purposes: (1) Construction plate similar to that used in ship building; (2) boiler plate; (3) construction plate which shall be used in a comparative test with the ordinary steel plate, as to its non-fouling qualities, when used as bottom plates of steel vessels; (4) metal for projectiles.

In a general way, Secretary Tracy says the proved difference between all steel and nickel steel is this—the all steel plate is liable to crack at shock or perforation, while with an alloy of about 5 per cent nickel such a result is improbable. The mixture enhances to a noticeable degree the qualities of the elastic limit and tensile strength, leaving the percentage of elongation at a figure which makes cracking almost impossible. These qualities are precisely those necessary in armor plate. Another peculiar feature, whose bearings and causes are not yet fully ascertained, is the retention of the projectile in the aperture which it makes in the plate. The substance of the metal appears to seize upon the projectile and hold it fast, thereby closing the very shot hole that it opens.—Age of Steel.

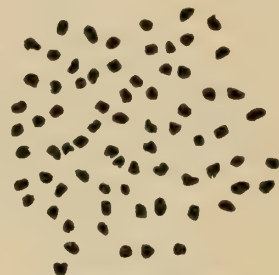
H. S. HOWLAND, Sons & Co.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.



DEAD SHOT F. G.



DEAD SHOT F. F. G.

GUNPOWDER. "American Dead Shot." TRY IT.

THE SQUARE HOLE AUGER.

They have in London a "Square Drill Syndicate," organized, as we are informed, to make and sell drills to make "square holes" in metal. What is to be done with the "holes" we are not informed, but will suggest that some of them be put on the market before too much investment is made in the drills. We have our modern methods of construction adapted to round holes, which seem to answer very well, and the few that require to be square are made at less cost than the maintainance of complicated "square drills" would amount to. In wood the case is different; wood is a laminated material with little strength except across its fiber, hence holes and mortices should be oblong whenever possible and can be so made by simple implements. The metal Cotter machines for making oblong holes have never come into general use, and a square drill has a still less promise of success.—Industry.

THE AUSTRALIAN SHEEP SHEARER.

Sheep shearing machines are coming into general use in the pastoral sections of Australasia, and interesting contests for superiority have taken place between the several candidates for first favors from the owners of the fleecy flocks. Last summer an exhaustive trial was held near Sydney, New South Wales, under the auspices of the Colonial Agricultural Society, between the two most popular machines, the "compressed air" shearer of Suckling & Martin and the "Wolseley" of the Wolseley Sheep Shearing Machine Company. An extended account of the trial was given in The Australian of August last, from which it appears that the machine of Suckling & Martin scored the most points, and

was awarded by the judges the two prizes, one of £50 pounds from the Government and the other of £25 from the "Pastoralists."

This shearer is operated by compressed air power, the air compressors being manufactured by Ingersol of New York. A sheep shearing plant consists of shearing shed, gang of shearers and boiler with connecting pipes to furnish the compressed air. The trial developed the capacity of the machine to be about ten sheep per hour. The sheep are not cut or injured, and some saving of wool over hand shearing is effected. The operation is simple and easily understood from the illustrations given. Jas. Martin & Co., of Sydney, N. S. W., represent this machine.—Farm Implement News.

Andrew Carnegie, the great Pittsburgh steel manufacturer, has got a contract for 6,000 tons of nickel steel plate for the new navy. Next to a shining stove the prettiest thing on earth must be a nickel-plated war ship. This nickel is taken from the Sudbury mines.

Says a London paper: In petroleum oil no improvement is observable in this market, which is well supplied, and with only a moderate demand from the trade, holders have experienced some difficulty in supporting prices, which are for American refined 57-16d. to 5 5/8d. per gallon for present and forward deliveries, and for Russian oil 5d. to 5 1-2d. Finest American water white is dearer at 7 1-2d. to 7 3/4d. but other mineral oils remain at the same dull level as previously noticed.

A feather duster disperses but does not remove the dust from the store.

Rivalry, open, fair, good natured and enterprising, is the life of business.

A reputation for truthfulness is indispensable to permanent and satisfying success.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

CHARTERED BANKS.

The following is a list of the banks in Canada acting under a Dominion Government Charter:

ONTARIO.

Bank of Toronto.	Imp'l Bank of Canada.
Can. Bank of Com'erce.	Traders' do
Dominion Bank.	Bank of Hamilton.
Ontario Bank.	Bank of Ottawa.
Standard Bank.	Western Bank of Can.

QUEBEC.

Bank of Montreal.	Merchants Bank of Can
Bank of B. N. America.	Banque Nationale.
Banque du Peuple.	Quebec Bank.
Banque Jacques Cartier	Union Bank of Canada.
Banque Ville Marie.	Banque de St. Jean.
Banque d'Hochelega.	Banq de St. Hyacinthe.
Molson's Bank.	East. Townships Bank

NOVA SCOTIA.

Bank of Nova Scotia.	Halifax Banking Co.
Mer. Bank of Halifax.	Bank of Yarmouth.
People's Bank do	Exch. B'k of Yarmouth
Union Bank do	Com'l B'k of Windsor

NEW BRUNSWICK.

Bank of N. Brunswick.	People's Bank.
St. Stephen's Bank.	

MANITOBA.

Commercial Bank of Manitoba.

BRITISH COLUMBIA.

Bank of British Columbia

FOR SALE.

HARDWARE, Stove and Tin business. Good western town. Best stand in town, brick block, slight opposition, stock about \$4,000, clean and well bought for cash, yearly turnover \$12,000, established over 20 years. Stock can be reduced to suit purchaser. Proprietor going out of business. This is a rare chance. Address

51

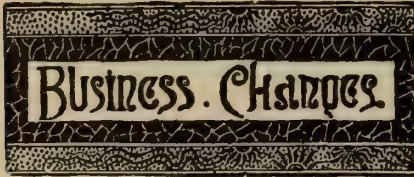
J. E. care HARDWARE.

M. J. Woodward & Co.,
PRODUCERS OF CRUDE,

Manufacturers of

Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c.

PETROLIA, - ONTARIO.



ONTARIO.

Alfred—Quesnel, Placdie, general store, offering to compromise.

Alvinston—Willoughby, Paul E., hardware and tinware, assigned to J. Flintoft, Sarnia.

Bright—Wilson & Gatska, general store and staves, sold out general store to C. W. Laing who takes possession on 1st prox.

Cannington—Wilson, Hugh, general store and lumber, general store burnt out.

Colborne—Crandall Bros. (estate of) general store, stock sold.

Hamilton—Williams, C. J., Canadian Oil Co., meeting of creditors.

Harriston—Lambert, R. G. & Sons, general store, partially burnt out, insured.

St. Catharines—Coy Bros., hardware, G. B. Coy deceased.

Tottenham—Dutton, Ross & Scott, general store, dissolved, succeeded by Dutton & Ross; Nelson & McKinney, founders, dissolved partnership; Walker, Samuel, tinsmith, removed to Inglewood.

Whitevale—Taylor, Jas., general store, assigned to J. W. Lawrence, Toronto; Taylor & Lount, mfrs brush handles, etc., assigned to J. W. Lawrence, Toronto.

MANITOBA AND NORTH-WEST TERRITORIES.

Winnipeg—American (The Plumbing Co) (not incor.) plumbers and steam fitters, sold out to J. L. Wells.

QUEBEC.

Cedars—Chartrand & Menard, general store, affairs being investigated.

Coaticook—Giroux, Isaie, tinsmith, burnt out; Thomas, N. W., general merchant, burnt out.

Cote St. Paul—Dunn, Joseph, nail cutter, assigned to A. W. Stevenson.

Henrysburg—Morin, Arsene, general store, assigned.

Hull—Wright, Chas. B. & Son, lime and cement, partially burnt out—insured.

Lachute Mills—Bradford, John E., general store, assigned.

Montreal—Paquin & Tremblay, plumbers, etc., dissolved.

Pont Rouge—Lesage, Victor, general store, assigned.

St. Sylvere—Janelle, J. L., general store, stock, etc., advertised to be sold by auction on 6th inst.

NOVA SCOTIA.

Amherst—Cormier, Philip, store, assigned.

Lawrencetown—Whitman, Jas. H., hardware, etc., sold out.

NEW BRUNSWICK.

Dorchester—Dixon, Wm., general store and carriage maker, deceased.

HUSTLE.

Don't wait for trade;
Don't stand around and expect business to build itself;

Hustle, push, wake up, advertise.

Keep stock up with the best;

Keep prices down as low as possible consistent with a fair profit;

Be prepared for every demand;

If you don't have what is asked for, get it;

Advertise!

Keep the best stock;

Try to beat competitors by having better goods;

At fairer prices;

Always be courteous and ready to oblige;

And advertise.

Keep the store clean;

Make it attractive;

Have polite and attentive clerks;

"Sugar catches more flies than vinegar;"

A pleasant word will often bring back a customer.

"Never weary in well-doing;"

Never tire in attending to the wants of customers;

Whether they buy or not, ask them, with a smile, to "come again;"

Be prepared to supply their needs;

And advertise.—Ex.

A CENTURY OF INVENTIONS.

Those of us not yet 50 years of age have probably lived in the most important and intellectual progressive period of human history, says spare moments. Within this half century the following inventions and discoveries have been among the number:—Ocean steamships, street railways, telegraph lines, ocean cables, telephones, phonograph, photography, and a score of new methods of picture-making, aniline colors, kerosene oil, electric lights, steam fire-engines, chemical fire extinguishers, anaesthetics and painless surgery, gun cotton, nitro-glycerine, dynamite, giant powder, aluminum, magnetism, and other new metals; electro-plating, spectrum analysis and spectroscopy, audiphone, pneumatic tubes, electric motor, electric railway, electric belts, type writer, cheap postal system, steam heating, steam and hydraulic elevators, vestibule cars, cantilever bridges. These are only a part. All positive knowledge of the physical constitution of planetary and stellar worlds has been attained within this period.—Chicago Journal of Commerce.

Mr. McConnell, of the Canadian Geological Society, has returned from the Lake Athabasca region, in the far Northwest, and reports the existence of petroleum beds of vast extent. Above the Athabasca river there are beds of sand 250 feet thick quite saturated with oil and running for hundreds of miles. This promises to become the richest oil-country in the world.—The Colonies and India.

SAW YOUR ADVERTISEMENT IN THE HARDWARE.

When writing to our advertisers please inclose the above.

WALTER H. COTTINGHAM,

56 St. Peter St. MONTREAL,

CAN SUPPLY AT CLOSEST FIGURES:

Gold Leaf, Silver Leaf,
Aluminum Leaf, Composition
Leaf, Dutch Metal or Schlag
Metal, Bronze Powders and
Gold Paints.

Write for Prices.

E. R. C. CLARKSON

TRUSTEE AND RECEIVER

In affiliation with TORONTO,

JNO. B. CLARKSON

Temple Buildings, - - - MONTREAL.

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention

FENSOM'S ELEVATORS

Are the best manufactured for
Factories, Warehouses and Stores,

FENSOM ELEVATOR WORKS,

52 TO 56 DUKE ST.,

TORONTO

<p>ENGRAVING FOR ALL ILLUSTRATIVE AND ADVERTISING PURPOSES</p>	<p>J. L. JONES, WOOD ENGRAVER, 8 1/2, 10 & 12, KING ST EAST, TORONTO, CANADA.</p>
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<p>CUTS ATTRACT WHEN TYPE IS IGNORED</p>	<p>A. E. CALDWELL DESIGNER & ENGRAVER ON WOOD</p>
<p>71 Yonge Street.</p>	

NOT WHAT YOU PAY FOR AN ADVERTISEMENT, BUT WHAT IT PAYS YOU!

1891

Hoary headed 1890, with tottering step, is fast approaching the dark abyss into which he will disappear never to return. We honor and respect his grey hairs. He has smiled on some and frowned on others. But all troubles and trials undergone during his reign are now forgotten in the excitement and preparation for his youthful successor, 1891. You are now comparing your profits with previous years. How do they stand? If you know your business, and study its every detail and have been a live advertiser, we say without fearing contradiction that it is on the right side. You are now looking to what '91 has in store for you. You ask "HOW CAN I INCREASE MY BUSINESS?" Have you given advertising a fair trial? Our largest wholesale and manufacturing houses are big advertisers. It is a department in their business that they study carefully. The man who says "I never advertise" is a curiosity. He is a survivor of the dark ages.

IF YOU WANT TO REACH THE HARDWARE AND KINDRED TRADES

why advertise in daily and general papers? Seventy-five per cent. of the circulation is thus wasted. **HARDWARE** is the only journal in Canada that reaches the above class direct. Its subscribers look there and there only for your announcements. Isn't one bushel of grain sown in good soil better than twenty bushels thrown to the winds with hopes that it will find a fertile bed? Again, papers which are printed with coal tar, with type worn down to the second-nick, which can hardly make an outline cut show, which are filled with the worst kind of patent medicine advertisements, the live advertiser is better out of than he would be in at the same price. If you want cheap advertising and big circulation among the hardware, tinware, plumbing and kindred trades **HARDWARE** is your medium.

WHEN?

You have decided on what you will do in the way of advertising for 1891 let us hear from you. All we ask is a fair trial. If you are in doubt as to its value we refer you to our large list of subscribers and advertisers. In conclusion we quote from one of our large advertisers' letters: "Much better it would be if the advertiser handled his advertising with the same shrewdness he gives to other departments of his business. If \$1,000 will pay thrown promiscuously into the newspapers, it will pay 100 per cent. better if put there systematically and intelligently."

 Address **HARDWARE**, Toronto, Ont.

MARKETS

MONTREAL MARKETS.

Dec. 10, 1890.

There have been few interesting features to note in iron and other lines of heavy material during the past week; in fact outside of an odd transaction in cement, and one in coke tin, we have no transaction to refer to of goods passing out of first hands in round lots. The tone generally has been steady, a prominent feature in this respect being the firm tendency of tin plates and cement. In fact some anticipate some squeeze in the latter article later on owing to the position of stocks both here and at primary sources, and no change in values is expected. Otherwise there is nothing important. The jobbing houses are commencing their stock taking and report a fair trade during the fall, but recently financial uneasiness has induced some restriction to trade.

IRON AND HARDWARE.

The market has been quiet and unchanged with but little business to note in any line, while the tone is fairly steady there being no alteration in prices to note. Iron has presented no feature during the week, in fact there has been no business at all to report beyond the sale of a small outside lot of pig which was disposed of somewhat under the market for cash. The transaction in question was inconsiderable and has no bearing at all upon the market. We quote Summerlee and equal brands of pig unchanged on the basis of \$23.50, while it would take \$24.00 to move a small lot ex store. Advices from Great Britain still quote an unsettled market for warrants due to financial influences, but there is little new to state in regard to the regular market for makers stock. No other features have transpired in connection with iron, bar remaining unchanged at \$2.25 to \$2.30. Hoops and bands are without feature, and the same may be said of other lines. In sheet material the firm position of tin plate is the most prominent feature. Buyers all along appeared unable to realize the true position of affairs, and the extent to which American orders were booked. Stocks in Canada therefore are light and in few hands, and it is unlikely that any reduction in values will occur. In fact the only sale of importance that we have to note in connection with the market during the week has been, that of a car load of coke's at \$4.50, which is an outside price. Coke may be quoted at \$4.40 to \$4.50, and charcoal at \$4.75 to \$5.00. There is nothing doing in Terne plates and prices are unaltered, \$8.25 to \$8.50 Orion crown, and \$8.00 to \$8.25 for lower grade. Ingot tin and copper continue unsettled and easy elsewhere, but there has been no change in prices here, 23½ to 24c. for tin and 16½ to 17c. for copper, with sheets 18½c to 24c. Pig lead and iron pipe remain the same.

NAILS.

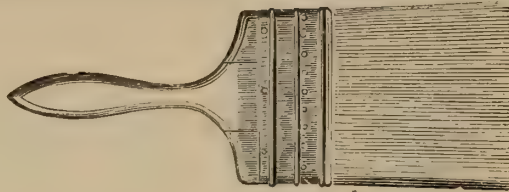
There has been little doing in a strictly wholesale way, but jobbers have experienced a fair movement on the whole. The tone is unchanged and prices are steady on the

THE LONDON BRUSH FACTORY,

61 and 65 Dundas Street,

MANUFACTURERS OF

EVERY KIND
OF
BRUSHES
HANDLED BY
HARDWARE
TRADE



FULL STOCK
OF
CARPET
SWEEPERS.

Awarded Gold and Silver Medals, 1887 and 1888, Bronze A.D. 1889.
Send for Illustrated Price List with Discount Sheet

THOS. BRYAN, London, Ont.

Coppered Steel Spring Wire.

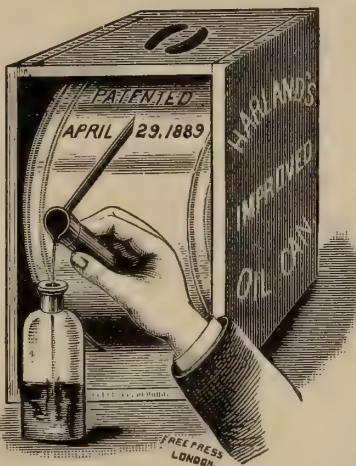
QUALITY GUARANTEED.

Made specially for Spring Makers.

Manufactured by

THE B. GREENING WIRE CO., LTD.,

Hamilton, Canada.



A NEW AND USEFUL IMPROVEMENT, HARLAND'S IMPROVED OIL AND SHIPPING CANS,

Patented In Canada, United States, and Great Britain. FAMILY OIL CANS, made in 4 sizes—: 2, 3, 4 and 5 gallons. Shipping Cans in 5 gallons only. It is the safest, cleanest and most durable can in the market. It is easily operated, not liable to get out of order. Does away with taps and pumps. No corks required except when shipping, as it is so suspended in case that it will automatically seal itself, against a pad on top of case, preventing the contents avaporating.

The best Family Oil Can in the market, and the most convenient can for retailing Varnishes, Japans, etc. Orders and correspondence solicited.

Address.

HARLAND BROS. MFR'S.

CLINTON, ONT.

This cut represents our

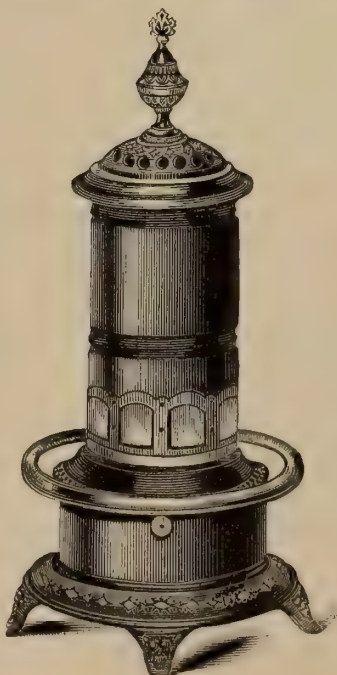
Grand Oil Heater

of which 20,000 were marketed in the United States last season. This stove will burn Water White Canadian Oil without smoke or odor, and will heat a large room at a cost of one cent per hour. It is artistic and beautiful in design, and the best selling article ever placed upon the market. It must be seen in operation to be appreciated.

Write for illustrated circular, prices and terms.

MORTON & CHRISTIE,

Windsor, Ont



THE TORONTO LEAD AND COLOR COMPANY, LIMITED,
HAVE IN STOCK
Linseed Oil, Castor Oil, Glue,
and General Painters' Supplies.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

THE
NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
— APPLY TO —

THE MILLS, Campbellford, Ont.

Palace Range

— WITH —

OVAL FIRE POT and BASE BURNER GRATE

— OR —

Duplex Grate and Square Fire Chamber.

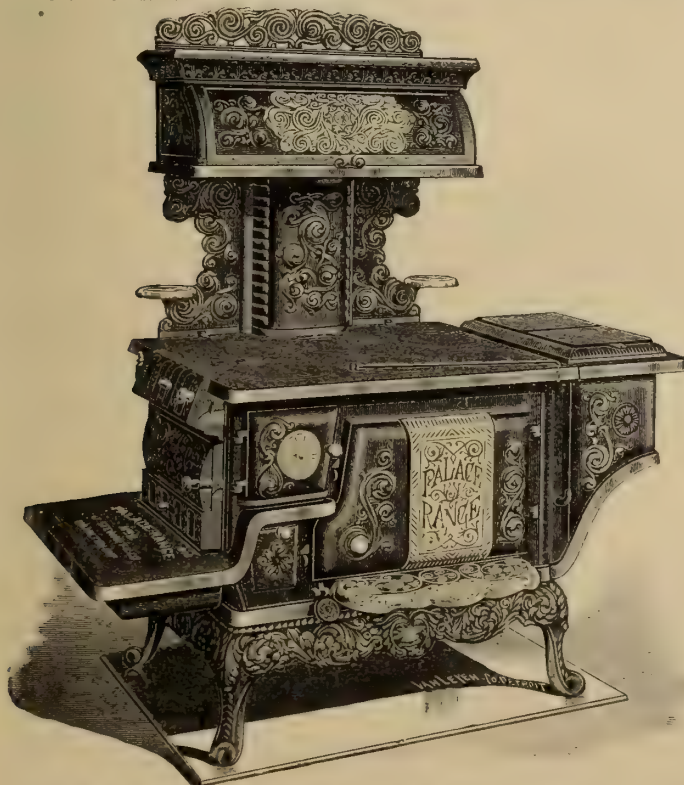
THE ONLY RANGE

With Interchangeable Fire Place and
Grate using same water Front
in both.

LARGE VARIETY OF SIZES AND STYLES.

EXTRA LARGE OVEN. PERFECT BAKER.

Sold by Leading Dealers. Send for Circular.



JAMES STEWART & Co., - HAMILTON, ONT.

TORONTO SHOW ROOM: J. BOXALL'S, 183 KING ST., EAST.

MONTREAL MARKETS.—Continued.

\$2.50 basis. Horseshoes continue steady at \$3.60 to \$3.70 with a steady business.

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	2 50
8 dy to 9 dy, " " "	2 75
6 dy to 7 dy, " " "	3 00
4 dy to 5 dy, Am. pat	3 25
3 dy cut, per keg, Am. pat	4 00
3 dv fine hot cut, " "	5 50
4 dy to 5 dy, cold cut, Can pat.	3 00
3 dy, cold cut, " "	3 50
2 dy, hot cut, nails " "	5 70

	Steel Cut Nails	Wire Nails
10 dy to 60 dy, per keg	\$2 60	\$3 15
9 dy " " "	2 85	3 75
8 dy " " "	2 85	4 10
7 dy " " "	3 10	4 40
6 dy " " "	3 10	4 70
5 dy " " "	3 35	4 70
4 dy " " "	3 35	5 00
3 dy " " "	4 10	6 00
3 dy fine " " "	5 60	7 25

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	\$4 50
4 dy @ 5 dy, per keg	3 07
6 dy @ 7 dy, " "	3 57
8 dy @ 9 dy, " "	3 25
10 dy @ 30 dy, " "	3 00
Cut spikes, " "	2 55

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	\$4 80
1 " " "	4 20
1 ½ " " "	4 50

Finishing nails 75c. per keg over same size hot cut, viz., from \$6.45 for inch to \$3.50 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.45 for 1-inch to \$3.25 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$6.95 for 1-inch to \$3.75 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand in 100 box lots 50 and 10 per cent. off discount, for large lots; small lots 50 per cent. off; four months' or 5 per cent. off for cash in 30 days. P. D. brand similar terms.

CHEMICALS.

There has been no change in this branch of trade since our last, and positively no business has been done of a strictly wholesale nature. All lines of heavy chemicals are firm and likely to remain so, as it is unlikely that any concession would be allowed on any lots in store. Bleaching powder, bicarb soda and caustic all stand firm at recent advances, and we have nothing particular to note regarding other lines.

PAINTS AND OILS.

This market is unaltered as regards business which has ruled extremely quiet. Leads are firm, cables quoting White Lead in Liverpool at £18 10s. to £18 15s., and Red Lead £16 10s. for ordinary. Oils rule steady and there is no change to note. Linseed is quoted at 65 to 70 for raw, and boiled, but it is not unlikely that a round lot could be moved for less ex store, although our quotation represents about what it would cost to lay any fresh stock down here. We quote: Cod, Newfoundland, 40 to 45c.; Cod, Gaspe, 40 to 45c.; Seal, steam refined, 52 ½ to 57 ½c.; Linseed, raw, 65 to 67c.; Linseed, boiled, 68 to 70c.; Castor oil, 10 ½ to 11 ½c.; Cod liver oil, 60 to 70c.

GLASS.

This market is unchanged, but has an upward tendency, some anticipating an increase ere this. Prices, however, are unchanged on the basis of \$1.50 to \$1.60, with a quiet business doing.

CEMENT AND FIRE BRICK.

There has been no great activity displayed in this market during the week, but a very

prominent feature is the stiffening tendency of English cement, on which we note an advance of 5c. Stocks of this article are unusually light in Canada, while reports from primary sources state that there is no great surplus, values ruling very firm. Consequently, with stocks on the side in very few hands and the chances for any fresh additional supplies limited except at increased cost, some dealers are already forecasting a squeeze in the spring unless existing conditions are materially altered. In the meantime prices have an upward tendency, and to move any stock here would certainly call for outside figures, and we quote \$2.70 to \$2.85, a round lot going forward to the West at the inside figure. Belgian is quiet, and may be placed 20 to 25c. below English brands. Firebricks meet with a quiet demand at \$22 to \$23 per 1,000.

NAVAL STORES.

There is no improvement or change to note in connection with navel stores. Turpentine is moving slowly at steady prices and we quote: Turpentine, 60@61c.; rosins, \$2@4.25, as to brand; coal tar, \$3.70 to \$3.80; cotton waste, 5 ½c. for colored, and 7@10c. for white; oakum, 5 ½@7 ½c.; and cotton oakum, 10@12c.

PETROLEUM.

There is no change to this market, and the effect of some slight easiness in crude at Petrolea has been unappreciable here as yet. The demand for both domestic and American product, while not very active is fairly steady for the season. We quote: Canadian 12 ¾c. at Petrolea and 15c. in Montreal in car lots, and 16 to 16 1-2c. for smaller quantities, and American 23c. in car lots and 23 ½ to 24 ½c. in smaller quantities. American benzine, 23 ½ to 25c., and Canadian, 14 ½ to 15c.

TORONTO MARKETS.

TORONTO, Dec. 12, 1890.

There have been several variations in prices of leading staples during the week, but none of them have been of very great importance. A good sorting demand continues for seasonable and Christmas goods. Abroad all metals have been more or less unsettled owing to the financial disturbances in the American market. Here money is firm but discount rates are unchanged.

During the week leading business men paid a visit to the Sudbury mining region and were amazed at the extent and value of its resources.

IRON AND STEEL.

There is a fair demand for all kinds of pig at steady prices. Most brands of English are out of the market, but considerable quantities of American are being handled. Carnbroe is quoted at \$23 to \$24; Middlesboro, \$22; Southern, \$22.50; Niagara Forge, \$22.50; Foundry No. 1 Soft, \$23. Bar is steady at \$2.25 to \$2.30 for domestic.

COPPER.

The continued decline in foreign markets is now being felt here. Though the range of quotations is the same the local market is decidedly easier. Cables quote merchant

bars at £54 12s. 6d. for prompt and £55 5s. for future.

TIN.

Is steady and unchanged at 24 to 25c. and 23 ½c. for round lots. London cables quote spot tin at £92 and future £92 10s.

LEAD.

Here we have no quotable change to note, but in both the States and Europe there has been a further decline. In New York sales have been made at 4 to 4 ½c., while soft Spanish has declined to £13 in the London market. For ordinary sized lots here dealers ask 4 1-2 to 5c. for bar and 4 ¾ to 5 ¼c. for sheet.

ANTIMONY.

Remains steady and unchanged at 19 to 22c.

ZINC AND SELLER.

Are steady and unchanged both here and abroad. Demand is fair at 6 ¾ to 7 ¾c. for zinc and 6 to 6 1-2c. for imported spelter.

CANADA PLATES

Are steady and in good demand at \$3 20 to \$3.25.

GALVANIZED IRON

Demand continues active and prices are steady at 5 ¼ to 6 ¼c.

TIN PLATES

Unchanged at \$5.25 to \$5.50 for known brands of charcoal and \$5 to \$5.25 for other brands. Cokes firm at \$4.50.

GLASS.

Local market is unchanged. A few orders are being booked for next year's delivery at about last season's prices.

OLD MATERIAL.

This week's trade in old metals is about as last week was reported. The demand for cast scrap is fair, and considerable is being bought. The prices rule firm. Dealers prices are as follows: No. 1 heavy scrap, 60 to 65c. per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 25c.; new scrap copper, 10 to 11c.; heavy scrap copper 11 ½ to 12c.; old copper bottoms, 9 to 9 ½c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 9 ½c.; scrap lead 2 ½ to 2 ¾c.; scrap zinc, 2 ½ to 3c.; scrap rubber, 2 ½ to 3c.; country mixed rags, 90c. to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.; wrought pipe 50 and 10 off.

PAINTS AND OILS.

The local market continues dull and prices are unchanged.

PETROLEUM.

Trade is very good, and prices are slightly easier. Canadian is ½c. down, quoting at 16 ½ to 17c.

HIDES, ETC.

HIDES—No. 1 green are 4 ½c. and dull. SKINS—Not many offering and prices are firm at \$1 to \$1.10. TALLOW—Rough is 2c. and refined 5 ½c. WOOL—Is dull at 20c.

RAW FURS.

Trade continues good in manufactured furs, but there is no alteration in the prices of raw, dealers paying following prices:—Beaver per lb., \$4.50 to \$5; bear, per skin, \$10 to \$25; cub, per skin, \$5 to \$12; fisher \$3.50 to \$5; fox, red, 81 to \$1.25; fox, cross, \$2 to \$5; lynx, \$1.50 to \$2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.25; Muskrat, fall, 12c.; winter, 15c.; otter, \$8 to \$13; racoon, 25 to 80c.; skunk, 25 to \$1.25.

NEW YORK MARKETS.

NEW YORK, Dec. 10, 1890.

PIG LEAD.

That most prominent feature in the market for minor metals has been a further decline in the price of pig lead under the weight of pressure to sell. Holders are handicapped by the considerable importations of foreign lead and consequent indifference of consumers, and have to contend against financial conditions that affect American producers in no uncertain way. Hence a demoralized market for the time being, with indications of a drop in price to the 4 cent mark. It is estimated that probably 1,000 tons have been sold the past three or four days at prices running from 4 1-2c down to 4 1/4c. At the close of business on Tuesday there were no bids of more than 4 1/5c. and those were for limited quantities.

TIN.

Prices for pig tin have fluctuated somewhat in sympathy with the quotations received from London, but nothing has occurred indicative of any change in the general situation here or abroad. In London, futures are still at a premium over spot stock, but the reverse is the case here, although the supply on hand is somewhat in excess of the average amount. Thus spot stock and current month delivery is quoted at about 21.30@21.35c. whilst January delivery may be had at 20.60c. and February at 20.55c. On the Metal Exchange 25 tons have been sold at 21.35c. for December and 25 tons at 20.55c. for February delivery. Outside of this there is nothing to note beyond a moderate jobbing trade.

COPPER.

The copper market remains practically as outlined last week. Consumers are placing very few orders and only on condition that they be "protected" in the event of prices going lower. Producers, as far as can be learned, have decided upon no fixed prices at which they will take business. Meanwhile outside holdings are offered more urgently. Lake produce would be let go at 16c. with little ceremony, and small quantities are said to have been offered at 15 3/4c. Arizona is nominally 14 3/4 to 15c. and casting brands are held at 14 to 14 1/4c.

SPELTER.

Spelter is the one metal that has remained stationary in value and sympathizes in no degree with the fluctuations in other lines. Operations are on a moderate scale, how-

ever, as is also the demand. Offerings are light, with 5.95c. apparently the inside price for early shipments.

TIN PLATES.

The tin plate market has remained positively dull, and values are still somewhat irregular, with speculative lots occasionally let go at more or less concession from the minimum figures named by dealers. We quote prices as follows: I. C. Charcoal, 1-2 cross assortment. Melyn grade, \$6.25 to . . . ; for each additional X add \$1.50. I. C. charcoal, 1-2 cross assortment, Allaway grade, \$5.87 1-2; for each additional X add \$1. Charcoal terne—M. F., 14x20, \$8 to . . . ; M. F., 20x28, \$16.50; Worcester, 14x20, \$5.40 to \$5.45; Worcester, 20x28, \$10.65; Dean grade, 14x20, \$5.00 to . . . ; Dean grade, 20x28, \$10.00 to \$10.25; D. R. D. grade, 14x20, \$4.80 to \$4.85; D. R. D. grade, 20x28, \$9.50 to . . . ; I. C. Coke—Penlan grade (iron), \$5.30 to \$5.35; J. B. grade, 14x20, \$5.40 to \$5.42 1/2. I. C. Bessemer steel, 14x20, coke finish, \$5.30 to \$5.35; I. C. Bessemer steel, squares, \$5.40 to \$5.45 basis; I. C. Slemens steel, squares, \$5.50 to \$5.60 basis.

LINSEED OIL MARKET REPORT

Tulloch & Co., London, write **HARDWARE**, Nov. 27:—During the past week linseed oil has again ruled slow, but notwithstanding the "dumping" effect of the small demand from both the home and export trades and the lower values of linseed, the market remains steady on spot, and rather firmer for future delivery.

Stocks of oil remain unprecedentedly small, there being no inducement to crushers to run their mills, in face of the very limited demand for oilcake, a condition which is likely to continue.

The present quiet position of the market would appear, therefore, entirely due to the presence of supplies, but rather to the very small support crushers are receiving from buyers, the latter notwithstanding agreeing that the present position of prices offers great inducement to contract were they to see any immediate outlet for business.

The trade also freely express the opinion that were it not for the financial troubles this market has been going through and consequent prevalence of "dear money," specu-

lators would have taken advantage ere this of short supplies.

Linseed after a slight relapse closes steadier, and although stocks are expected to be shortly heavier this side, it is evident that the shipments from India will remain below the average.

Visible supplies of seed are as follows:

Calcutta to U. K. and Continent:

Nov. 27, 1890.	Nov. 27, 1889.
138,466 qrs.	340,272 qrs.

Bombay to U. K. and Continent.

*17,912 qrs.	4,800 qrs.
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*Of which 14,912 qrs. to continent.

Eastern exchanges have again advanced in sympathy with the rise in the silver market, rates homeward from Calcutta now at rs. 5 15-16d., as compared with rs. 4 7/8d. at date of our last advices.

Crushers continue firm for delivery ahead as shown by quotations at foot, and all round circumstances of the market point to any change being towards an improvement in price.

To-day's values of raw oil are as follows:

Barrels, prompt, 22s. 3d. per cwt. F.O.B., London.

January, February, March, April, in equal deliveries monthly, 22s. 6d.

January, February, 22s. 4 1/2d.

March, April, 22s. 7 1/2d.

N.B.—Allow us to correct certain clerical errors in our report of the 23rd ult., as printed in your issue of 8th inst., viz., "4s. 9 1/2d.", should read "49 1/2d."; barrels, "24s. 1 1/2d. to 24s. 3d.", should read "23s. 1 1/2d. to 23s. 3d."

The Welsh tin-plate makers are evidently not seriously disturbed at the prospect of American competition. Mills are being enlarged and old and abandoned works are being rehabilitated and restarted with no visible sign of fear that the heavy demand of the American market is even threatened with restriction, much less extinction.

In the city of Buffalo, N.Y., is a store where any casting belonging to any stove made in the United States or Canada can be procured. Of course the number of pieces the stove contains is innumerable, and it really is an interesting place. It requires most careful attention to keep posted on a stock of goods so full of detail is this. It has grown to be a profitable business.

MILK CAN TRIMMINGS.



Ironclad Pattern and Broad Hoop Pattern.
Get our prices before buying.

Samples of Broad Hoop Pattern will be ready
in a few days.

THOS. DAVIDSON & CO.,

11 Front St. W., Toronto.

474 St. Patrick St., Montreal.



The stock of George Vesper, tinware and stove merchant, Cobourg, Ont., was considerably damaged by fire on Wednesday last. He was insured to the extent of \$1,200 in the Guardian Insurance Co.

A certain amount of air admitted to the furnace above the live coal is advantageous rather than otherwise, if the supply be regulated. The oxygen of the air, thus introduced, assists in the more effective combustion of the gases.

An interesting improvement in grate construction has come to light. The device simply consists of a damper so placed in the fire place as to readily control the draft. This damper is placed in such a way that it may be swung in a vertical or horizontal position in the arc of a half circle. When placed in a vertical position it acts as a blower, and either coke or coal can be used. The damper is operated by a handle on the outside of the grate.

THE STOVE TRADE.

The recent cold snap has been productive of good results as far as the stove trade is concerned. Previous to the change in the weather, business in this branch had dwindled considerably, and merchants as well as manufacturers became somewhat alarmed as to the future. The demand at the present seems to be on fair priced ranges, though parlor stoves are going well. It is to be hoped the seasons trade will be a satisfactory one to all interested.

BAKING QUALITIES OF STOVES.

The first consideration when purchasing a cooking stove or range is, as to its baking qualities. Innumerable complaints are received by stove houses in this city as well as other places on account of bread that is baked too hard on top or not enough on the bottom or vice versa. This concerns every housekeeper, and it is to the housekeeper the stove makers cater. This matter should engage their immediate attention. We would be pleased to receive any communications in regard to it, as we are sure it can be remedied by those who are interested in the trade.

THE "GRAND" OIL HEATING STOVE.

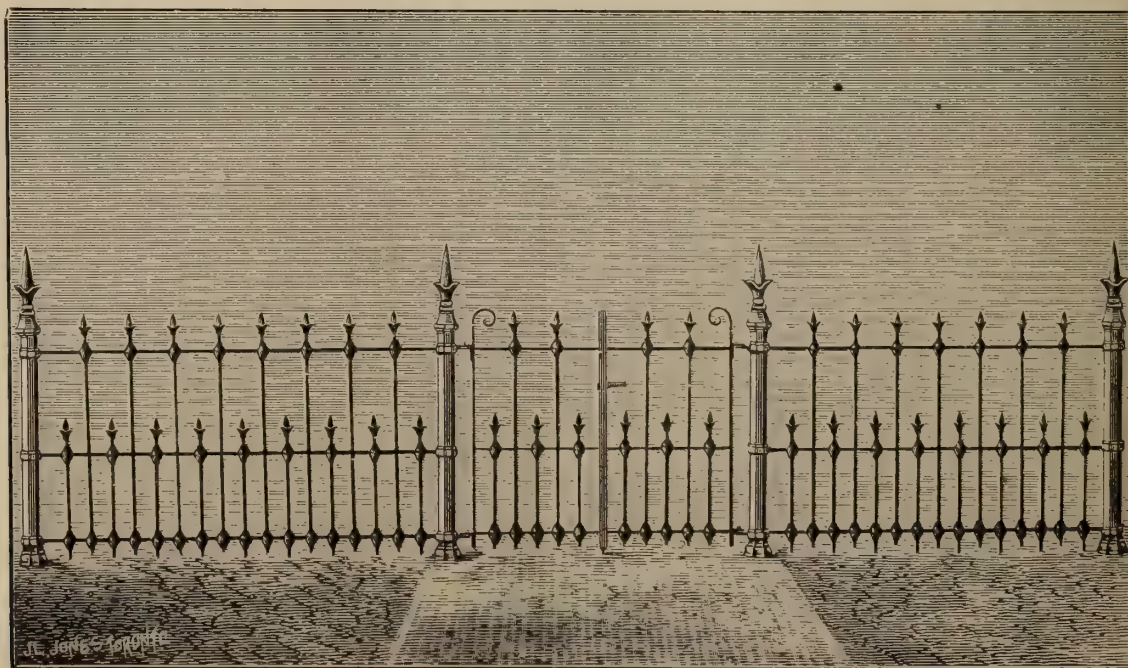
The "Grand" oil heating stove, an illustration of which is presented on page 8, is said to possess great heating power and absolute safety from explosion or fire. As seen from the cut, the stove is very neat in appearance, and economical in space. The upper and lower sections is plain Russia iron. A nickel foot rail and urn complete the decoration. The burner is made of brass, and a round wick is used. The wick is held in the bottom of a tin tube by a small ring and this tube raises and lowers the wick, so that the motion is positive and the wick raises evenly. They are warranted free of odor and are very cleanly while in use. As the old story goes "the smoke is carried out in a frying pan, and the ashes thrown up the chimney." The cost is low, and two gallons of oil will run the largest size at its full capacity, twenty-four hours. The No. 8 is guaranteed by the manufacturers to hold a room of 2,000 cubic

feet in zero weather at 70 degrees. The weight of the No. 8 is 36 pounds, making it portable. It seems to be possessed of every point of excellence, and is a desirable addition to the outfit of every family. It is difficult to justly describe its merits, as it must be seen to thoroughly understand its usefulness. Messrs. Morton & Christie, Windsor, Ont., will be pleased to send circulars and give prices to all enquirers.

THE FIRST AMERICAN TIN MILL.

An interesting account of the mill of the Glendale Tin Mining Company, the first tin mill established in the United States, and from which is now being put out the first fruits of the Dakota tin mines, is given in the Rapid City Republican. The paper states that the mill is located on Iron Creek, about twenty-two miles southwest of Rapid City, at the foot of the mountain in which the mines are situated. The mill proper measures fifty feet in width by one hundred feet in depth and is divided into three stories. It is unique in plan, compact and convenient, well built in all particulars and protected from all danger of fire, both by a system of water pipes, and by having roofs, etc., covered by a thick asbestos coating.

Either steam or water power may be used for running the machinery. The steam equipment consists of two 100-horse power boilers and a 100-horse power high speed engine. The water power equipment consists of a flume 20x24 inches in sections, bringing the water from a dam on Iron Creek one and one-fourth miles distant from the mill, giving a head of 100 feet pressure at



Send for Catalogue.

SHIPWAY MFC CO.,

**70-76 Victoria St.,
Toronto.**

the wheel. About 500 miner's inches of water are supplied to the turbine wheel, which was manufactured by Craig, Ridgeway & Co., of Coatsville, Pa. The water power will be used except during short, cold snaps in the winter, the engine being placed in the mill as reserve power in case of accidents.

The ore is hoisted from the main shaft and dumped, first, into an ore bin of 200 tons capacity, located high up the mountain over the mill. From this bin it is conveyed to the mill by a wire rope bucket tramway, the loads going down the hill into the mill, hauling the empty buckets back to the mine. The ore buckets mechanically deliver their contents into 175-ton ore bin above and back of the mill. The large lumps of ore are crushed, first, by a Gates crusher, then passed through a drier to a set of Gates improved Cornish rolls, thence elevated to a set of rotary sizing sieves. From the sieves the finer sizes are conveyed to a set of Paradox concentrating tables and the coarser sizes to common Hartz jigs. The screens, jigs and concentrators separate completely all of the mica, quartz and feldspar, leaving clean concentrates of cassiterite, or oxide of tin, ready to be smelted, but it is the intention of the company to erect at once a smelting plant in the hills. The first shipment of concentrates to Chicago yielded sixty-five per cent. of metallic tin and the second shipment sixty-eight per cent, and it is expected that with more practice they will yield over seventy per cent.

The main vein measures from twenty-eight to thirty-two feet in width at the outcrop and over forty feet in the lower working. There is no doubt as to the true fissure character of the vein, as it cuts the slate at nearly right angles and has well-defined polished walls with a thick clay gangue or cleavage. The vein stuff is principally albite (white feldspar), with here and there white, glassy quartz. The black crystals of tin oxide are disseminated all through the vein material, varying in size from crystals weighing an ounce or more to those as fine as grains of pepper. Assays and tests from the different working give an average of over three per cent. metallic tin, while picked or specimen rock is often blasted out that will yield over thirty per cent. of the white metal. With these large bodies of ore and the excellent facilities for mining cheaply, there is no question but that the present mill, with a capacity of crushing and concentrating 100 tons of ore per day of twenty-four hours, will soon be supplemented by a still larger mill.—Australasian and South American.

CURLING STONES, IMPORTATION JUST ARRIVED.



PER PAIR.
Ailsa Craigs, complete with best handles, etc \$12 75
Blue or Grey Hones, " " " 16 50
Red Hones, " " " 17 75

NEVER CHEAPER,
NEVER BETTER.
INSPECTION INVITED.

KEITH & FITZSIMONS,

111 King St. West, Toronto.

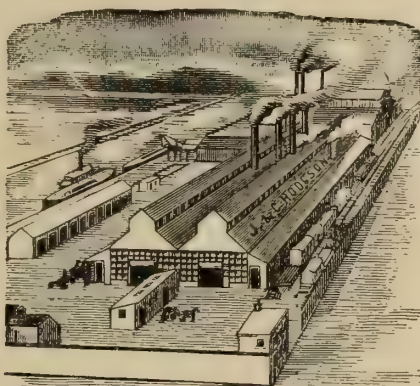
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P.O. BOX 768.

J. & C. HODGSON,

MONTREAL.

MANUFACTURERS



WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every Length tested before leaving our Mill.

All Sizes from 1-4 in. to 2 in. inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE: **H. D. SIMMONS,**

Our name is stamped on every pipe.

74 York St., Toronto.



Milk Can Trimmings, Ironclad or Broad Hoop Patterns, Delivery and Creamery Can Trimmings.

All sizes body stock to suit trimmings.

We are making a new guage for Creamery Cans that every one says "is just what they wanted." Do not buy till you see sample.

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CABLE ADDRESS, "PLATE." }

55 Victoria Street, - - - Toronto, Ont.

DRUM TAPS.

Leaves from the Diary of a Commercial Traveller.

BY WM. H. MAHER.

CHAPTER XV.

Sunday to the drummer, is a day of rest. The average commercial traveller does not go to church, because his clothes are hardly up to the church standard. There are men who go prepared with a nice suit, but they are the dandies of the road; men who fish for invitations to go out and see the girls, and who divide their time between drumming and flirting, always giving their preference to the latter employment when the two conflict. During years of experience on the road I noticed that the handsome young men who drove the country girls wild, in their own opinion, and who were much more ready to talk about their conquests than about trade, were never among the best salesmen; and I do not recall an instance where such a salesman was ever given an interest in the firm. The clerk in the store can do as he pleases with his hours after the store is closed, but the salesman on the road is paid to devote every hour of his time to business.

After breakfast I borrowed pen and ink of the clerk and went to my room. I copied off the orders taken the day before, then figured up my sales for the week. I had been told that \$600 would pay; that \$900 was about the average of our experienced traveling man, and that ten to twelve hundred was an exceeding good figure. My sales during the week were between \$1,300 and \$1,400; and no one could be more surprised at my success than I was.

I had worked hard, and had worked every minute of the time; with every man I met I called into play every bit of nervous force in me, and tried to make him see things as I saw them. When I went out of a store I usually felt as if I had been holding some immense weight, and the recreation left me weak and tired out.

Certainly there was nothing about the business to make one love it; even a weeks experience had shown it up in not a very agreeable light. Pushing one's self into the presence of men and remaining there when one could see that he was more than unwelcome, was not agreeable to a sensitive person. Begging for favors of men whom one would scarcely care to recognize as acquaintances if they were out of trade was not always calculated to improve one's self-respect; and living and eating, among strangers never two nights at the same place, was turning life into a dry and dreary affair.

But the business had to be done; modes had changed till business was where it must be "drummed;" not because the retail trade would not buy just as many goods if drummers were kept away, but each house must send out its salesman because, if it did not, some one house would have the advantage. The expense of the drummer was a costly one to the house, but it had to be borne.

And drummers did not make any attempt to lessen their importance to their houses.

On the contrary, where they could do it, they arranged that the trade should hold their orders for them instead of sending them in to the house. He was a very superficial observer who did not see that the traveling men were yearly gaining a position where they could dictate to their own houses. Much of the trade knew only them, saw only them, and knew nothing of the house more than they told. If the salesmen should go to another house he might carry every dollar of this trade with him, and he was not slow to avail himself of this knowledge.

Consequently it became a sure step to promotion to control a good country trade, and disagreeable as the work was in every way, it offered the surest avenue to advancement, providing the man did not contract habits that offset his abilities as a salesman. If I saw all this before I set out on my trip, I saw it more clearly now, and I determined to stick to the road and worked my way into something better than a second-class clerkship.

I started on this trip with my notions largely formed from the talk I had heard among old traveling men. In listening to them about their sales, and their efforts to change a reluctant buyer into a willing one, I had observed that the saloon and treating bore a very prominent part. So when I started out I had supposed that as a matter of course, I would find it necessary to use the same means and the same arguments. It did not take me long to discover, however that this was not true; that the better class of trade could not be reached by any such influence, and that there was no place where it was really necessary. In my first few days I would have done anything, no matter what to secure an order; but as my confidence in myself grew I discarded the idea that beer or whiskey was a necessary adjunct, and I was able to prove myself right. Not only this, and I satisfied myself that the drinking men among my customers had more regard for me because I was not seen in saloons, and put more confidence in me. I am able to say now, after many years' experience and observation, that the man who depends upon the help of the saloon to give him trade is making a woeful blunder. His chances of holding such trade are small; he is sure, in time, to lose himself. In an early part of my story I told of inviting a customer to a saloon for a glass of wine: so I make this statement here that no young man need say my example led him astray.

I know it would be tedious to the reader to follow me daily through my next two weeks. In the next town I reached I found a letter from the firm congratulating me on my success and cheering me on. I did not go into a town but that I took an order there, and my average sales during the next two weeks were over \$200 a day, the gross profit averaging well.

At the end of the third week I finished my trip and went home. I had sold \$3,700 worth of goods, and collected every dollar due us on the route, and I had a confident feeling that whenever I should go over the road again I would meet with a welcome. The clerks in the store praised me without stint; the proprietors were more cautious, probably thinking of the increased salary I might be demanding one of these days; but the senior said to me when we were alone:

"I guess you had better keep on the road, don't you?"

"I will drum the route I have been over," I said, "but to start out every sixty days will be often enough; in the meantime I would like to keep at the books."

It was settled in this way, though, in ad-

dition to keeping the books when at home, I had to sell goods, thus keeping me tolerably busy. Of course the same process that made one successful on the road made him an equally good salesman at home. But in addition to this, there were attentions that could be shown a merchant in your city that could not be given in his town. For instance, an invitation to a man to go to a theater with you, or an hours drive with him, showing him the city, or giving him a little lunch—there are numberless things one could do, and every one touches a man on a sensitive point and tells in one's favor.

When the country merchant goes to the city he is willing to combine business with a little pleasure, and while he is anxious to see everything, he is generally at a loss to find anything, or, if he goes to a place of public amusement, he feels lost and more or less awkward. But with some one beside him who knows "the ropes" he enjoys all he sees, and appreciates every attention.

I took care of such trade as I could get acquainted with, and every day saw my influence increasing in the house. Then my position at the books gave me opportunities of adding a word to a bill, or a letter, that kept the customer personally acquainted with me, and did me no harm when next he was in town.

My second trip over the C. & T. Road was as good as my first one; I sold some new men and nearly all those I sold before, and did not hear a complaint from a single customer.

I travelled over that road for eight years; during that time I never had a customer leave me, and in my eight years' sales I made less than \$100 of bad debts. Meantime the firm prospered; I added another route to my C. & T. trip and was equally successful there, and the house was preparing to move into more commodious quarters when the senior died.

There was no question about the business going right along, and though I had only the little money that I had saved from my salary, some \$1,500, I did not worry as to the future. Although I had been so much on the road, I had always gone to work at the books the moment I came in from my trip, and when the senior died I was the only one in the house who could take his place in the office. Then my sales that year had been over \$50,000, in a total for the whole house of \$148,000 and I could not afford to be at ease.

The result was as I anticipated; the survivor and I went into partnership, and the succeeding years were the best the house had ever seen. I kept my routes and managed the books for awhile, but after a year of this, and some changes among our clerks, I was compelled to devote my time to the books and to the management of the business and thus ended my "Drum-taps."

Aluminum is a costly material. The lowest price we have seen quoted is \$2 per pound, and that price is guaranteed only when a person purchases 1,000 pounds or more. But we understand a company has been started by which this metal can be sold at 10 cents per pound.

Work can always be found in a store without double-million microscope

Every line of goods embodies a history and a science worth years of study to understand.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

NORTHEY & CO., - TORONTO, ONT.

MANUFACTURERS OF
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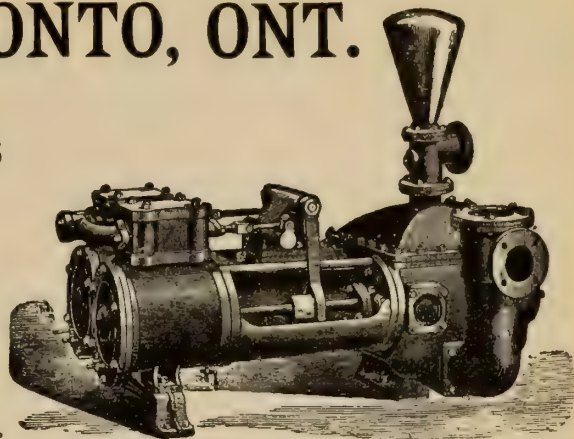
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GUARANTEED.

Prices and particulars on application.

OFFICE AND WORKS: Corner Front and Parliament Sts.



CARE OF VARNISH.

In a country shop, where a small quantity of varnish is used at a time, it is best to buy it in small cans—say pints and quarts. After varnish has been frequently exposed to the air, and has stood a month or two, it is apt to become fat or to receive too much oxygen, and lose too much of its turpentine to work as the manufacturer intended, or to the satisfaction of the varnisher; and that is one of the reasons why so many varnishers fail to get uniform results from the same grade of varnish. After the can has been opened and closed a few times, the cork, which is apt to stick fast to the nozzle of the can, begins to crumble or break, leaving pieces adhering to the can, and portions of the broken cork often find their way into the varnish, and, to the disgust of the varnisher, turn up as specks upon the finished work. A rubber stopper is a good thing to use in a varnish can which has to be reopened from time to time as the contents are used, because it will not make specks and will stop the can nearer air-tight than cork.—House Painting and Decorating.

A customer secured is a promise of greater salary in time.

Restore goods to their proper places as soon after using as possible.

Master the whole business and the way to fortune has been mapped out.

Goods conveniently located save time, money and temper in showing.

Soap and water are cheap, but soil on goods is expensive.

ENOCH MORGAN'S SONS'

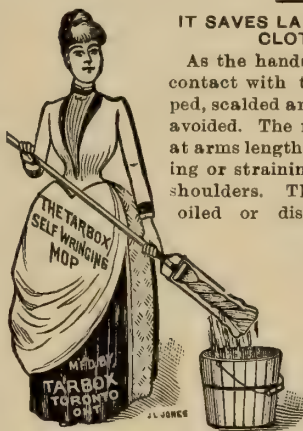


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Direct Orders and Orders for Enclosure receive our prompt attention.



IT SAVES LABOR, TIME AND CLOTHING.

As the hands do not come in contact with the water, chapped, scalded and sore hands are avoided. The mop being wrung at arms length there is no stooping or straining of the back or shoulders. The hands are not oiled or disfigured by the wringing of a filthy, greasy cloth. As the clothing is not drenched or disfigured as in ordinary mopping no special preparation is required.

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Successors to

W. B. CHISHOLM

Manufacturers of

1, 2, 3 Bushel

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BASKETS

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LOOK FOR IT,
WAIT FOR IT,
IT WILL PAY YOU.

The "Eclectic Security" Tubular Lantern.

Combining as it does all the latest improvements without any of the discovered defects of Lanterns hitherto on the market. The following are a few of its most important points, viz.:

Burner connected with oil cup by a screw.

Inch wick. Hinged Cap to Burner. Seamless bottom to oil cup, which contains an imperial pint.

Convenient and cool method for removing Globe to clean and light.

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The John C. Jewett Man'g Co., Buffalo, N. Y.;
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Orders and all Correspondence promptly attended to.

Portland Cements,
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Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont.



David Brady, plumber, Montreal, has called a meeting of his creditors.

A Royal Army Sanitary Commission for Great Britain has just been appointed, upon whom will devolve the responsibility of expending the vote of nearly four millions granted last session by Parliament for the improvement of existing barracks and the erection of new ones. The commission consists of the following members: Sir Redvers Buller (chairman), Sir Douglas Galton, Col. Loecock, Sir Joseph Fayrer, Surgeon-General Marston and Brigade-Surgeon Nash. In addition to these, Sir Gharles Cameron has been selected to join the Commission as an expert in sanitation.

The only pipe mill in Canada is that of J. & C. Hodgson, of Montreal. Their works are situated at St. Henri on the Lachine canal, covering an area of 600 x 200 feet with a capacity of over 40 tons of pipe per day. Between 100 and 200 men are employed the year round. Siemens' gas furnaces are in use at this place. The skelp iron formerly used by this concern was imported from Scotland, but they are now erecting a rolling mill for the production of their own stock. Formerly English pipe found a ready market in Canada, which is not the case now to such an extent as formerly.

A large sewer, which is to convey all the sewage of the Rhondda Valley in Wales out into the sea, has now been half accomplished, and the contractor expects that in about another year the work will be completed. The sewer is being built in sections, and the contractor, W. R. Parker, has now about 600 men at work. The sewer has to run through hills and under rivers. It goes under the Taff seven times, once under a canal, once over the Rumney, and through six or seven tunnels. The sewer is carried under the river by means of an inverted syphon. The iron pipes are two feet nine inches in diameter, with a hydraulic inclination of 1 in a 100.—Ex.

Tenders will be received by registered post, addressed to the City Engineer, Toronto, up till noon on Tuesday, December 23rd, for supply of pipe for year ending December 31, 1891. Approximate quantity of pipe required: Six-inch pipe, 35,000 feet; 6-inch bends, 200; 9-inch pipe, 5,000 feet; 9-inch bends, 100; 12-inch pipe, 12,000 feet; 12x6-inch junctions, 800; 12x9-inch junctions, 200; 15-inch pipe, 3,000 feet; 15x6-inch junctions, 200; 15x9-inch junctions, 100; 18-inch pipe, 500 feet; 18x6-inch junctions, 20; 18x9-inch junctions, 40; 1 foot 2 inches x 1 foot 9 inches tile invert, 2,000 feet; 2x3-foot tile invert, 3,000 feet; 6-inch stoppers, 800; 9-inch stoppers, 200. John Shaw, Chairman Committee on Works.

RELICS OF ANCIENT ROME.

The English News states that the commission in charge of the improvement of the city of Rome has unearthed great quantities of lead water pipe, each plainly stamped with the name of the owner of the house, the year of the plumbing, the names of the consuls for that year, and that of the reigning emperor. In opening the eighty-two miles of new streets in that city, material has been found sufficient to add to our present knowledge a thousand details concerning the baths, heating flues, water pipes and house sewer pipes, the organization of the police and fire brigades, etc.

PURE LEAD PIPE HEATING CONNECTIONS.

Conversing with a gentleman thoroughly familiar with the subject, concerning the most desirable material for the connections between the hot water-back of the ordinary kitchen range and the circulating boiler, he expressed himself as heartily in favor of lead pipes, provided chemically pure lead is used in their manufacture. The reasons he gave are interesting enough to be noted for the benefit of plumbers who pride themselves on the durability and reliability of their work.

The ordinary lead of commerce, as our readers may or may not be aware, is largely obtained from silver-bearing ores. In smelting them the extraction of the silver is the first object, and the perfect purification of the lead is made a secondary consideration. As a consequence our commercial lead contains certain proportions of other metals, antimony being chiefly conspicuous. This hard metal, with its marked crystalline formation, is not really "alloyed" with the lead in the common acceptance of the term, but occurs in the form of minute but perfectly developed crystals dispersed through its substance.

The result is readily apprehended. These particles expand and contract to a greater extent than the lead with the variations of temperature, and at each expansion and contraction they leave an empty space surrounding them, or in other words, they tend to force apart the lead particles, which do not resume their former position. It can readily be imagined that this action, supplemented by a pressure of hot water, will eventually result in a disintegration of the pipe substance and a leak, if not a break is the outcome. By the employment of chemical lead for these pipes, however, the above action would be impossible, there being no antimony or other alloy present to form the basis of trouble, and it has been proved that where chemical lead pipe has been used for boiler connections they have stood for generations without requiring repair. A few years ago one of our leading manufacturers of lead pipe supplied the market with such an article at a price very little above that of the ordinary pipe, but the demand was so small that

its manufacture was abandoned. Plumbers doing first-class work, and priding themselves on its durability and reliability, may find it worth their while to induce the lead pipe houses to resume its production in limited quantity expressly for this purpose.—Sanitary Plumber.

PLANS FOR HEATING A STORE.

When taking cold air from the floor of a store to supply a furnace, about the first step to be taken is to measure the space under the outside doors, or calculate how many customers will call in a day. If the store is located in a country town, the chances are that the number of customers will bear an inverse ratio to the lowness of the thermometer. The result of this calculation is that when cold air is the most required it is conspicuous by its absence, and when a "good day for trade" arrives the doors will be on the swing as much as the cash drawer. To obviate this difficulty, it would be a good plan to have a duct leading from the country air, and so constructed that the air could be admitted to the store. This would save the clerks from breathing the same air over several times, and might save them the mortification of being found asleep when a customer arrived. By using the "store air" the cold air from the store floor is taken to the furnace, heated, and returned to the room again. This keeps the lower strata of air warmed, and makes the customers feet warm. If the carpenter who built the store was not over particular about joints, it may be that he has left a space under each door sufficiently large to supply a number of furnaces with an abundance of fresh air. From the above it will be seen that it is rather difficult to give general directions for setting any kind of a machine that is intended to heat a room. On general principles, I would advise that the duct leading from the store floor should be twice as large as the heating pipe. My reason is that it is best to give the furnace all the air it requires, as it would be rather difficult for more air to pass up the hot air register than was admitted at the cold air supply. It is rather curious to observe how careful furnacemen are about the cold air supply. One would think that they were afraid that the furnace was so poorly constructed that the cold air could pass up the register intended for the hot air before it became properly heated, or that the cold air cost as much as the gas. There seems to be an idea in the minds of most country people that fresh air is one of the most deadly compounds that one can encounter, and that a few breaths of it will send one into the next world as quickly as the most deadly poison or a scolding wife. When a person undertakes to place a furnace in a building the best thing to do is to take into consideration the surrounding circumstances and be led by them, and not make the cold air box to conform to the width of the sidewalk or the proprietor's bank account. A little "horse sense" is as useful in the furnace business as in others.—Metal Worker.

THE TRAVELLERS' ASSOCIATION.

President A. A. Allan presided at the quarterly meeting of the Commercial Travellers' Association of Canada, held in the Public Library building on Saturday night. There were 150 members present.

Secretary Sargent's report showed that the surplus fund of the association amounts to \$180,000, and that over \$25,000 had been paid out during the year to widows and orphans. There had been an increase of 200 members during the year, the membership now numbering 3,150.

The nomination of officers and directors for 1891 took place. A. A. Allan declined the presidency for another year. These officers were then elected by acclamation: President, John Burns, of Nerlich & Co.; first vice-president, C. C. Van Norman, of Orr, Harvey & Co.; treasurer, R. H. Gray; secretary, James Sargent.

R. H. Cosby, T. P. Hayes and R. J. Orr were nominated for second vice-president.

These nominations were made for the Toronto directorate(9): Wesley Bingham, T. M. Bayne, J. P. Balfour, F. T. Butler, C. A. Bernard, P. R. Corson, W. Caldwell, J. S. Crawford, H. S. Davison, W. B. Dack, T. Dunnett, G. H. Evans, J. Everett, M. C. Ellis, H. Goodman, F. Haywood, A. Hatch, J. Kilgour, J. A. McAgy, H. Morrison, J. Orr, O. Porter, R. L. Patterson, J. A. Ross, H. S.

Stanbury, J. D. Spera, E. E. Starr, G. West and S. R. Wickett.

Nominations for the Hamilton representation: For vice-presidents, (2), H. Bedlington G. E. Hamilton, H. Wright; for directors, (6), J. Hooper, W. B. Crow, R. Coleman, F. Tobias, W. G. Reid, G. Matheson, E. A. Dalley, C. Burden, W. E. Lechance, T. M. Davis, J. H. Herring and J. Johnson. The contest in Hamilton is expected to be very keen and exciting.

The Brantford, Winnipeg, Berlin, Montreal, Kingston, and Victoria, representatives were all elected by acclamation. For Guelph, C. Auld was elected vice-president by acclamation and J. R. Armstrong and A. R. Hill were nominated for directors.

The annual meeting of the association will be held in Shaftesbury hall on the 26th inst. The poll will be closed on the 26th, when the results will be announced. It is expected that 400 travellers will be in attendance at the meeting, when the McKinley bill and the proposed business tax will be discussed. The association will be in its new quarters in the old Central Bank building on Yonge street in a couple of weeks.

TO PROTECT THE PURITY OF LINSEED OIL.

One of the subjects carefully considered at the annual convention of the National Wholesale Druggists' Association, held at Washington, D.C., in December, was the adulteration of linseed oil and the use of substitutes for linseed oil. The Committee on Paints, Oils, and Glass called attention to the amount of adulterated linseed oil on the market, and pointed out the methods by which the jobbing trade, and even careful

buyers of single barrels, are deceived and annoyed. The practice is alleged to be confined for the most part to dealers in and compounders of the products of petroleum, who pump out from fifteen to twenty gallons of linseed oil from a barrel bearing a well-known brand and replace it with the adulteration (usually some product of petroleum) and then sell the whole under the crusher's brand.

The Association placed itself on record by resolutions condemning the practice as "wholly wrong, unmercantile, and in antagonism to the best interests of the trade," and asking the National Linseed Oil Company and other linseed oil crushers to consider some means of effectually removing so damaging a competition.

The Committee's report also stated that in their opinion the great desideratum of a perfect substitute for linseed oil at a much less cost has not yet been realized, although the future may have such a surprise in store. The sense of the Association as expressed in a resolution was "that until some oil is offered to take the place of linseed oil, which shall have clearly established that it contains the necessary properties of self-oxidation and the other valuable properties inherent in pure linseed oil, it is inexpedient for the wholesale drug trade to assume the risk of damage and loss of reputation more or less incident to the sale of any oil for general painting purposes, other than pure Linseed oil."—The Carriage Monthly.

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METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

We are making special drive on cross-cut saws, and solicit enquiries, also have complete assortment of popular makes of skates now on hand.

Our customers are particularly desired to send in specifications early.

TRY OUR M. L. S.  BARREL SIFTER.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



The above Brand of Lead
Requires no Association Guarantee.

It is the STANDARD of the Dominion for
Purity, Fineness and Whiteness.

WILLIAM JOHNSON COMPANY,
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W. G. A. Lambe & Co.

Late Williamson & Lambe.

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54 & 56 Wellington St., East,
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BY PRIVATE SALE.

Office Desks, Chairs and Tables, Ladies'
Writing Desks and Book Cases, Letter Files
and Office Fittings. On view at

41 COLBORNE ST., TORONTO.

TERMS CASH.

Goods are of latest design, and will be sold
cheap to close an estate.

TOWNSEND & STEPHENS,
Traders' Bank Chambers,
Toronto.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	24, 25
Straits 100 lb ingots.....	24 25
Strip	27, 29

Tin Plates—Charcoal Plates, Bright.

Bradley M.L.S.	Per box
I.C., usual sizes	\$6 25 \$6 50
I.X., "	7 50 7 75
I.X.X., "	8 75 9 00
Raven & P.D. Grades—	
I.C., usual sizes	5 25 5 50
I.X., "	6 25 6 50
I.X.X., "	7 25 7 50
L.X.X., "	8 00 8 25
D.C., 12½ x 17	4 75
D.X., usual sizes	5 75
D.X.X., "	6 10 6 65

Note.—Other brands might be shaded
by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 60 4 75
I.C., special sizes	4 75 5 00
B.V. Grade, I.C., usual sizes	4 60 4 75

Note.—Round lots of 14x20 might be
purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 25 8 50

Charcoal Tin Boiler Plates.

Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	Per lb.
" 14x60, "	6½c, 7c
" 14x65, "	

Iron and Steel.

Common Iron, per 100 lb	\$2 35 2 40
Refined "	2 60 2 65
Horse Shoe "	2 60 2 65
Band "	2 87½ 3 00
Hoop "	2 87½ 3 00
Swedish "	4 00 4 50
Nova Scotia Bar Iron.....	2 50 2 75
Sleigh Shoe Steel.....	3 00 3 25
Machinery, Tire Steel.....	0 13 0 14
Best Cast Steel, per lb.....	0 10½ 0 12
Russian Sheet	2 25 2 50
Tank Plates	4 75 5 00
Boiler Rivets.....	

Boiler Tubes.

2-inch	13c
3-inch	18½

Boiler Plate.

½ inch.....	\$2 75
5-16 ".....	2 60
¾ ".....	2 50

Sheet Iron.

1 to 20 gauge	3½, 3½
22 to 24 "	2½, 3
26 "	3, 3½
28 "	3½, 3½

Canada Plates.

Blaina.....	½ bright 3 20 3 25
Boars Head.....	None
Maple Leaf.....	None
All Bright.....	None

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5½, 5½
26 gauge, "	5½, 6
28 ".....	5½, 6½

Gordon Crown—

16 to 24 gauge, per lb	5½, 6
26 gauge, "	5½, 6½
28 ".....	5½, 6½

Note.—Cheaper grades about ½ cent
per lb less.

Chain.

Proof Coil, ½ inch, per lb.....	4½, 4½c
" 7-16 inch	5½, 5½
" 1-4 ".....	5½, 6
Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards.....	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—Ingot.

Lake Superior, per lb	0 00 0 00
Baltimore	0 16½ 0 18
English B.S.	0 16½ 0 18

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	\$0 28 \$0 31
" round & square	
1 to 2 in	0 26 0 28

Note.—Complete, lengths about fifteen
feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,	
16 oz, 14x48 and 14x60	\$0 21 0 22
Untinned, 14 oz, and light,	
16 oz, irregular sizes	0 22 0 23

Note.—Extra for tinning, 2½ cents per
pound, and tinning and half planishing
5 cents per pound.

Planished and tinned, 14x
48 and 14x60

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb..	0 22 0 26
" 35 to 45 ".....	0 21 0 22
" 50 lb and above per lb	0 20 0 21

Boiler & T. K. Pitts.

Plain Tinned, per lb.....	0 26
Spun ".....	0 30

Wire.

Pure, in coils—	
From 1 to 20 gauge.....	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21 0 25
" 27 to 30 ".....	0 23 0 29
" 30 and up.....	0 26 0 29
Sheets, hand-rolled 2x4 ft.....	0 25

Zinc Spelter.

Foreign, per lb.....	0 06½ 0 06½
Domestic	0 05½ 0 05½

Zinc Sheet.

5 cwt casks.....	0 06½ 0 07
Part casks	0 07 0 07½

Lead.

Imported Pig, per lb.....	0 04 0 04½
Domestic	0 04 0 04½
Bar, 1 pound	0 05 0 05½
Sheets, 2½ lbs, per square ft,	
by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft,	
by roll	4 75 5 00

Note.—Cut sheets half cent per lb ex-
tra. Pipe, by the roll, usual weights
per yard, lists at 7c per lb and 25 p.c.
discount.

Note.—Cut lengths, net price; ton lots
25 and 5 p.c. dis.; waste pipe, in 7 ft
lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb 0 20 0 22
Note.—Prices of this graded according
to quantity. The prices of other quali-
ties of solder in the market indicated
by private brands vary according to
composition.

Antimony.

Cookson's, per lb.....	\$0 21 \$0 22
Other makes ".....	0 19 0 20
Pure White Lead, ground in oil, Associat'n guarantee, per lb.	5½
No. 1 Do.....	0 5½
No. 2 Do.....	0 4½
No. 3 Do.....	0 4½

Prepared Paints.

(In ½, 1 and 1 gallon tins.)	
Pure, per gallon	\$1 05 \$1 10
2nd qualities ".....	0 85 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)	
Venetian Red, per lb.....	0 05
Chrome Yellow	0 09
Golden Ochre	0 06
French ".....	0 05
Marine Black	0 09
" Green	0 09
Chrome ".....	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) in bbls, per lb	0 01½
" (J.F.L.S.)	0 01½
Venetian Red (R.C.2) ".....	0 01½
Ven. Red, Cookson's ".....	0 02
English Oxides	0 03½
American ".....	0 02½
Paris Green, per lb.....	0 15½ 0 16½
Burnt Sienna	0 08½
Burnt Umber	0 06
Drop Black	0 09
Chrome Yellows	0 12
" Greens	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 70
Brown Japan	0 70
No. 1 Carriage	1 50
Gold Size Japan	1 40
Pure Orange Shellac	2 20
Hard Oil Finish	1 50

Linseed Oil (in bbls).

Raw, per gal.....	0 67
Boiled	0 70

Turpentine (in bbls).

Selected Packages, per gal.....	0 59 0 60
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Castor Oil.

Best, per lb.....	0 11 0 12
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Glue (in bbls)

Common, broken	0 10 0 12
French medal	0 12 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	0 05½
" No. 2	0 04½
" No. 3	0 04½

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 10.
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.

Wads.

Eley's, per 1,000. \$0 25 \$1 60

Anvils.

Per lb. 0 10 0 12½
Anvil and Vice combined each. 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz. 13 00 20 00
Adjustable " each 5 50 6 50
Past Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 5 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled 3 60 7 30
Saddlers', " 0 45 1 60

Awl Hafts.

Patent Peg, per gross. 7 50 9 00
" Sewing, " 7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz. 2 80 8 30

Axes.

Per box. 6 00 12 00

Axle Grease.

Per gross. 8 00 15 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 25 p.c. off Revised list.

Bells—Hand.

Brass, 60 to 66½.
" 50 and 10 to 60 p.c.

Door.

Gongs, Sargent's. 5 50 8 00
" Peterboro. 4 60 13 50

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 p.c.

Farm.

American, each. 2 00 5 00

House.

American, per lb. 0 35 0 40

Bellows.

Hand, per doz. 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35, 40 per cent.

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.
Best, ditto, 37½, 40 percent.

Bench Stops.

Per doz. 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.
Excelsior—Jennings, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per cent.
Jenning's Gen, net list to 5 p. cent dis.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz. 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex. 1 25 1 75
Mascot. 1 35 1 85

Blind and Bed Staples.

All sizes, per lb. 0 11 0 15

Bolts.

Carriage, dis, 60 and 5 per cent. to 65 per cent.
Tire, dis, 50 to 50 and 10 per cent.
Stove, dis, 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 60 to 60 and 5 p. c.

Boring Machines.

Complete, with Augers, ea. 5 25 7 00

Braces.

Barber's. 6 00 7 75
Barber's Ratchet. 10 00 11 00
Farmers'. 2 00 2 75
Millar's Falls. 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs. 0 50 3 40
Berlin Bronze Cana'n. 0 85 3 20

Broilers.

Light, dis. 35 to 40 per cent.
Reversible, dis., 65 to 70 per cent.
Vegetable, per doz. 1 12 2 35
Henis, No. 8. 6 00
" No. 9. 7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz. 500 4 23

Butts—Brass.

Wrought Brass dis. 60, 60 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 to 60 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60, 60 & 5 p.c.
Loose Pins, " 60, 60 & 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair. 0 40 0 65

Can Openers.

Acme, per gross. 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz. 0 70 0 95

Carpet Stretchers.

American, per doz. 1 00 1 50
Bullards. 6 50

Carpet Sweepers.

Bissell, per doz. 22 50
World. 21 75
Daisy, " 24 00
Star. 18 00
Crown Jewel, per doz. 29 00
Grand Rapids, " 32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50 p.c.
Plate " dis. 50 p.c.

Cattle Leaders.

No 31 and 32, per gross. 8 50 11 25

Cement.

Fortland, car load lots. 2 70
Thorold. 1 10
Queenston. 1 10
Napanea. 1 10

Chalk.

Carpenters' Colored, per gross. 0 50 0 85
White, lump, per lb. 0 01½ 0 01½
Red. 0 05 0 06
Crayon, per gross. 0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz. 0 85 4 00

Churns.

Boss or Daisy, dis. 50 p.c. to 60 p. c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz. 3 00 10 00

Clips.

Axle, dis. 65 p. c.

Coffee Mills.

Box. 3 60 13 00
Side. 3 60 4 00
Enterprise, No. 0. 1 35
" No. 2. 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c.

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz. 2 00
Coil, per doz. 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Breast.

Millar Falls, per doz. 16 00 51 50
P. S. & W., dis. 40 per cent.

Twist.

Morse, dis. 30 to 33½ per cent.
Standard, dis. 40 to 45 p. c.

Elbows—Stove Pipe.

Dis. 20 to 33½ p. c.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz. 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p. doz. 1 70
Petroleum, per doz. 4 50 6 50

Files.

Kearney & Foote's discount Am. List
50 & 5 to 50 & 10
Barton Smith, dis. 50 & 10 per cent.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Canadian, dis., Amer. list 60 per cent.
Jowitt's, dis. Can. list, 25 p.c.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c.
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.
Horse Rasps, Spencer's, dis. Can. list, 33½ p.c.

Fluting Machines.

Each. 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Peerless, discount 45 p. c.
Gem, dis, 50, 50 & 10 p. c.

Fruit Presses.

Henis' per doz. 4 00
Enterprise, discount 10 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent.

Gauges—Marking, Mortise, etc.
Stanley's. dis. 50, 55 p. c.

Wire Gauges.

Winn's, Nos. 26 to 33, each. 1 65 2 40

Glass.

4th quality Star, 1st break. 1 50
" 2nd " 1 60
" 3rd " 3 60
" 4th " 3 90
" 5th " 4 20

Window Glass.

Pilkington's ordinary
1st break. \$3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 6 50

Picture Glass.

Pilkington's ordinary.
1st break. 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each. 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz. 4 25 4 65

Hammers—Nail.

Maydole's net list.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz. 1 10 1 50

Sledge.

Canadian, per lb. 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz. 1 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs. 0 40 2 50

Chisel.

Firmer per gross. 3 00 4 50
Socket Firmer " 5 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 30 p.c.

Hoe.

C. & B., discount 30 p.c.

Saw.

American, per doz. 1 00 1 25

Plane.

American, per gross. 3 15 3 75

Hammer and Hatchet.

American, per doz. 0 50 0 80

Cross Cut Saw.

Canadian, per pair. 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60, 60 and 5 per cent.
Light T and strap, dis 60, 62½ percent.
Heavy, per lb. 0 5 0 06½
Screw and Strap, per lb. 0 03½ 0 04½

Per doz. sets.

Screw, Eureka. 1 13 1 80
Gate, Clark's. 1 50 2 20
" Shepherd's. 1 00 1 50

Per doz. pairs.

Spring. 1 50 3 50

Hoes.

Garden, Mortar, etc., discount 40 per cent.
Planter's per doz. 4 00 5 00



HEADQUARTERS FOR

Bowman, Kennedy & Co.,
LONDON, ONT.,

Acme Club Skates, Sleigh Bells, Cow Ties, Snow Shovels, X Cut Saws,
Buck Saws, Axes, Ammunition, Sporting Goods, all kinds,
Cutlery, Silverware, &c.

Hooks—Cast Iron		Pencils.		Saw Sets.		Thermometers.	
Bird Cage, per doz	0 50 1 10	Dixon's, per gross	1 00 4 25	Per doz	1 65 9 00	Tin case & dairy, dis. 75p.c.	
Clothes Line, " "	0 27 0 63	" Carpenter	2 25 3 60	Scales.		Thimbles.	
Harness, " "	0 72 0 88	Picks.		Canadian List, dis. 40 p.c.		Asbestos, filled, per doz., dis 25 off.	
Hat and Coat, per gross	1 00 3 00	Picture Nails.		Scale Beams.		Ties.	
Chandelier, per doz	0 50 1 13	Porcelain Head, p. gross		Canadian, B. S. & M. dis. 40 per cent.		Cow, per doz	
Wrought Iron.		Brass Head,		Scrappers.		Tinner's Shears and Snips	
Wrought Hooks and Staples, Can, dis. 17, 20 p.c.		Planes.		Box, per doz		P.S. & W., 10 p.c. advance on American list.	
Wrought Hooks and Staples, Amer dis. 75 to 75 and 10 per cent.		Wood, bench, Canadian, or American dis. 50.		Foot, " "		Tinware.	
Wire.		Wood, fancy Canadian, or American dis. 35, 37, per cent.		Screens.		Stamped, dis. Assn list, 70, and 12 1/2 per cent.	
Hat and Coat, dis. 35, 40 p.c.		Bailey's (Stan R. & L. Co.) 33 1/2 to 35 per cent.		Screw Drivers.		Japanned, dis. Prices on application	
Belt, per 1,000	0 60 2 70	Miscellaneous, dis. 10 to 12 1/2 per cent.		Sargent's, per doz		Pieced, dis.	
Screw, bright, Eng., dis. 40, 5, 45 per cent.		Bailey's Victor, dis. 10 to 12 1/2 per cent.		Screws.		Transom Lifters	
Horse Nails.		Plane Irons.		Wood, flat head iron, dis. 47 1/2 per cent.		Payson's, dis. 25 per cent.	
Horse Shoes,		English, per doz		Wood, round head iron, dis. 42 1/2 per cent.		Traps.	
Per keg	3 60	Pliers and Nippers.		Wood, flat and round head, brass, dis. 25 p.c.		Game, Newhouse, dis. 17 1/2, 20 per cent	
Ice Picks.		Button's Genuine, per doz. prs. dis 37 1/2, 40 p.c.		Bench, wood, per doz		Game, H. & N., or P.S. & W., discount 57 1/2 to 62 1/2 p.c.	
Star, per doz	3 00 3 25	Button's Imitation, per doz.		Bench iron per doz		Mouse, per doz	
Kettles.		German, per doz		Scythes.		Rat	
Brass spun per lb	0 28 0 30	Plumbs and Levels		Discount 40 per cent.		Trowels.	
Copper, " "	0 40 0 45	S. R. & L. Co., dis. 65 p.c.		Scythe Snaths.		Disston's, discount 10 p.c.	
Enamelled Can. 50 p.c.		Poppers.		Canadian, dis. 33 1/2 to 35 p.c.		German, per doz	
American, 50 and 10, 60.		Corn, square, per doz		Shears.		Brade's	
Keys.		Pruning Shears.		B. & W., japanned, dis. 75 per cent.		S. & D., discount 35 p.c.	
Lock, Can, dis. 50 p.c.		Pulleys.		B. & W. N. F., dis. 65 p.c.		Triers.	
Cabinet, Trunk, and Pad-lock, Am. per gross	1 60 4 75	Hothouse, per doz		Seymour's dis. 60 p.c.		Butter, per doz	
Knobs.		Axle		Ætna, dis. 75 @ to 75 and 10 per cent.		Twines.	
Door, japanned, and N.P., Can. list dis. 50 p.c.		Screw		Heinrich 60 per cent.		Bag, per lb	
Bronze, Berlin, per doz	2 75 3 25	Awning		Sliding Door, per set		Wrappg, mottl'd, pr. pack.	
Bronze, Gem, " "	6 00 9 00	Rumsey or Canadian Cistern & Pitcher Spout, 60 and 60 and 10 p.c.		Canadian, dis. 7 1/2 per c.		cotton, per lb	
Lava, " "	8 75 10 00	Punches.		Shovels and Spades.		Mattress, per lb	
Shutter, porcelain, F. & L screw, per gross	\$1 30 4 00	Saddler's, per doz		Canadian, dis. 37 1/2 to 40 per cent.		Staging	
Ladles.		Conductors, " "		Sieves.		Broom	
Melting, per doz	1 70 4 50	Tinner's solid, per set		Wood Rim, black, p. doz		Binding, flax, per lb	
Lemon Squeezers.		hollow, per inch		" tinned, " "		" jute	
Porcelain lined, per doz	2 20 5 60	Bladder, per 100 lbs		Tin Rim, " "		Vises.	
Galvanized, " "	1 87 3 85	Tins, lbs		" black, " "		Hand, per doz	
King, wood, " "	2 75 2 90	Rail.		Snaps.		Bench, parallel, each	
" glass	4 00 4 50	Barn Door, per foot		Harness, German, p. gro.		Coach, each	
All glass, " "	1 20 1 30	Sliding Door, " "		Acme, " "		Peter Wright's, per lb	
Lines.		Rakes.		Lock, Andrew's		Pipe, each	
Fish, per gross	1 05 2 50	Cast Steel and Malleable, Canadian list dis. 40 per cent.		Soap		Saw, per doz	
Chalk, " "	1 90 7 40	Razors.		Sapolia 1/2 gross boxes		Washer Cutters.	
Locks—Door.		Boker's, per doz		1/2 and 1/2 gross boxes per gross net cash		Per doz	
Canadian, dis. per cent.	50	Wade & Butcher's		Soldering Irons.		Well Wheels.	
Russell & Erwin, per doz	2 90 7 50	Currier's, per doz		Per lb		Amer. per doz. 8, 10 & 12 in.	
Cabinet.		Rivets and Burrs.		Wrought Spikes.		Wire.	
Eagle, dis. per cent, 30 per cent.		Copper Rivets, dis. 40.		Discount, net list to 10 per cent.		Market, bright and annealed, Nos. 1 to 16, 5 per cent. advance on list from stock. From factory net list.	
Padlock.		Iron " 40 per cent.		Spoke Shaves.		Market, oiled, coppered, 5 p.c. advance. From factory net list.	
English and Am. per doz	50 6 00	Burrs, Iron, 30, 33 1/2 per c.		Wood, English		Market, tinned per lb	
Scandinavian, " "	1 00 2 40	Canadian, dis. 30, 35 per c.		Iron, American		Galvanized Fence, 5 per cent. advance on list. From factory net list	
Eagle, dis. per cent, 15 to 17 1/2 per cent		Rope.		Spoons and Forks.		Tinned Broom, from 19 to 22 gauge, per lb	
Mallets.		Sisal, per lb		Tea Spoons, per gross		Malin's Wire on spools, dis. 30 to 35 per cent	
Tinsmith's, per doz	1 25 1 50	Manilla, " "		Dessert " "		Clothes Line, galv. p. 100ft	
Carp'trs', hickory " "	1 25 3 75	New Zealand, " "		Table " "		Galv. steel barb fencing	
Lignum Vitæ, " "	3 85 5 00	Cotton, " "		Dessert Forks, " "		"Lock Barb," 4 point	
Caulking, each	1 60 2 00	Russia Deep Sea, per lb		Medium " "		Ditto Glidden 2 point	
Mattocks.		Jute " "		Table " "		Galv. Steel, plain twist	
Canadian, per doz	8 50 10 00	Rules.		Squares.		Galvanized Barb, "Lyman," 2 to 4 points	
Meat Cutter.		Boxwood, dis. 75 & 10 & 5 80 per cent.		Iron, per doz		Terms, 60 days or 2 per cent off for cash—10 days.	
Enterprise, dis. per cent	20 25	Ivory, dis. 40, 40 & 5 per cent.		Steel, dis. 75 p.c.		Wire Cloth.	
Dixon's, each	1 60 2 00	Sad Irons.		Try and bevel, dis. 50 to 52 1/2 per cent		Ordinary, discount 25 p.c.	
Woodruff's, " "	1 10 1 70	Mrs. Potts, per set		Staples.		Painted Screen, p. 100 sq ft	
Hale's, " "	1 05 1 50	N. P.		Fence, galvanized, per lb		Wrenches.	
Hume, " "	13 00 16 00	Sand and Emery Paper.		Wrought Iron, dis. 75, 75 and 10 per cent.		Agricultural, dis. 70.	
Mining Knives.		Emery, per quire		Stocks and Dies, Amer. dis. 25 per cent.		Standard, dis. 60, 60 & 10 p.c.	
American, per doz	42 2 35	Sash Cord.		Stone.		Coe's Gen'l, dis. 40, 45 p.c.	
Molasses Gates.		Sash Locks.		Washita, per lb		Diamond, dis. 33 1/2, 35 p.c.	
Stebbin's Patent, dis. per cent, 65 to 70 per cent		Triumph and Morris, dis 37 1/2, 40 per cent.		Hindustan, per lb		Tower's Engineer, each	
Nails.		Kempshell's dis. 40, 62 1/2 per cent.		" Slips, per lb		S, per doz	
Cut, 3 in. and upwards, per keg	2 65	Canadian, dis. 45, 50 p.c.		Labrador, per lb		G. & K.'s Pipe	
Brads & Moulding Nails, discount 60 to 60 and 5.		Sash Weights.		" Axe, " "		Burrell's " "	
Wire Nails, 65 to 65 and 5.		Sectional, per lb		Turkey " "		Pocket, per doz	
Nail Pullers.		Each		Arkansas " "		Skates.	
German & American	1 85 3 50	Sausage Stuffers.		Water-of-Ayr " "		Skeleton, dis. 10 p.c.	
Nail Sets.		Saws.		Scythe, per gross		Whelpley's Pat. Club, Ladies', Brass Tops, 7 1/2 to 9 1/2 in.	
Square, round and octagon	3 38 4 00	S. & D., dis. 35 to 40 per cent.		Grind, per ton		Whelpley's Pat. Club, Gentlemen's, Brass tops, 9 1/2 to 12 in.	
Diamond	12 00 15 00	Cross-Cut, Disston's, per ft. 35 to 55.		Tacks, Brads, etc.		"Star" Mfg. Co.'s wrought steel top, dis. 30 p.c. 8 to 12 in.	
Oil.		Hack, complete, each		Cut, Carpet, gimp, blue, dis. 35 p.c. tinned, dis. 45 p.c.		Halifax Pattern, dis. 10 p.c.	
Canada Refined Oil (Toronto)	0 17	frames only		Swedes' iron, blue or tinned, dis. 42 1/2 p.c.		No. 0, Whelpley's, 8 to 12 in.	
Carbon Safety " "	0 18 0 18 1/2	Hand, Disston's, dis. 10 p.c.		Upholsterers' " dis. 42 1/2 p.c.		Forbes' New Patent.	
Canada W.W. " "	0 20	S. & D., dis. 25 to 35 per cent.		Copper Tacks and Nails, dis. 35 p.c.		Half-Patent, "Achieved" action with finest tempered blades	
American W.W. " "	0 25	Each		Trunk and Clout Nails, " 40 p.c.		Full-Patent, "Achieved" action, with new patent blades	
S. R. Seal " "	0 63 0 65	Oilers.		Finishing Nails, dis. 35 p.c.			
McClary's Galvan. Iron		Oil Can, with Pump, per doz		Cigar Box Nails, dis. 35 p.c.			
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HARDWARE



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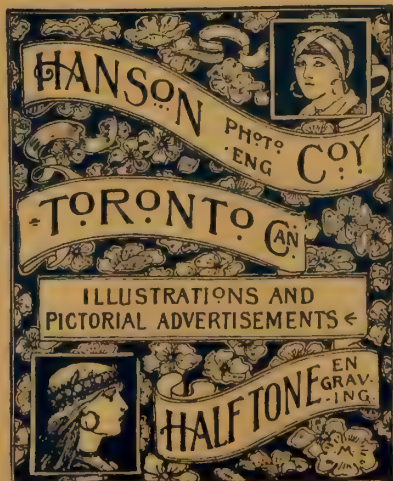
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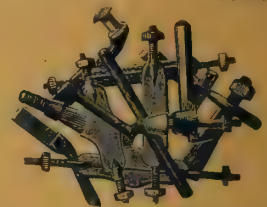
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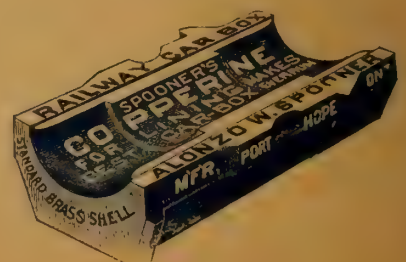
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Vol. 2.

TORONTO AND MONTREAL, DECEMBER 20, 1890

No. 51

CHRISTMAS.

The Christmas of 1890, which is now a prospect, will, by the time of our next issue, have become a retrospect. We hope it will have lost none of its brightness for our readers because of their transfer from an approaching to a departing point of view. For those who enjoy it rightly, memory will hallow the day with associations as rich as the deflected rays of anticipation now gild it with. May the aurora of Christmas comprehend as many after-weeks of gratitude, as it has of previous weeks of picturesque suspense in the warm imagination of the Canadian people! For we deem that Christmas becomes prosaic to no one. The splendor in which the fancy of youth can set it gets modified no doubt by our habits and our years, but it is hard to conceive of its fading completely away. There is some glow surely in the most arid nature, amid that environment of good feeling which wraps like an atmosphere every community of Christian people, when they come to celebrate the season of "Peace on earth and good will towards men."

We hope our friends in the hardware trade may find substantial pleasure in the coming Christmas. What gives its specially Canadian character to the season is fine frosty weather and good sleighing. These are adjuncts which are desirable allies of the hardware man. We hope they may come and bring with them that prodigality which is so excusable and so becoming at the Christmas season. Trade drifts in their wake, and liberal trade is the gift for which the hardware traders stocking yawns.

Let us say as a last word, Be just before you are generous. Abstain from the folly of making presents to customers. That confusion of business and friendship is an error which has been sincerely repented of by many who made it in former years. You

can more easily be just with your creditors when you come to pay them, and just with your customers when you come to sell to them next year, if you resist the temptation to be generous on the wholesale scale that presents require.

We wish you a Merry Christmas.

TAKING STOCK.

The annual taking of an exhaustive inventory comes like Christmas but once a year. There is undoubtedly in the mind of every hardware merchant or salesman, a feeling of genuine thankfulness that it does not come oftener. It is a trial looked forward to with great anxiety. No doubt every dealer doing business would gladly postpone this undertaking if he could make himself feel he was right in so doing, indeed many do neglect it for two or three years at a time. It is a bad policy to allow oneself to get into a habit of not taking an annual inventory of one's stock-in-trade. He should invariably see to this, and have everything looked over and cleaned up once a year. For various reasons this should be adhered to. In the first place, by means of taking stock every year a merchant knows his position, whether he is losing or making money. Secondly, in case of fire, he could readily adjust his insurance—if he be insured and every merchant should be—and have no doubt as to how much stock was on hand at one time during the year. And thirdly, it gives an ample opportunity of culling out old things, which are unsaleable, and allows one grand effort to dispose of such goods at a low figure. As the time of year is approaching when the majority of the Canadian hardware trade take the annual inventory of stock, we would make a few suggestions, which will be interesting to the readers of *HARDWARE*.

There should be one great point in view, when undertaking to find what amount of

stock there is on hand, and that is accuracy. Competent persons should be engaged, and nothing should be taken for granted. Have some one to wait on the customers, which are generally few, during the stock-taking season, and have those engaged at the stock interrupted as little as possible. As a general rule throughout the country, too much time is allotted to the work, and a great deal more is wasted than is necessary. It is especially desirable to all concerned that this disagreeable undertaking should be got through with as soon as possible. Therefore little extra time should be put in to rush through a job which is in many cases prolonged to a greater extent than is necessary. Collect all articles of the same kind, whether from the show case, window, or wherever they may chance to be, and put them with the original stock. This will allow nothing to be missed. It is desirable to have as much as possible the entire stock of the same number or size of goods in one place, and not scattered here and there through the book.

In stores where boxes are used to keep the stock, slips of paper should be used on which is written the quantity of any article that each box contains, and so on through all the shelf goods. There are a variety of ways which dealers resort to in taking an inventory of their stock, but there is none which is so reliable and facilitates the work so much as this method. In the meantime, any thing being sold from a box which has been taken, is simply deducted from the ticket. Thus, the necessity of keeping a book for shelf goods sold during inventory may be dispensed with. A section of shelving is about three feet wide, and it is better to take each tier before commencing another one. The goods under the ledge which are generally different from those kept in the shelves, may be taken separately, in the

same way by sections. In stores where goods are sampled on the original packages, the quantity each package contains can be marked in lead pencil, and changed when any thing is sold therefrom as in the case where boxes are used. When the shelf goods have been taken in the way described, samples included, one may then go through and call off ticket after ticket to another, while he writes it down on the stock book until the whole stock has been inserted.

The heavy hardware such as nails, iron, and goods in cellar should be written in a book made expressly of rough paper, immediately it is called, and in this manner the rest of the stock should be taken. It may then be taken and transferred on the regular stock book. It is then ready for extension, and there should great care be taken in this part of the work, which should be examined on completion. The recapitulation may next be taken up, each page, as it is added, carried forward on a separate sheet with the number of the page opposite to the sum. After this is performed, the amount of goods sold during inventory of the heavy hardware is then deducted. We might remark that a line should be left to all goods bought at a discount in order that that discount may be inserted. All goods received during inventory should be put in stock and the invoice copied.

It is urged that no time be lost in getting through the ordeal of stock-taking. Every spare moment should be occupied and the evenings could be utilized to better advantage than any time during the day. Hoping that the result of every inventory will be a satisfaction to all hardware dealers in Canada, we cannot fail to urge the great necessity of accuracy in stock-taking, and to those who neglect to annually take an inventory of their stock, how much more satisfactory it will be to go through every department in their store annually, and thus possess a true knowledge of their financial position at the close of the year.

THE DOMINION COMMERCIAL TRAVELLERS' ASSOCIATION.

The sixteenth annual meeting of the Dominion Commercial Travellers' Association was held on Saturday evening in the hall of the Natural History Society, Cathcart street, Montreal, and, as is usual at such gatherings, the attendance was large, nearly 500 strong, and the interest well maintained. Only one nomination had been made for president, but the contest for vice-president between Col. C. P. Patten and Mr. C. E. A. Patterson had been

carried on with considerable vigor, and the boys awaited the report of the scrutineers with the greatest amount of interest. Amongst those present were noticed: Fred Hughes, Gustave Piche, Fred Birks, Samuel Woods, Ed Coote, S. S. Boxer, F. S. Cote, C. K. Adams, Col. Patten, Frank Gormley, W. Percival, John Stephens, Thos. Harris, John Hughes, Jas Croil, H. W. Wadsworth, Harry Mortimer, D. Armstrong, J. H. Morin, W. H. Olive, W. Grose, S. J. Carter, Wm. Galbraith, C. E. A. Patterson, Geo. Sumner, Geo. Snider, W. B. Sumner, John Taylor, D. L. Lockerby, G. McBride, E. T. Cope land, Geo. Forbes, P. Besserer, R. C. Simpson, R. W. McLaughlin, A. M. Weston, Wm. Boon, A. Andrew, A. Reid, W. H. Callaghan, R. J. Logan, Geo. H. Borg, Geo. Brown and many others.

Mr. Gustave Piche, the retiring president, presided, and delivered a congratulatory address, and the secretary, Mr. H. H. Wadsworth, read the minutes of the last quarterly and annual meetings.

The next business was the reading of the annual report. The treasurer's statement annexed showed that the total income for the year is \$26,384.25, and the expenditure, including assurance indemnity, \$15,354.48, leaving a net gain of \$11,029.77 carried to capital account, which now reaches the handsome sum of \$92,132.80. The amount realized the past year in investments was \$4,444.28, or sufficient to meet the ordinary working expenses of the association. During the year 359 new members were added to the roll, while 235 old members failed to renew their subscriptions, leaving the presents membership at 2,180. Seventeen members, a larger number than usual owing to la grippe, were removed by death, and the sum of \$10,800 was paid to their families. Regret was also expressed for the loss of Mr. R. B. Hutchison, treasurer, who removed to Toronto.

After some discussion on the part of members the report as summarized above was adopted unanimously. The educational report was also submitted, showing that five pupils were enjoying the benefits of this useful fund.

Mr. C. K. Adams, chairman of the scrutineers, here reported the following elections:

Fred Hughes, of Caverhill, Hughes & Co., president, by acclamation. For vice-president, Col. C. P. Patten received 814 votes, consequently being elected. For treasurer, Fred. Birks. As a board of directors the following gentlemen were returned: John Taylor, R. C. Simpson, D. D. Black, M. Murdock and P. E. Benjamin. These names were received with loud cheers, after which Mr. Piche delivered an eloquent speech and left the chair, which was taken by President Hughes, who also delivered a telling address. Col. Patten, the newly elected vice-president, was likewise called upon, and made the speech of the evening. Messrs. Birks, Taylor, Simpson and others also

spoke, and it is the general belief that in the persons of Messrs. Hughes, Patten and the other gentlemen elected the association has made a first-class selection.

The question of mortuary benefits was then taken up, and upon motion of Mr. Gustave Piche it was decided to increase the amount from \$1,000 at the rate of \$25 per year after the tenth year to \$1,200.

The temperance people secured quite a victory towards the close of the meeting. The last quarterly meeting having decided that the association furnish wine to the invited guests at the coming dinner at the St. Lawrence hall on the 23rd inst., a motion to cancel this decision was carried by a good majority.

We issue as a supplement to this number of *HARDWARE* a portrait of the new President, Mr. Fred. Hughes. Most of our readers will recognize the well-known features, as we consider this portrait reproduces them with fidelity.

THE CASH SYSTEM.

The cash system as it is called, has been generally adopted by the dry goods trade in all large towns and cities in Canada. There are a few large hardware establishments who have adopted the cash system, and done away with the old-fashioned till drawer. We say old-fashioned, though dealers in all large towns and indeed the majority of retailers in large cities still make their change from it.

In these progressive days when everything to facilitate work and systematize the routine of mercantile life is being done, the cash system is undoubtedly the greatest improvement. In stores where a large number of salesmen are employed, it has become a necessity as well as a convenience. It acts as a protection to the employer, and equally so to the employee. There is no likelihood of as many errors being made in making change, and if properly understood, places the employee in a position more to his satisfaction than otherwise. A system of concentrating the cash sales of a store is a commendable one, and should be adopted in every store. It may cost considerable to put one in, but it is in the end a good investment for any merchant. These contrivances of carrying the cash sales to the cash desk are generally rented, and there is no merchant in any branch of trade but what feels he could not do without the protection of a cash carrier. For the benefit to be derived from a system such as we refer to, to say nothing about the convenience to be derived from its use, we would advise all hardware merchants doing a fair cash business to introduce a carrier system.


The Barnum Wire and Iron Works which are at present located at Walkerville Ont. are about to remove their works in their entirety to West Toronto Junction. They will be ready for business in their new quarters in about three months.

CAVERHILL, LEARMONT & CO'Y,

-: SKATES :-

Our stock is large and fully assorted, including :

“SKELETON” Halifax Pattern. “GENUINE ACME”
and Forbes’ New Patent “ACHIEVED.”

 Write for Prices, as we
are Headquarters.

MONTREAL.

TALKING ABOUT TRADE PAPERS.

As indicating the important position which trade and technical papers occupy at the present time, it may be mentioned that the managers of the advertising departments of the prominent daily papers are at present instructing their canvassers to give no attention whatever to soliciting lines of business in which the general public is not interested, and in which the services of the trade paper would be more likely to bring results than a daily paper. The rule is so closely followed by a number of the leading papers of the country that it may be accepted as the general policy of the newspapers of the day. Trade papers are constantly occupying a higher place in the estimation of the business public, and more particularly in the estimation of the manufacturers and wholesalers who use them, and upon whose patronage they depend for support. While trade papers a short time since consisted of little more than mere advertising pages, with random clippings from various sources, they are at present the result of the labor of large corps of able and experienced writers; and, taken collectively, they exhibit more originality and more enterprise than, perhaps, any other class of periodicals at present published, not excepting the leading literary magazines.—The Office.

A GIGANTIC MANUFACTURING SCHEME.

This it is said is the age of “big things,” and it what we see and hear concerning the utilization of the water tower at Sault Ste Marie ever comes to pass it will put the engineering skill of those who built the pyramids of Giza to shame.

Advices from England indicate that the colossal enterprise by which Sault Ste. Marie is to be made one of the biggest manufacturing centers on the continent is likely to be a success. The company is organized for utilizing the enormous water power of Lake Superior, and constructing very extensive works in the vicinity of Sault Ste. Marie. The waters of Lake Superior fall at the Sault about 30 feet, to the level of Lake Huron, the velocity being recorded by Gen. Powell, of the United States service, as a little more than 90,000 cubic feet second. Careful and accurate measurements and calculations show the actual velocity and volume of water to be 122,000 feet per second, equivalent to 236,000 horse-power. This company intend to build a tail-race five miles long on the Canadian side, and a canal five miles long on the American side. These canals will be each 1,000 feet wide, the widest in the world.

They will construct large dry docks on both sides, to be filled and emptied by gravitation. On the Canadian side all the principal works will be above the rapids, and on the American side below the rapids. Blast furnaces and ship yards and it is expected paper mills, pulp mills, flour mills and other industries, will be established. whose motive power will be supplied by this company, or by one of the several subsidiary companies which it is expected will be formed. Applications for power have already been received.—Railway Review.

The Iron Trade Review of Cleveland, O., is quite concerned about the “fuss and feathers” the Canadian papers are making over the Sudbury nickel mines. Our contemporary must not think, because we possess the world’s nickel supply that we do not intend to publish the fact far and wide. It is difficult indeed to find more “fuss and feathers” as the Cleveland paper remarks, being made anywhere or over anything to such an extent as is being made over the proposed tin plate manufacture in that country, and according to expert opinion it is very doubtful in spite of the “noise” they make about their tin mines but what they will not have to rely on the old world’s product yet—keep perfectly cool.

CORRUGATED STEEL FASTENERS.

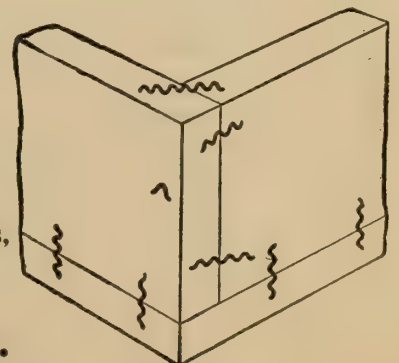
A Perfect, Secure Joint!

NO GLUE, NO SCREWS, INEXPENSIVE.

All Manufacturers of Wood-work are interested in this Invention.

Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.

THE ONTARIO TACK CO., Hamilton, Ont.



SIDEWALK DISPLAYS.

The custom of displaying a line of goods on the sidewalk is fast disappearing, and there are good grounds why it should. Some merchants have found out, and others are beginning to follow, that it is no way of advertising trade.

It certainly is ruinous to any article to be placed where it is continually exposed to the dust and rain, and rendered almost unsaleable. Many merchants, especially in cities, have resorted to other methods of display. They reserve the window for the goods they wish to advertise their line of business with, and thus are able to keep them in saleable condition. The salesroom is made attractive, and by often changing the class of goods contained in the window, he can easily bring before the public what he has on sale. The front of the store should be perfectly clear of anything, the window made attractive and dressed often, and the damage to goods resulting from standing outside will be done away with. Everything inside should be so arranged that the customer can readily see what you have in stock, and the same class of goods should on no occasion be laid here and there all over the store.

These are ideas which can be put to good purpose, and every convenience should be made to make the stock attractive. Such remarks as the above are specially applicable to house furnishing goods and the like, which are liable to become a difficult stock to arrange unless a system is adopted.

CASTING IN BRONZE.

In a recent conversation with a press representative, R. H. Park, of Florence, Italy, a sculptor, said: "American foundries don't seem to succeed with bronze castings of any great size," he remarked. "There is one foundry in New York which can do good work, but the statue of Columbus on the Drake Fountain, Chicago, will be cast in Florence. Probascio, who is having the Grant statue done for Lincoln Park, will have to have his statue cast in parts, and I understand that one of the hind quarters had to be recast entirely. Why, I saw an equestrian statue twice life size, made in Florence, cast all in one piece, bridle and all.

The art of casting big statues all in one piece had long been lost, but it has been rediscovered. The process is called *cerra perdue*. The other method is the sand process, just like that used for stove castings, but the joints have to be filed smooth and then soldered. In that way the artist's touch is lost, and the skin of the metal, the patina, is scratched and spoiled. The *cerra perdue* is the wax process. First the clay model is made. Then a plaster reproduction of that is made. From that is taken a matrix. That is coated inside with wax as thick as it is desired to have the bronze, say a quarter of an inch. A core is put inside of that, which would be a mold of the inside of the statue

when completed. There is a hole in the bottom of this matrix. It is put in a pit and heated until all the wax is melted and runs out. The melted bronze is poured in between the core and the matrix, and there's your bronze casting. It costs about \$1000 more than the sand process for each statue, but it is much preferable."

STORE FRONTS.

A great improvement can be made in the construction of a store front. Occasionally we see a tasteful and well built front, but the majority are badly in need of renovation. One plan submitted by a correspondent is instead of placing the door or doors in the centre of the store front and having an ordinary show window on either side, the door is to be placed a little to the side of the centre, and thus a large space may be allowed for a spacious and well-lighted window on one side. The other side may be taken up with an artistically built window, of novel designs which could be arranged for the exhibition of a certain class of goods. We shall be pleased to hear from dealers in regard to a matter such as we have commented on, and also on show window exhibitions.

FOREIGN TRADE OF THE DOMINION.

The foreign trade of the Dominion was larger in the year ended on June 30 last than in any like period since 1883, and has been exceeded only twice in the last 16 years. On the basis of goods entered for consumption and exported the aggregate value reached \$209,514,733, or \$10,652,000 more than in 1889, and \$16,464,000 more than in 1888. The principal increase was in exports, which thus compare as respects goods the produce of Canada:

	1889.	1890.
Mine.....	\$4,419,170	\$5,126,131
Fisheries.....	7,312,208	8,524,508
Forest.....	23,043,007	27,289,264
Animals.....	23,893,907	26,630,677
Agriculture.....	13,414,111	17,245,575
Manufactures.....	4,434,949	6,388,074
Miscellaneous.....	783,652	183,081

In addition to the goods enumerated, there has been a considerable export of American produce through Canadian ports, and including all the export trade of 1890 amounts to \$96,749,000, or \$7,560,000 increase over the preceding year.

Canada's aggregate trade with the mother country and the United States for a number of years thus compares:

	Great Britain.	United States.
1874.....	\$108,083,642	\$90,524,060
1879.....	67,288,848	70,904,720
1883.....	99,197,682	97,701,056
1888.....	79,383,705	91,053,913
1889.....	80,422,515	94,059,844
1890.....	91,743,635	92,814,783

Germany now ranks fourth in importance among the countries with which Canada trades, being surpassed only by Great Britain, the United States and the West Indies.

AMERICA'S FIRST NICKEL STEEL.

The first attempt made in this country to produce nickel steel, about which so much has been said, was made recently at the Homestead Steel Works, near Pittsburgh. This experiment was made by Carnegie, Phipps & Co. for the Navy Department, and the results seem to have fully justified Secretary Tracy and the Ordnance Bureau in undertaking the development of nickel steel.

In the experiments referred to, the object was to reproduce, as nearly as possible, the alloy used in the nickel steel armor plate made at LeCreusot, France, and recently tested at the Annapolis proving grounds with such good results. That this was successfully done is shown by the chemical test, which shows that in the French plate the percentage of nickel was 3.32, while in the Homestead metal it was 3.16.

The experiment was made with a five-ton heat in a Bessemer converter. Part of this heat was rolled into three-fourths inch plates, from which a number of test specimens were cut. Two of these pieces were tested and gave surprising results.

The elastic limit was respectively 59,000 pounds and 60,000 pounds. The ultimate tensile strength was 100,000 poundy and 102,000 pounds respectively. The elongation was 15½ per cent, in each specimen, and the reduction of area at fracture was 29½ per cent. and 26½ per cent. respectively. These figures show that the elastic limit and ultimate tensile strength were raised by the nickel alloy to almost double the limits reached in the best grades of boiler plate steel, and the elongation was reduced to a scarcely appreciable extent.

Thus the desirable qualities of hardness, strength and elasticity were combined in a wonderful degree in a metal of great ductility. It is believed that these results attained in the first attempt and with steel made by the Bessemer process, can be made better by the open-hearth process.

One of the principal difficulties with the use of steel for the hulls of ships has been that it corrodes rapidly in the salt water and barnacles and other sea-growths adhere to it closely, thus requiring the bottom to be cleaned and painted at short intervals. Some recent experiments in Germany show that the new alloy is much freer from both corrosion and fouling. Secretary Tracy has directed that some of the plates made by Carnegie, Phipps & Co. be submerged, together with some ordinary steel plates, so that these qualities of the metal can be tested.

Within the next 90 days Carnegie, Phipps & Co. expect to deliver to the Navy Department their first armor plates, of which some will be all steel and others nickel steel. These plates will be tested in comparison with the two French plates fired at in the recent armor trials. Their armor plate plant is now complete, with the exception of erecting the large cranes for handling the plates, the hydraulic plates for shaping them and some special machines for trimming and finishing them.—American Manufacturer.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.



DEAD SHOT F. G.



DEAD SHOT F. F. G.

GUNPOWDER. "American Dead Shot." TRY IT.



A combination among the horse nail makers is talked of.

Samuel McGiffin, hardware merchant, Oakville, Ont., has disposed of his stock.

The Kingston Cement Works Company will have its mill at Kingston Mills. Ald. Minnes says it goes out of the city because of the taxation put on the manufacturers.

On the 10th inst., Mr. John A. Stuart, of the firm of Stuart & Dolbie, iron founders, Thorold, and Miss Josie Campbell, were married at the residence of the bride's father, Mr. David Campbell, Marshville.

Considerable comment is being passed in the United States on the withdrawal of the mineral lands in the Algoma and Sudbury district from sale. One thing is evident that mining operations are going to be pushed in that locality.

The well-known London Brush Factory is still to the front with a splendid line of goods. The line of kalsomine, varnish and horse brushes made at this factory are unsurpassed. Mr. Bryan also keeps in connection with his brush trade a full line of carpet sweepers.

On page 8 is printed a cut of the latest and best oil can in the market. For family use it is the most convenient yet introduced. It is made in 2, 3, 4 and 5 gallon sizes and besides coal oil it can be used for keeping varnishes, japans, asphaltum and a number of other liquids to in good condition.

The Forstner auger bit, which is a departure from the common run of bits, is meeting with much favor. This tool is made from $\frac{1}{8}$ inch upwards, and is capable of doing work which no other bit can perform. It is made by the Bridgeport Gun Implement

Co., Bridgeport, Conn., and can be procured from the jobbing trade.

A Bill has been introduced in the Imperial House of Commons for the "Regulation of Dealings in Pig Iron Warrants." The bill enacts that any person who shall issue a document of title to pig iron, and shall not have the amount of iron actually on hand shall be guilty of an offence. The Act is to be known as the Pig Iron Warrants Act, 1890.

Among the latest inventions which by the way is a musical one, is a skipping rope. This device has been patented and to a Canadian is attributed the ingenuity for its existence. Enclosed in the handle is a ratchet wheel, and attached to the end of the rope, is a spring tongue for engaging the wheel, so as the rope is in play it produces a somewhat rattling sound.

An Omaha hardware dealer, while fondling a revolver supposed to be unloaded, the other day, discharged it through his window and into a drug store across the street, where the bullet scored a bull's eye in a liver paid hanging upon the wall, and also pierced some plaster. The dealer was new to the business, having formerly been a preacher, which perhaps accounts for his not knowing that the weapon was loaded.

We extend a general invitation to all subscribers when in this city, to call at the office of HARDWARE. It is desired that this invitation should extend to all hardware merchants, stove dealers and plumbers. This journal is published in the interests of these three branches, and we are open always to receive news from any part of the Dominion relating to either one of the departments which all our energies, scope and ambition are directed.

The Port Hope twine factory commenced operations last Monday. The machinery was but a week in operation when an accident occurred which will keep the works at a standstill for a short time. At 2 o'clock

on Saturday afternoon, the driving rod of the large engine broke, the end of the cylinder was knocked out with terrific force, and the engine was more or less damaged by flying pieces of iron. The engineer, Duncan McMillan, was standing at the head of the engine and just escaped being killed with only a margin of a few inches to spare. The twine works are now in full running order, and a large number of working men are being employed.

That our efforts to obtain access to new markets may be as little as possible of a haphazard character, the statistics branch of the Canadian Department of Agriculture continues to compile and tabulate relevant information from the records of past trade. This gives an inductive basis for departures that the recent closing of the United States market forces us to make. Two recent issues from the statistics branch are "Imports and Exports of Agricultural Produce, year ended 30th June, 1889," and "Imports into Great Britain during the years, 1887, 1888, and 1889." In these a large amount of information is concisely exhibited, and everyone interested in the expansion of our trade should obtain copies.

FOR SALE.

HARDWARE, Stove and Tin business. Good western town. Best stand in town, brick block, slight opposition, stock about \$4,000, clean and well bought for cash, yearly turnover \$12,000, established over 20 years. Stock can be reduced to suit purchaser. Proprietor going out of business. This is a rare chance. Address

51

J. E. care HARDWARE.

M. J. Woodward & Co.,
PRODUCERS OF CRUDE,
 Manufacturers of
 Illuminating Oils,
 Lubricating Oils,
 Paraffine Oils
 and Wax, &c.
PETROLIA, - ONTARIO.



ONTARIO.

Bruce Mines and Stobie—Crebo, Richard, blacksmith and general store, assigned to E. F. Noyes, Hamilton.

Cobourg—Crossen, Jas., mfr. railway cars, deceased.

Elmira—Ruppel Bros., general store, assigned to Michael Weichel, Elmira.

Galt—Strickland, Wm., sewing machines and musical instruments, deceased.

Guelph—Loch, Henry, grocery and crockery, sold out to Fielding & McLaren.

Marathon—Graham, C. J., general store, assigned to J. H. Gordon, Ottawa.

Richmond (Carleton Co.) McDonald, John general store, assigned to J. H. Gordon, Ottawa.

Stratford—Cale, T. & Son, painters and wall papers, Thos. Cale deceased; Kilbourn, Jos. R., sewer pipes, etc., deceased. of) groceries and provisions, sold out.

MANITOBA AND NORTH-WEST TERRITORIES.

Manitou—Fullerton & Ross, general store, giving up business.

Regina—Cruckshank, Wm., general store, admitted Thos. Potlemy. Style, Wm. Cruckshank & Co.

Selkirk West—Galloway, Thos., general store, assigned in trust.

Gentilly—Baril, Ulderic, general store, stock, etc., advertised to be sold by auction on 18th inst.

Henrysburg — Morin, Arsene, general store, stock, etc., advertised to be sold by auction on 19th inst.

QUEBEC.

Montreal—Canadian (The) Bridge and Iron Co., burnt out, partially insured.

Pont Rouge — Lesage, Victor, general store, assigned.

St. Hyacinthe—Morin, J. H., hardware, etc., offering to compromise.

NOVA SCOTIA.

Bridgewater—Ramey, James, lumber and general store, assigned.

Point De Rute—McQueen, J. A. & Co., general store, partially burnt out.

BRITISH COLUMBIA.

Barkerville—Mason, Joseph, general store, deceased.

New Westminster—Cunningham, Geo., blacksmith, admitted, W. Legate.

Vancouver—O'Toole & Ralph, stoves, etc., advertised to dissolve.

Every line of goods embodies a history and a science worth years of study to understand.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

THE GUILFUL FAKIR.

No more striking instance of the futility of patronising the bum advertising fakir is recorded than the one which recently took place in Port Hope, whereby a number of business men were induced to insert advertisements in a frame which was to be posted in a public building in Port Hope and some of the surrounding villages. The terms were \$7.50, payable three months after delivery of the frames. Almost as soon as the Port Hope frame was hung up fakir No. 2 hove in sight and commenced to collect, allowing a discount for cash. One of the advertisers asserted he did not know whether the frames were hung in the villages named, and said he would not pay until the three months were up, whereat the fakir threatened all sorts of calamities, and at last, for peace sake, the money was paid. No advertising pays as well as that done in the local papers, where the advertiser is on the spot and can see that a contract is faithfully carried out. Not only that, but it keeps money in your own town, a pointer our town Council would do well to remember when erecting any further public works.—Port Hope Times.

THE COMMERCIAL IDENTITY OF NATIONS.

The bonds of commerce are the protection and safeguard of modern civilization. Trade is making a unit of the nations, and the identity of commercial interests is slowly but surely profiling itself on the canvass of time. The old isolations are disintegrating, and the prejudices that fed on ignorance as fungus feeds on mud are being gradually dissipated in the wider knowledge and the better feelings that are the con-comitants of international commerce. There may be greed, selfishness and rivalry, and the evils and rancors that grow out of blind and precipitate competition; nations may spend their millions on cruisers, iron clads and forts, and the highest premiums be paid to the genious devoted to the art of war, and the best machines for human slaughter, but for all that, and in spite of its force and proportion, the international identities of commerce are relegating the old barbarisms to fools and despots, and making the peace and progress of the human race more and more the vital though in modern life. The market place and not the shamle, the friend of man and not the butcher, education, comfort and truth, are the signal lights of the civilization crossing the threshold of the twentieth century.

The crisis through which the commercial world is passing to-day has already made its historic affidavits to the veracity of our statement. The banking house of the Barings, supposed to be practically impregnable, and with an unimpeachable record of clean and unsmirched integrity, ventures its honor and resources to save the finances of a South American Republic. The result is a crisis,

and the coming of the Bank of England to the rescue of the Barings, and in international comity the Bank of France puts a helping hand across the channel to aid the venerable mistress of Thread Needle street. In the old civilization such an act would have been contrary to national sentiment, and in direct antagonism to common practice. In those days it was the hawk and the chicken, and the wolf and the lamb, and the aggrandisement of one nation by the misfortune of the other, but now the international identity is so strongly pronounced, and the commercial interests of civilized nations so mutual, that the prosperity or adversity of any given section has an influence on the well being of every other. This silent but unevassible law of assimilation is making the brotherhood of man something more than a phrase, and it indicates what we may yet further expect in the development of commerce and the future of the human race. Selfishness, natural jealousy and the lust of empire and glory may yet precipitate the race into strife and slaughter. But the necessities of commerce, the bread and butter side of life, and the interacting fibres of sympathy that are woven into the woof of modern society, national and international, are all so many influences to neutralize the mad passion that in the last thirty years has made mincemeat of 2,500,000 men.—Age of Steel.

A feather duster disperses but does not remove the dust from the store.



J. L. JONES,
WOOD ENGRAVER,
8 1/2, 10 & 12, KING ST. EAST,
TORONTO, CANADA.

WALTER H. COTTINGHAM,

56 St. Peter St. MONTREAL,

CAN SUPPLY AT CLOSEST FIGURES:

Gold Leaf, Silver Leaf,
Aluminum Leaf, Composition
Leaf, Dutch Metal or Schlag
Metal, Bronze Powders and
Gold Paints.

Write for Prices.

E. R. C. CLARKSON

TRUSTEE AND RECEIVER

In affiliation with TORONTO,

JNO. B. CLARKSON

Temple Buildings, - - - MONTREAL.

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention



Even the stove dealers are full of surprises in the way of holiday goods for Christmas gift hunters and the early hunters and the early shopper gets the best bargain.

The trade in stoves, the past week, has been satisfactory, though some dealers are not altogether pleased with its record. The bulk of the business is done in cooking stoves and ranges, while a fair trade has been done in parlor heaters.

Mr. Jas. Stewart of the firm of Messrs. Jas. Stewart & Co., Hamilton, Ont., was stricken with paralysis on Sunday last. At last accounts Mr. Stewart was somewhat improved, but owing to his advanced age, it is difficult to tell at the present what chances of recovery there are.

It is amusing to read at times the requests of parties in ordering stove castings. They imagine the stove dealer is an almanac, that he knows everything, and in case the order is a little obscure as to what the customer requires, that the merchant of course can supply all his wants. The following order is what a certain dealer received the other day: "Gentlemen, Please send one middle piece to a great that is in 3 pieces the stove is an old one do not know if you make them or not." Of course at a glance can be seen the absurdity of such an order. But then people often wonder why they cannot get what they want.

Now-a-days many kitchen stoves and ranges are constructed on scientific principles with a view to attainment of the best possible results from the burning of the coal consumed. When cold weather comes, and, for that matter in all seasons, many persons try to make more heat by filling the stove or range with coal to the lids. In most stoves the best results are attained with a bright fire that just fills the fire box or that rises but very little above it. The fire should be well started and made to burn evenly, and then it should be fed with thin layers of coal spread with some care, so that it will burn readily and all at the same time. This way of keeping up the fire is less expensive than filling the stove to the top, for it consumes less fuel and it will make a brighter and hotter fire and a better oven.

An official of the department says that the parlor stove is a considerable source of income to the United States Treasury at this time of year, though the contributors to the fund accumulated by its means are invariably most unwilling ones. According to his statement, of all ways of hoarding paper money none appears to be in such universal favor as that of hiding it away in an unused sitting room stove during the summer time. When the fire is lighted in the autumn the

cash goes up in smoke, and the owner makes application to have the ashes redeemed. The chief of the redemption division says that no less than a hundred such cases were submitted to him every fall. Sometimes the remains are not too far consumed for identification, but as a rule this method of destroying money is found to be singularly effective and hopeless. There was received the other day at the Treasury \$120, in the shape of a small quantity of ashes packed into a thimble, from Texas. The woman who owned it had drawn the sum from the bank and deposited it in a stove for safer keeping, with the usual result. Unfortunately the ashes are indistinguishable from any other ashes, and so she loses the amount.—Stoves and Hardware Reporter.

WHY DO OVENS BAKE UNEVENLY.

In our last issue an article appeared relating to the baking qualities of stoves. We clip the following from an exchange which may be interesting to stove dealers :

"Much observation and practicable experience, together with no little discussion with others on the subject, inclines me to believe that the cause of ovens baking unevenly is in a majority of cases easily accounted for, and nearly as easily remedied or prevented, for nearly every modern range or cook stove, regardless of any peculiar flue construction, will under favorable circumstances bake satisfactorily. Again, nearly every such range or cook stove, under the same conditions, will not bake bread evenly, whether there be much or little fire, a good or poor draft, and with dampers either opened or closed. Only to-day a prominent retailer told the writer that a very popular range recently sold and put up would not bake evenly, although the trial was made under his own supervision? Having had some experience with the same size and make of range as that noted, I am prepared to say that the range will bake evenly and satisfactorily in every way as soon as sufficient soot and dust accumulates on the top oven plate and in the flues, especially in those on the bottom. I mean on the bottom of the flues under the oven. This soot prevents great loss of heat by too rapid radiation between the stove bottom and the kitchen floor. This is an important matter and one generally overlooked in stove and range manufacture. It accounts, I think, for the acknowledged fact that ranges with warming closets under the oven work better than single oven ranges. In order to prevent this trouble, which is the general cause of ovens baking unevenly, all that it is necessary to do is to cement the top oven plate and the bottom of the flues under the oven at the time the stove is mounted.

Oven ventilation is an excellent thing and easily accomplished. One of the simplest and best means and one that is not manipulated and abused by the cook is to file away the bottom flange of the oven door. This

will leave a slot or opening the length of the oven door about one-eighth inch wide when the door is closed. This opening will be between the door and the front of the stove; then if there is a small hole three-quarters of an inch in diameter through the back oven plate into the exit flues, sufficient ventilation for all purposes will be obtained.

BRICK VS. STONE FOUNDATIONS FOR ENGINES.

A correspondent writes to the American Manufacturer as follows :

"While an apprentice in a large machine shop and engine works, I was sent with the foreman of the erecting department to help put up an engine with a 36-inch cylinder, 5½ foot stroke and 50-ton fly wheel in a new rolling mill. I remember distinctly that the foundations were built entirely of large blocks of stone, and I also noticed that two other engines of about the same size rested on similar foundations. The big stone blocks made an impression on my mind, for I worked for more than a week tamping up the space between the foundation and the engine bed-plate with iron turnings rusted in soft water, and I do not think I have since done any kind of work quite so disagreeable.

After finishing my apprenticeship I drifted into other employment and lost all interest in shops and shop methods. A few weeks ago I chanced to visit a rolling mill where they were putting down the foundations for a new engine and train of rolls. I noticed that these foundations were of hard-burned vitrified brick, laid in Portland cement. The gentleman in charge of the work stated that stone, unless dressed with extreme nicety, never gets a perfect bearing on its bed, as the perpendicular joints can very seldom be filled solid, hence, stone foundations, no matter how heavy, are full of vacant spaces which allowed vibration. On the other hand, with brick, a perfect joint can always be made, thus obtaining a foundation practically one immense block, all of which has to be shaken before vibration can occur. A few days later, while in conversation with a well-known mechanical engineer, I was given another explanation of the matter. This gentleman stated that in such structures all the vibration has its origin in the machine, which is the centre of the foundation, and being at the top is the most distant point from the earth. Vibration loses much of its force in passing from one distinctly defined body to another, and the more frequently the vibration is transmitted from one body to another in a given space, the more nearly it is overcome. In a stone foundation, while the large blocks possess weight, and, lying together, have great frictional resistance, a vibration will only be transmitted once or twice before the earth is reached. In a brick foundation, the same gross weight may be attained, and at the same time the vibrations must pass from one body to another infinitely more frequently than in the stone foundation.

MARKETS

MONTREAL MARKETS.

Dec. 18, 1890.

The past week has presented few interesting features as regards general trade in heavy material, and it is but natural that it should be so. In fact business may be expected to rule quiet for some time, and in consequence there is nothing that we can refer to at present except a quiet jobbing business. Prices, generally, showing little, in fact no variation from those produced a week ago. Iron, here, rules unchanged, although the unsettled feeling in the speculative branch in Great Britain continues, but the regular market shows little actual alteration, so the effect on the position here of the fluctuation is inappreciable. Anyhow there is not sufficient business to induce any pronounced change. In other metals the feeling is the same, and in sheet material tinplates are firm with stock remarkably small, a fact which is drawing in some buyers in the west. In addition to the sale of coke, we noted last week, we have a transaction in a car load of charcoal to mention this week at \$4.65, and the houses report enquiries in this connection. In chemicals, paints, oils, etc., no features have arisen to cause any change.

IRON AND HARDWARE.

The week has witnessed no change in this market, and the general tone remains fairly steady while there have been few features to note. Pig iron remains quiet and unchanged, and beyond the sale of a small odd lot in a jobbing way ex store at an outside figure there has been little to note. The English market shows but little alteration as regards the regular market, but there has been a certain amount of fluctuation in warrants. Prices rule the same here, and there is no change, Summerlee and equal brands being quoted at \$23.50 to \$24 ex store, the outside for small lots. Bar iron is quiet and there has been no business of importance done. Values remain at \$2.25 to \$2.30 for domestic and \$2.40 to \$2.50 for imported. Hoops and bands are quiet and the same applies to sheet iron, iron pipe, etc. In the metals tin and copper have continued irregular and easy, but we have no change to note here. Ingot tin rules easy at 23½c., and copper 16½ to 17c. per lb. In sheet material the position is unaltered, with the tone firm. The only business has been in charcoals, a carload of which were placed in the West at \$4.65. Prices remain steady at \$4.50 for coke and \$4.65 to \$5 for charcoal.

NAILS.

This market shows no change and business rules quiet just at present, while prices remain about the same. It is true that some cutting is reported, but in a general way \$2.50 represents the basis for transactions that have occurred in a jobbing way. Horse-shoes rule steady to firm at \$3.60 to \$3.70.

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	....	2 50
8 dy to 9 dy, " "	....	2 75
6 dy to 7 dy, " "	....	3 00
4 dy to 5 dy, Am. pat	....	3 25
3 dy, hot cut, per keg, Am. pat	....	4 00
3 dv fine hot cut, " "	....	5 50
4 dy to 5 dy, cold cut, Can pat.	....	3 00
3 dy, cold cut, " "	....	3 50
2 dy, hot cut, nails " "	....	5 70

	Steel Cut Nails	Wire. Nails.
10 dy to 60 dy, per keg	\$2 60	\$3 15
9 dy " " "	2 85	3 45
8 dy " " "	2 85	3 70
7 dy " " "	3 10	4 00
6 dy " " "	3 10	4 30
5 dy " " "	3 35	4 30
4 dy " " "	3 35	4 60
3 dy " " "	4 10	5 50
3 dy fine " " "	5 60	6 60

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 50
4 dy @ 5 dy, per keg	.....	3 07
6 dy @ 7 dy, " "	.....	3 57
8 dy @ 9 dy, " "	.....	3 25
10 dy @ 30 dy, " "	.....	3 00
Cut spikes, " "	.....	2 55

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	.....	\$4 80
1 " " "	.....	4 20
1 ½ " " "	.....	4 50

Finishing nails 75c. per keg over same size hot cut, viz., from \$6.45 for inch to \$3.50 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.45 for 1-inch to \$3.25 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$6.95 for 1-inch to \$3.75 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand in 100 box lots 50 and 10 per cent. off discount, for large lots; small lots 50 per

cent. off; four months' or 5 per cent. off for cash in 30 days. P. D. brand similar terms.

CHEMICALS.

There has been little or no change in this branch of trade since our last report, in fact we have no business of consequence to report. All lines of heavy chemicals continue firm and to move any small lots ex store will take outside figures and this is the only movement if there is any that is in progress at the moment. Bleaching powder, bicarbs an caustic all continue firm at recent figures, the former at \$1.90 to \$2.10, bicarb \$2.25 to \$2.50 and caustic \$2.80 to \$3.25. Other lines show no change, and no alteration of importance is expected immediately as business may be expected to rule quiet for some time now.

PAINTS AND OILS.

The past week has developed little or no change to the market, nor was it expected to. An advance in the price of leads was discussed at the meeting of the association, but it was decided not to make any alteration, and prices remain as before. White lead, \$6.25 to \$6.75; No. 1, \$5.25 to \$5.50; No. 2, \$5.75; No. 3, \$4 to \$4.25; dry white, 6 to 6½c.; dry red, 4½c. In oils there is no business to note nor no alteration of importance. Cod remains steady at 40 to 45c. for Gaspe and Newfoundland, and steam refined seal 52½ to 57½c., the inside figure for

Bond or Free

Warehouse Receipts Issued,
Negotiable anywhere.

R. CARRIE,
27 Front St. E. Toronto.
eow

STORAGE

TINNED MATTRESS AND BROOM WIRE.

QUALITY GUARANTEED.

Manufactured by

THE B. GREENING WIRE CO., LTD.,

Hamilton, Canada.

Send for samples and prices.



A NEW AND USEFUL IMPROVEMENT, HARLAND'S IMPROVED OIL AND SHIPPING CANS,

Patented In Canada, United States, and Great Britain, FAMILY OIL CANS, made in 4 sizes—: 2, 3, 4 and 5 gallons. Shipping Cans in 5 gallons only. It is the safest, cleanest and most durable can in the market. It is easily operated, not liable to get out of order. Does away with taps and pumps. No corks required except when shipping, as it is so suspended in case that it will automatically seal itself, against a pad on top of case, preventing the contents avaporating.

The best Family Oil Can in the market, and the most convenient can for retailing Varnishes, Japans, etc. Orders and correspondence solicited.

Address.

HARLAND BROS. MFR'S.
CLINTON, ONT.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,
 HAVE IN STOCK
Linseed Oil, Castor Oil, Glue,
 and General Painters' Supplies.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

THE
 NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

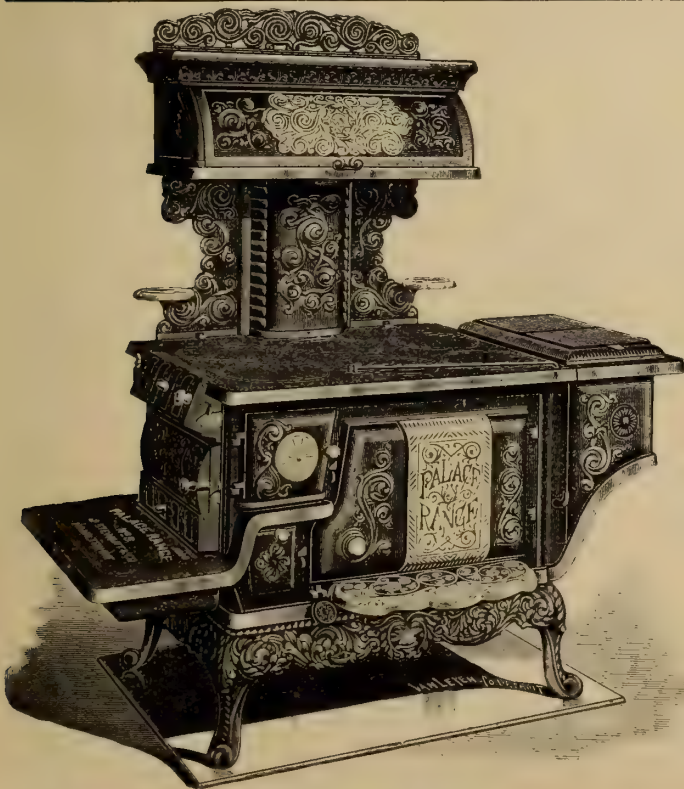
Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
 — APPLY TO —

THE MILLS, Campbellford, Ont.



Palace Range

— WITH —

OVAL FIRE POT and BASE BURNER GRATE

— OR —

Duplex Grate and Square Fire Chamber.

THE ONLY RANGE

With Interchangeable Fire Place and
 Grate using same water Front
 in both.

LARGE VARIETY OF SIZES AND STYLES.

EXTRA LARGE OVEN. PERFECT BAKER.

Sold by Leading Dealers. Send for Circular.

JAMES STEWART & Co., - HAMILTON, ONT.

TORONTO SHOW ROOM: J. BOXALL'S, 183 KING ST., EAST.

MONTREAL Markets Continued.

strictly wholesale lots. Linseed oil is quiet, with no alteration.

GLASS.

This article has been moving along in a quiet way, and there is nothing special to say in regard to it. A fair steady business is done on the basis of \$1.50 to \$1.60 for first and second breaks.

CEMENT AND FIRE BRICK.

There is nothing particular to say about this market for the present week, but our remarks last week re the firm feeling on English brands receive verification. It is now generally admitted that stocks are light. We quote \$2.70 to \$2.85, a round lot going forward to the West at the inside figures. Belgian is quiet, and may be placed 20 to 25c. below English brands. Firebricks meet with a quiet demand at \$24 to \$30 per 1,000.

NAVAL STORES.

This market remains quiet and unchanged, while the tone is steady. Turpentine moves along slowly at unchanged prices, and we quote: Turpentine, 60@61c.; rosins, \$2@4.25, as to brand; coal tar, \$3.70 to \$3.80; cotton waste, 5½c. for colored, and 7@10c. for white; oakum, 5½@7½c.; and cotton oakum, 10@12c.

PETROLEUM.

Refined has been quiet recently and nothing of importance has transpired. American continues in fairly steady demand with prices unchanged while the disposition to urge sales of Canadian refined, apparent a fortnight ago, is now not visible and business rules quiet. Crude is the same at \$1.35 per barrel, and we quote: — Canadian 12¾c. at Petrolea and 15c. in Montreal in car lots, and 16 to 16 1-2c. for smaller quantities, and American 23c. in car lots and 23½ to 24½c. in smaller quantities. American benzine, 23½ to 25c., and Canadian, 14½ to 15c.

TORONTO MARKETS.

TORONTO, Dec. 19, 1890.

This week has been without much interest in wholesale hardware and manufacturing circles, which of course is to be expected at this season of the year. While prices of metals on this market are generally well maintained, as manufacturers are carrying small stocks and the cost of transportation is high, both English and American markets favor buyers. Private cables say that at home large purchases have been made, which have a tendency to strengthen the market very materially during the last day or two.

On this market the only important change has been in manilla rope. As noted some time ago hemp had made a decided advance in outside markets. This rise was followed by the Canadian manufacturers putting manilla rope up 1c., but they have since reduced the figure 1-2c. to a basis of 15 1-2 to 16c. for retailers lots, but jobbers who are carrying stock bought at lower figures are selling at 15c.

The retail trade in most sections of the country report a very satisfactory season's business. Christmas goods have sold more extensively than usual.

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IRON AND STEEL.

This market has been quiet, with prices unchanged all week. Carnbroe is quoted at

\$23 to \$24; Middlesboro, \$22; Southern, \$22.50; Niagara Forge, \$22.50; Foundry No. 1. Soft, \$23. Bar is steady at \$2.25 to \$2.30 for domestic. Some business has been done in machinery steel at \$3.25 to \$3.40. Boiler tubes can be bought at 12c. for 2-inch and 17c. for 3-inch.

COPPER.

There has not been any important change in our market since last review and the range of prices is the same. Cable reports are strong and higher with large sales, but at figures which have not fully transpired. Yesterday's private advices quote £54 for merchant spot bars and £54 15s. for future. On spot round lots have sold at 15 1-2 to 16 1-2c. Dealers are jobbing at 16 to 17c.

TIN.

Demand is quiet and the market easier. Transactions are understood to have taken place at ½c. below our quotations of a week ago. Cables report London up to £92 15s. for spot and £93 7s. 6d. for future.

LEAD.

The market for pig lead is decidedly firmer and buyers are disposed to increase offers for future delivery. The importations this year have been heavy in consequence of water works constructions and extensions throughout the country. Here pig is quoted at 4c., bar at 4 1-2 to 5c. and sheet 4¾ to 5¼c. Soft Spanish is cabled at £12 15s. London.

ANTIMONY.

This market is if anything a shade easier although we have not heard of any business being done at less than our quotations, 19 to 22c.

ZINC AND SPELTER.

Are without change at 6¾ to 7¼c. for zinc and 6 to 6½c. for imported spelter. Demand for both is quite active.

CANADA PLATES

Stocks are light, and prices are firm at \$3.20 to \$3.25. Demand, however, is only moderate, as many large consumers purchased early in the season.

GALVANIZED IRON

Galvanized iron is selling freely at 5¼ to 6¼c.

TIN PLATES

We have no alteration to make in prices, although the English market for round lots is somewhat better than the figures quoted last week, but the reduction of 1 to 2s. stg. is not to be understood as effecting prices here as a proportionate advance on this side did not take place in sympathy with foreign quotations.

GLASS.

Some sales are being made at the moment but they are not for immediate shipment. Prices however are unaltered as stocks are not by any means heavy. It is reported that shipments will come over from Belgium during the winter months even at the increased rates of freight.

OLD MATERIAL.

There has been no change in the range of quotations for any kind of old material this week, but there is a continued weakness in the market for wrought iron. Dealers prices are as follows: No. 1 heavy scrap, 60 to 65c. per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel; 20 to 25c.; new scrap copper, 10 to 11c.; heavy scrap copper 11½ to 12c.; old copper bottoms, 9 to 9½c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 9½c.; scrap lead 2½ to 2¾c.; scrap zinc, 2½ to 3c.; scrap rubber, 2¾ to 3c.; country mixed rags, 90c. to \$1.10 per 100 lbs.; clean dry bones,

60c. per 100 lbs.; wrought pipe 50 and 10 off.

PAINTS AND OILS.

Paints and colors are dull and prices unchanged. Travellers are now off the road, and will not go out again until the turn of the year. Turpentine weaker with sales at 58 to 59c. here. Varnishes nominally unchanged. Linseed oil is firmly held here as very little has been imported lately, but in England prices are somewhat lower. Castor oil quiet with but little demand.

PETROLEUM.

Trade is very good, but with the increased demand prices do not strengthen, as might be expected of them. On the contrary, they are weaker, and Canadian refined quotes another half cent lower, now standing at 16 to 17c.

HIDES, ETC.

HIDES—No. 1 green are 4½c., and a cent off for each succeeding lower grade, and unbroken dulness in the market. Cured sell at 5¼c., and are in quiet demand.

SKINS—Good sheep are worth \$1 to \$1.05.

TALLOW—Rough goes at 2c. and refined at 5 1-2c.

WOOL—Is dull and unchanged at 20c.

RAW FURS.

The unusually good trade done this season in manufactured goods makes prices steady and firm for raw. They are yet:—Beaver per lb., \$4.50 to \$5; bear, per skin, \$10 to \$25; cub, per skin, \$5 to \$12; fisher \$3.50 to \$5; fox, red, 81 to \$1.25; fox, cross, \$2 to \$5; lynx, \$1.50 to \$2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.25; Muskrat, fall, 12c.; winter, 15c.; otter, \$8 to \$13; racoon, 25 to 80c.; skunk, 25 to \$1.25.

NOTE.

As page 18 of the Prices Current accidentally went to press before all the alterations were made in the quotations, there are several inaccuracies in them, but most of them have been referred to under the markets.

NEW YORK MARKETS.

NEW YORK, Dec. 17, 1890.

STEEL RAILS.

Manufacturers of steel rails and soft steel have had several conferences, with a view to taking some action that may tend to remedy the present deplorable condition of their industry. Thus far they appear to have accomplished nothing, and another conference will be held on the 17th inst. During the interval between these meetings matters have gone from bad to worse. Steel in the form of billets is said to have been sold at as low as \$26 per ton in Pittsburg and other soft steel at prices relatively as low, whilst agents of Eastern mills have taken small orders at prices on the basis of \$28, if, indeed, not at less. One company reports sales of about 5,000 tons at the price quoted. As might be expected under the circumstances, business in steel making materials continues dull and prices are weak throughout. Bessmer pig iron sells at about \$16.50 to \$17.50 at furnace, whilst foreign spiegeleisen is quoted at \$29.00 to \$29.50 for 20 per cent., and ferro-manganese 80 per cent., at \$62 to \$64, with little movement.

With the current production of popular brands of high grade foundry still closely absorbed by deliveries, prices for that class of material remain quite steady; but anything that does not stand high on its

NEW YORK MARKETS—Continued.

merits is not in as favorable position, and low grade foundry and mill irons are really weak. The range of prices quoted is \$17 to \$18 for No. 1 foundry, \$16 to \$16.50 for No. 2 do, and \$14 to \$15 for grey forge.

TEE RAILS.

Old iron tee rails have been sold at \$24.50 on line of railroad in New Jersey, and No. 1 wrought scrap went at \$21.50 f. o. b. cars. Otherwise very little business in old iron could be traced.

PIG TIN.

The advance in silver, together with advances of moderate shipments from the Straits during the first half of the month, have served to stiffen the pig tin market somewhat. Outside of a little speculative trading, in which only a few operators were directly interested, local operations in the metal have been on a moderate scale; however, and out-of-town purchases have shown little, if any, increase. The spot price has not varied much from 21c. for 10-ton lots, but December delivery is up 30c. and January, February and March about the same. Transactions on the Metal Exchange the past three days include 10 tons Delivery at 20.90c.; 35 tons January at 20 1-2@20.65c.; 25 tons February at 20.45c. and 25 tons at 20.45c. Shipments from the Straits during the first half of December were 450 tons to Great Britain and America and 100 tons to Continent.

COPPER.

The position of the copper market looks worse, if anything, at the present time than it did a week ago. At all events, it is asserted, that consumers flatly refuse to place orders except at considerably lower prices than the mining companies have seen fit to quote, and outside holdings have been offered at a further reduction, with indifferent results. For Lake Superior ingot 15 1/2 to 15 3/4 c. is said to have been accepted, and a mixed lot of 75,000 lbs was offered at 15c., without avail. Arizona can be obtained at 14c., although the producers quote rather higher than that, and common casting copper has been on the market at 13 to 13 1/2 c.

PIG LEAD.

Pig lead has had slow sale. Home producers are offering with less pressure, now that provision has been made for meeting maturing obligations, and a pause in the decline in prices in the foreign market seems to have developed a rather more confident feeling. This change does not, however, appear to have stimulated the demand in

the slightest degree, and inquiries for more than single carload lots are rare. Present prices are \$4.10 bid and \$4.15 asked for early deliveries, and \$4.15 bid for January and February and \$4.17 1/2 for March delivery.

SPELTER.

Spelter has been selling in carload lots at 5.95 to 6c. for prime Western, early shipment. Spot supplies are light and held at 6.20 to 6.25c, whilst 6.10c. is asked for lots in transit. Only moderate quantities are offered for shipment from the West this month.

TIN PLATES.

There has not been the slightest improvement in the market for tin plate. Sellers have offered both spot stock and futures at some concession on last week's prices, but that inducement has failed to bring business up to even the moderate average volume for this season of the year. We quote prices as follows: I. C. Charcoal, 1-2 cross assortment, Melyn grade, \$6.12 1/2 to ...; for each additional X add \$1.50. I. C. charcoal, 1-2 cross assortment, Allaway grade, \$5.75 for each additional X add \$1. Charcoalterne—M. F., 14x20, \$7.87 1/2 to ...; M. F., 20x28, \$16.00; Worcester, 14x20, \$5.40 to \$5.45; Worcester, 20x28, \$10.60; Dean grade, 14x20, \$5.00 to ...; Dean grade, 20x28, \$10.00 to \$10.25; D. R. D. grade, 14x20, \$4.75 to ...; D. R. D. grade, 20x28, \$9.25 to ...; I. C. Coke—Penlan grade (iron), \$5.25 to ...; J. B. grade, 14x20, \$5.30 to ...; I. C. Bessemer steel, 14x20, coke finish, \$5.25 to ...; I. C. Bessemer steel, squares, \$5.40 to \$5.45 basis; I. C. Siemens steel, squares, \$5.50 to \$5.60 basis.

COPPER.

Copper has been influenced by the financial crisis for which the past month has been happily passed through, thanks to the prompt and energetic action of the Bank of England. From £58 2s. 6d, on the 3rd ult. cash, good merchantable copper fell to £53 16s. 3d. on the 19th, when the Stock Exchange was in a state bordering on panic. When it was made known on the 20th that the chief difficulty had been overcome there was a sharp reaction to £55 5s., followed by a further improvement to £56 10s. on the 25th, and there have since been fluctuations between £55 6s. 3d. and £56, the closing value of cash being £55 7s. 6d. and of three months prompt

£55 17s. 6d. per ton buyers. In furnace material there has been more business than for some time past, holders having accepted a reduction of 6d. per unit for argentiferous copper matte, with 30 ounces of silver free, instead of 25 ounces. 3,962 tons have been delivered from the late French stock of Anaconda matte, which is now reduced to 5,513 tons. The stock of copper held by both English and French smelters and manufacturers at their works is very small, nearly the whole available supply appearing in the public stocks. In New York Lake Superior ingots have fallen to 16 cents per lb., 14 1/2 cents being the value of Arizona, and 13 1/2 to 13 3/4 cents of casting brands. The public stocks have decreased 3,475 tons, and the visible supply 2,867 tons during the past month. Imports are 6,021 tons less, and deliveries 27,158 tons greater to date than during the same period last year. The arrivals in England from Chili during the month have been 1,195 direct and 1,300 from Havre, and the deliveries 2,159 tons fine, and from other countries 4,429 and 6,281 tons fine respectively. The arrivals in Liverpool and Swansea from the United States have been 1,367 tons matte (517 tons Montana and 850 Arg. Anaconda) and 9 tons ore, equal to about 754 tons fine copper, and in France nil. The Chili charters for the month are 2,050 tons. Quotations to-day are: Chili bars and good merchantable copper, £55 7s. 6d. for cash, and £55 17s. 6d. for three months prompt, buyers; English best selected ingots, £62 10s. to £63 10s., and tough cake, £61 to £61 10s. per ton. Ore of good produce, 10s. 9d.; Anaconda and Montana matte, 10s. 9d. per unit.—From James Lewis and Son's Monthly Report.

J. H. Hunter, who does a general store business in Durham, and has an extensive hardware department, was in the city, this week, and reports a very satisfactory season's trade. Farmers in that locality have had good crops of everything.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

MILK CAN TRIMMINGS.



Ironclad Pattern and Broad Hoop Pattern.
Get our prices before buying.

Samples of Broad Hoop Pattern will be ready
in a few days.

THOS. DAVIDSON & CO.,

11 Front St. W., Toronto.

474 St. Patrick St., Montreal.



The American Plumbing Co., Winnipeg, Man., have disposed of their stock and good will, to John L. Wells, who will carry this branch along with his hardware business.

Five brothers named Thierry, in St. Louis, have just inherited an estate of over \$4,000,000, which was long in litigation. It can make no perceptible difference, however, in their ordinary expenditures or modes of life. They are all plumbers.

John Johnson, a gas fitter at Albany, N. Y., recently attempted to repair a leak in one of the chandeliers at the state capital. A lighted match was used to locate the defect and the usual explosion in such cases occurred, and severely injured the gasfitter.

Having had enquiries lately for works on plumbing and heating, we might say that any plumber wishing to procure any book pertaining to his trade, can mail us a card stating what he requires, and we will give him the address of the publishers of any such work in the succeeding issue of **HARDWARE**.

It is gratifying to learn that in Toronto, and many American cities, practical plumbers are made members of the Local Board of Health. This is commendable, and it must be conceded a great good will result from it. Medical men in their place, and plumbers of ability to look after the pipes and connections in their line, is the way things should be. The plumbing trade is slowly coming to the front.

Adrien Blondin, of St. Hyacinthe, Canada, has secured a patent on a boiler for hot water heating. The boiler consists of a series of horizontal sections, arranged one above another, with a chamber between each two sections, each comprising short sections of the hot and cold water circulating pipes. There is also a water chamber extending to the outer wall of the boiler, and within each horizontal section is a diaphragm plate ex-

tending from the hot and cold water circulating pipes toward the opposite side of the section, so as to divide about one-half of the water chamber into two horizontal passages.

The Water Works Department of the Walkerton town council, advertise for tenders for the following works required in the construction of a system of water works for that town:

1. Boiler.
2. Pumping machine.
3. Trenching and pipe laying.
4. Cast iron pipes and specials.
5. Valves, valve boxes and hydrants.

Plans and specifications may be seen at the office of Mr. John M. Moore, C. E., London, and at the office of the Town Clerk at Walkerton.

EXTRAVAGANT TALK.

The New York Tribune, in a few issues since, contained the following in its editorial columns:

"Piracy and highway robbery have been so often condemned by both press and pulpit that were we to speak disparagingly of either, no doubt an apology would be in order for the triteness of the observation. So, too, perhaps, before saying anything of plumbers and their ways, the indulgence of the reader may very properly be asked. The plumber, like the pirate and the brigand is invariably looked upon with suspicion by people in good society the world over. Much of this suspicion in regard to all three, but more especially in the case of the plumber, we believe to be undeserved. Of course, the plumbers are always preposterous, and the time he will consume on a small piece of work is simply outrageous; but otherwise he may be a very worthy member of society, and no worse, perhaps, than the iceman. It is at this season of the year that the plumber is particularly active, doing more robbing—that is to say, plumbing—doing more plumbing than at any other time in the twelve months. It is for this reason that we desire to say a word on one peculiar point of the plumber's ways, namely, his trick of 'holding

a job,' as he is pleased euphemistically to term it."

Here is another very strong evidence that editorial writers should be strictly temperance men. From the above it will be seen how easy and how fatal it is for a maudlin mind to rush into print when it has an opportunity. The above product of a fuddled mind is enough to make the departed shades of both Greenly and Murray groan in much suffering. The next spree this great editor gets on, he will write an article about the gasman. He will then load up and fire away at that other new subject, the mother-in-law. Next spring he will have a slashing editorial on the spring bonnet. Every thing he writes after that will be about snakes.—Sanitary News.

A NEW IDEA IN TUBING.

A new idea has been worked out in the manufacture of tubing in the construction of a flexible tube for conveying gas, steam or liquids under considerable pressure. This tube has sufficient flexibility for all practical purposes, with the additional advantage of great strength and durability. A triangular wire is pressed between the coils of a round wire during the process of constructing the tube with sufficient force to spread them apart, so that the contact surfaces are at all times under pressure. The triangular wire serves two purposes; one is to spread the coils apart, so that the pressure will be exerted on the contact surfaces; the other is to fill the irregularity shaped spaces between the coils of the round wire, adjusting itself to the changing form of the spaces caused by any given flexion.—Stove and Hardware Reporter.

A customer secured is a promise of greater salary in time.

Restore goods to their proper places as soon after using as possible.

Master the whole business and the way to fortune has been mapped out.

Goods conveniently located save time, money and temper in showing.

Soap and water are cheap, but soil on goods is expensive.

Dominion Wire Manufacturing Company, Ltd.

(LATE DOMINION BARB WIRE CO.)

MANUFACTURERS OF

LYMAN Fencing,
2 & 4 Barb,
Ribbon, Thorn,
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FENCING TOOLS.



Plain Wire,
Bright Annealed,
Oiled, Coppered,
Galvanized
WIRE ROPE.

Steel Wire NAILS. SCREWS. Gimlet Point.

185 St. James Street, MONTREAL.

27 Front Street East, TORONTO.

SOMETIMES A NUISANCE TO DEALERS.

"I want an itemized bill!"

Merchants, you have all heard that request, and a good many of you with a wrath you may not have cared to manifest, and some of you with a wrath you have taken no pains to conceal. Why?

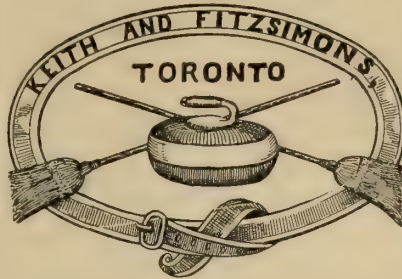
"The needless trouble it causes," says one. "The reflection there is in the request against my honesty," says another. "The chance it gives kickers to kick on items of goods ordered, but which the customer has forgotten," says a third.

Well, friends, are these good reasons? Of course the case pre-supposes you are doing a credit business, and if you are, an itemized bill, though a nuisance, is the tribute you are compelled to pay to that reprehensible system. Troublesome? Most assuredly there is some trouble in preparing an itemized bill, but that largely could be avoided if you did not conduct your business carelessly. A well managed business, if it is a credit business, has a good set of books. By that we mean well-kept books, and if the merchant has carefully journalized his business and keeps posted up, it is not such a tremendous job to render an itemized bill. There are two or three helps of which he may legitimately avail himself in this matter: 1. Render itemized bills the first of each month, never letting any account run longer than that without billing in itemized form. 2. Have printed on his bills, "Preserve this bill; itemized bills never duplicated." 3. Avoid bills altogether. Adopt the pass book or mercantile coupons. In fact the last method pretty effectually removes any necessity for itemizing any bills at all.

But whatever the merchant may do he has not the least right in the world to object or even to hesitate to give one fully itemized statement of account to any customer who requests it, nuisance though the request may be.—Northwest Trade.

Work can always be found in a store without double-million microscope

CURLING STONES, IMPORTATION JUST ARRIVED.



PER PAIR.
Ailsa Craigs, complete with best handles, etc. \$12 75
Blue or Grey Hones, " " " 16 50
Red Hones, " " " 17 75

NEVER CHEAPER,
NEVER BETTER.
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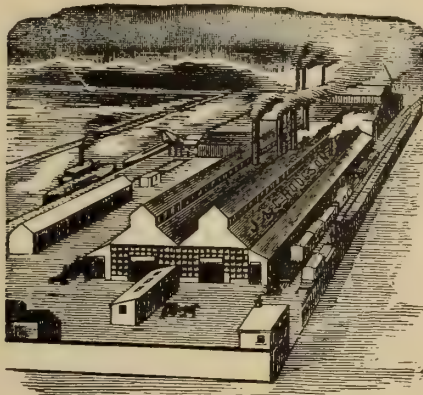
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WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every Length tested before leaving our Mill.

All Sizes from 1-4 in. to 2 in. inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE: **H. D. SIMMONS,**

Our name is stamped on every pipe.

74 York St., Toronto.



Milk Can Trimmings, Ironclad or
Broad Hoop Patterns, Delivery and
Creamery Can Trimmings.

All sizes body stock to suit trimmings.

We are making a new guage for Creamery Cans that every one says "is just what they wanted." Do not buy till you see sample.

We are making all kinds of plain and Japanned tins, Extract and Spice Cabinets for the Tea, Spice and Baking Powder Trade.

The McClary Manufacturing Co.

LONDON.

TORONTO.

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WINNIPEG.

Toronto Plate Glass Importing Co.

Highest Award, Toronto, '87



GLASS IMPORTERS,
Bevellers and Mirror Manufacturers.

Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

For Mirrors and other Glasses

TELEPHONE 1599.

CABLE ADDRESS, "PLATE." } **55 Victoria Street,**

- - - Toronto, Ont.

RECIPROCITY WITH A VENGEANCE.

A study of the statistical abstract of Canadian trade for the fiscal year 1890, in the light of Secretary Windom's annual report, does not tend to develop on enthusiastic admiration for the reciprocity "fad." In plain terms, while Canada sent 42 per cent. of her foreign exports to the United States, we sent only five per cent. of ours to Canada. To put it in another way, Canada sold us \$93,000,000 worth of her goods, and took in return only \$51,000,000 worth of ours. Canada sent to Great Britain five millions worth more than she did across the lakes, but she purchased less from her by five millions. This is because Canada gets so much of her free goods from the United States, as wool, raw cotton, hides, tobacco, indian rubber, etc., besides some five millions worth of anthracite coal. To be reciprocal, Canada should have a proportionate amount of goods which we desire, to offset the large quantities of goods from the United States which she desires. An enlarged free list would only rebound to the advantage of Canada. We would gain very little by it. True reciprocity should be reciprocal.—The Iron Trade Review.

TWO HUNDRED YEARS OF NAIL MAKING.

There is little in the appearance of the simple, ordinary nail to suggest the vast amount of invention, labor and capital which have been necessary to bring it to its present perfection. No one knows how old the nail is, for it seems always to have been used in carpentry and building. Its manufacture must have been one of the earliest arts of the metal worker, but it is only within the present century that machinery has been made to take the place of hand labor to any extent in nail making.

An early seat of the production of nails was Birmingham, England, where the industry was called the "nailer handicraft," and where to this day it is an important, though a declining, industry. Before the machine-cut nail was introduced an immense number of hand-workers was employed in this trade, not fewer than 60,000 in the neighborhood of Birmingham alone. The condition of the nailers began early to attract public attention in England. In 1713, in Queen Anne's reign, it was stated in an essay "to enable the necessitous poor to pay taxes," that the nailer worked from 4 o'clock Monday morning until late Saturday night to get 3 shillings a week, and that sum was often reduced by poor iron supplies. The remedy suggested was an advance of 6d. on every 1,000 nails, to be apportioned thus: 2d. to the nailer; 1d. to the schoolmaster for school books and clothes, for the nailer and his children—"to educate them to read their Bible and to write, that they may know their duty toward God and man, and to know

themselves;" 1d. to the wholesale dealer and 2d. to the Corporation of Mines. Hutton, in his journey to Birmingham 150 years ago, saw in the neighborhood numbers of scantily-clad women at work in little "smithies," and, upon asking if they shod horses, was told that they were nailers.

The report of a commission appointed by the British government in 1841 to inquire into the employment of children disclosed the melancholy fact that the lapse of nearly 150 years had improved neither the dwellings, workshops or habits of male or female nailers, and that their education had continued to be neglected. The nailer worked in a small shop or shed attached to his dwelling, his wife and children sharing his work. The "forges" were rarely more than 12x15 feet, and often less; the only means of ventilation was by the door and the only light came through unglazed apertures. Of the 26,000 nailers employed in Birmingham in 1861 nearly 11,000 were women.

The condition of the nailer, says the London Engineer, is an illustration of the terrible effect of unlimited and misguided competition among wholly uneducated people. Individual has conflicted against individual until the work of each nail maker is the work of a slave in a slavery of his own making, and in a den of his own defilement. Publicity is creating a disposition to remedy this state of things. That the statements which have hitherto been made have in no way overdrawn the picture, is evident from the annual report of the Chief Inspector of Factories. As an instance of low wages, a case is quoted where a woman made 5000 hob nails in a week, receiving therefor 2s. 7½d. which she considered a good week's work.

The only tools used by the hand nailer are a pair of bellows and a small anvil mounted upon a low block, on which is fixed a chisel; a peculiarly formed hammer with but one striking face, inclining toward the handle; pieces of steel perforated at both ends, and a bolster through which to drop the prolonged spike of the nail in order to form the head. The nailer heats the nail rod on the hearth-fire by means of the bellows, turns to his, anvil rod in hand, and with a few blows of the hammer converts the blunt end of the rod into the spike of the nail, which is cut to length on the chisel while still attached to the rod. Then seizing the bolster he drops the spike end into one of its two holes, separates it from the rod, and by a few more blows converts the surplus iron projecting out of the bolster into the head. Other rods ready heated are withdrawn from the fire and the operation repeated with great rapidity. The nailers are controlled by the middleman, who supplies them with rod, and pays for labor sometimes with money, but many times through barter, charging exorbitant prices for their goods.

There is no record of a patent for nail-making before 1617, though it is said that as early as 1606 a patent was granted to Sir

Davis Bulmer for cutting nails by water power. Clement Dawbney obtained a patent in 1618 for improvements on Bulmer's device, but it was not until 1790 that machinery was put into use in England for cutting nails. Then Thomas Clifford, of Bristol, patented a nail machine, formed of two rollers faced with steel, in which were sunk impressions or forms of the nail, half on each roller, and arranged circumferentially so that a bar of iron passed through the roller came out a string of nails, the head of one nail being joined slightly to the point of the next.

In 1775 Jeremiah Wilkinson, of Cumberland, R. I., cut tacks from sheet iron, and afterward iron nails and spikes, forming the heads in a vise by hand. The first patent in the United States for a nail machine was granted to Josiah G. Pearson, of New York, March 23, 1794. Jacob Perkins, of Boston, obtained a patent January 16, 1795, for a machine said to have been invented in 1790. In 1796 patents were issued to Peter Cliff and Amos Whittemore, of Massachusetts, and to Daniel French, of Connecticut. It is said the first patent issued for a cutting and heading machine was granted to Isaac Garretson, of Pennsylvania, in 1796, and a similar one to George Chandler, of Maryland, the same year. Afterward several patents were granted to Jesse Reed, Samuel Rogers and Melvil Otis, of Massachusetts, and to Mark and Richard Reeve, of Philadelphia. The machine of Reeve is still most largely used.

The manufacture of cut nails was established soon in Massachusetts, Connecticut, New York, New Jersey, Pennsylvania, and Maryland. In 1810 J. C. Dyer, of Boston, Mass, but then a merchant in London, took out patents in England for the nail machine used in Massachusetts, and large manufacturing establishments were put into operation at Birmingham, which town remains the chief seat of nail manufacture in Great Britain. In 1834 Henry Burden obtained a patent for a nail machine, which with several improvements has been for many years in use in Troy, N. Y.

Many of the early inventors of cut-nail machines spent large sums of money perfecting their machines. It is estimated that it has cost upward of \$1,000,000 to bring the nail machine to the standard of perfection at which we find it in 1810, when one machine made 100 nails a minute. It was in 1810 that the full value of the invention was brought prominently before the world, in the well-known report of Albert Gallatin, Secretary of the Treasury.

The region producing the greatest number of cut nails in 1889 was the Wheeling and Central Pennsylvania district. The Riverside Iron Works, of Wheeling, have the distinction of being the largest nail producers in the world, operating 224 machines. The Wheeling district produced 2,137,845 kegs of cut nails in 1889, the total production of the United States being 5,810,758 kegs. In 1888 it was 6,493,591 kegs; in 1887 it was 6,908,-

NORTHEY & CO., - TORONTO, ONT.

MANUFACTURERS OF
SINGLE AND DUPLEX

Steam and Water-Power Pumps

FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP CONDENSERS

FOR ATTACHING TO

High Pressure Steam Engines,

MARINE AND STATIONERY.

GREAT ECONOMY

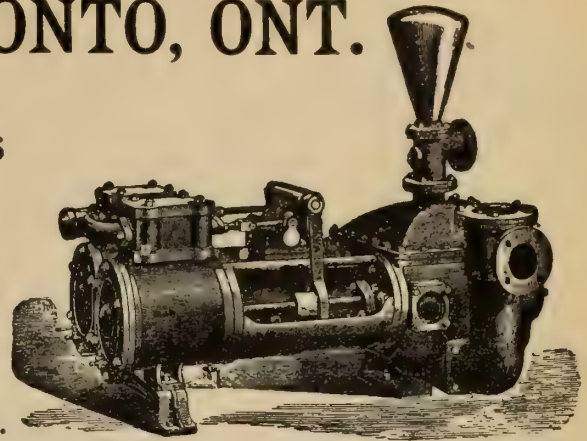
—IN—

FUEL AND POWER

GUARANTEED.

Prices and particulars on application.

OFFICE AND WORKS: Corner Front and Parliament Sts.



870; and in 1886, 8,160,973, this being the largest figure ever attained. The decreasing production of cut nails is mainly attributable to the introduction of wire nails. The production of the steel cut nail, which has not yet been mentioned, is of recent date. In 1884 it formed 5 per cent. of the cut-nail production, and in 1889 had increased to 69 per cent.

The most notable fact in the recent history of the nail has been the rapid growth of popularity of the wire nail, which was introduced as a standard nail for all purposes in 1882. The American production in 1886 was estimated at 600,000 kegs, made by twenty-seven factories, and in 1889 the estimate was 2,200,000 kegs, with a great increase in the number of factories. Ohio produced 38 per cent. of the latter quantity, Pennsylvania coming next. The relative value of cut and wire nails has been tested often, and the following figures, copied from a late journal, giving results obtained by a committee of one from each of the establishments at Wheeling, are doubtless correct:

SIZE.	No. Nails in lb.		No. lbs. required to pull out.	
	Cut.	Wire.	Cut.	Wire.
20	23	35	1593	703
10	60	86	908	315
8	90	126	597	227
6	160	206	383	200
4	280	316	286	123

The relative values shown in the test are thus indicated:

1 lb. cut nails. . . 20d. equal. . . 1.49 lbs. wire.
1 lb. cut nails. . . 10d. equal. . . 2.01 lbs. wire.
1 lb. cut nails. . . 8d. equal. . . 1.87 lbs. wire.
1 lb. cut nails. . . 6d. equal. . . 1.47 lbs. wire.
1 lb. cut nails. . . 4d. equal. . . 2.66 lbs. wire.

The designation of the size of nails as "8d.," "10d.," etc., originated in the term "pound," in England. Thus an 8d. nail was formerly called an "8 pound" nail, meaning 8 lbs. to 1000 nails, but the term became corrupted into "pund," and finally into "penny." Originally the hand nailer was expected to make six score nails to the hundred, making

the "thousand" 1200 by actual count. Nails of standard make to-day vary in size, but will average as follows:

Size.	Lbs. to 1000.	No. in lb.
6d.	5 20-21	168
8d.	11 1-2	88
10d.	17 7-29	58

The present card rate of nails was adopted March 13, 1890, making 50d. and 60d. common, the base. The card rate making 10d. to 60d. common base, was adopted on the organization of the Atlantic States Nail Association in 1871. Previous to that date manufacturers made almost their own rates, but in the early days of nail making, all nails larger than 4d. were sold at the same price. The card rate has seen several changes since its first adoption; that of February 8, 1888, making 10d. to 30d. base; then that making 12d. to 16d. base adopted October 22, 1889, and lastly the existing rate.—C. E. Neale in N. Y. Hardware.

TULLOCH & CO.,

Manufacturers' Agents

and

Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmen's Stores, Linseed Oil,

Portland Cement, Building Materials,

Pig Iron and Metals.

N.B.—Correspondence invited from Canadian firms interested in any of the above lines

CONSIGNMENTS OF PRODUCE SOLICITED.

60W

You can lose more than we do by not subscribing for this paper.

SECURITY

LOOK FOR IT,
WAIT FOR IT,
IT WILL PAY YOU.

The "Eclectic Security" Tubular Lantern.

Combining as it does all the latest improvements without any of the discovered defects of Lanterns hitherto on the market. The following are a few of its most important points, viz.:

Burner connected with oil Cup by a screw.

Inch wick. Hinged Cap to Burner. Seamless bottom to oil cup, which contains an imperial pint.

Convenient and cool method for removing Globe to clean and light.

INSPECTION AND COMPARISON INVITED.

Manufactured solely by
THE ALLIANCE MANUFACTURING CO'Y
OF TORONTO, (Limited.)

Office and Works 14 Bay Street.

LANTERN

H. D. SIMMONS,

Manufacturers Agent, 74 York St., Toronto.

REPRESENTING

Peck, Benny & Co., Montreal;
J. & C. Hodgson, "
Miller Bros. & Toms, "
Gilmour & Co., "
R. H. Smith Co., Ltd., St. Catharines;
Shepard Hardware Co., Buffalo, N.Y.;
The John C. Jewett Manfg Co., Buffalo, N.Y.;
American Bit-Brace Co., Buffalo, N.Y.;
The Kilbourne & Jacobs Manfg Co., Columbus, O.
Aspinall's Enamel Works, London, Eng., etc., etc.

Orders and all Correspondence promptly attended to.

Portland Cements,

Fire Clay Goods,

Best Foreign Brands.

McRAE & Co.,

98 ESPLANADE ST. EAST. TORONTO.

Electric Supplies for Electric Lighting, Electric Bells, Wire Annunciators. Contractors for Electric Work.

HENRY S. THORNBERRY & CO., 39 King St. W. Toronto.

Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont.

NOT WHAT YOU PAY FOR AN ADVERTISEMENT, BUT WHAT IT PAYS YOU!


1891

Hoary headed 1890, with tottering step, is fast approaching the dark abyss into which he will disappear never to return. We honor and respect his grey hairs. He has smiled on some and frowned on others. But all troubles and trials undergone during his reign are now forgotten in the excitement and preparation for his youthful successor, 1891. You are now comparing your profits with previous years. How do they stand? If you know your business, and study its every detail and have been a live advertiser, we say without fearing contradiction that they are on the right side. You are now looking to what '91 has in store for you. You ask "HOW CAN I INCREASE MY BUSINESS?" Have you given advertising a fair trial? Our largest wholesale and manufacturing houses are big advertisers. It is a department in their business that they study carefully. The man who says "I never advertise" is a curiosity. He is a survivor of the dark ages.

IF YOU WANT TO REACH THE HARDWARE AND KINDRED TRADES

why advertise in daily and general papers? Seventy-five per cent. of the circulation is thus wasted. **HARDWARE** is the only journal in Canada that reaches the above class direct. Its subscribers look there and there only for your announcements. Isn't one bushel of grain sown in good soil better than twenty bushels thrown to the winds with hopes that it will find a fertile bed? Again, papers which are printed with coal tar, with type worn down to the second-nick, which can hardly make an outline cut show, which are filled with the worst kind of patent medicine advertisements, the live advertiser is better off than he would be in at the same price. If you want cheap advertising and big circulation among the hardware, tinware, plumbing and kindred trades **HARDWARE** is your medium.

WHEN?

You have decided on what you will do in the way of advertising for 1891 let us hear from you. All we ask is a fair trial. If you are in doubt as to its value we refer you to our large list of subscribers and advertisers. In conclusion we quote from a large advertiser's letter: "Much better it would be if the advertiser handled his advertising with the same shrewdness he gives to other departments of his business. If \$1,000 will pay thrown promiscuously into the newspapers, it will pay 100 per cent. better if put there systematically and intelligently."  Address **HARDWARE**, Toronto, Ont.

THE TRADE TIDE TURNING.

There are some significant signs pointing to the turn of the tide in trade (says the Newcastle Daily Chronicle) and now that the winter is upon us these signs increase, and force themselves upon public attention. It was in the shipping trade that the revival began, but now the shipping trade is dull, and far from as remunerative as it was. The land carrying trade, too, shows signs of a falling off in the rate of progress, and every week some of the railways have to report decreased receipts. In the iron trade, the prices are low—very much lower than they were last winter, though a strike in one of the great producing districts has almost entirely stopped its output for over two months, and though the accumulated stocks have been drawn on considerably in the interval. Prices of many articles have fallen from the high point they had reached, demand is more irregular, and there is very great caution shown by the buyers in committing themselves to forward contracts. The chemical trade is exceptionally firm, but the cause of that is well known. The winter is not entered on with very bright prospects, and dear money increases the dulness and lessens the inclination to invest in new undertaking. Unquestionably, the change is due in great part to the results of excessive speculation on the part of capital, and excessive claims on the part of labor. Capitalists entered on undertakings and commitments far beyond

what was prudent; labor has endeavoured to enforce by strikes, conditions before the state of the trades justified them; and we see the results in advanced prices, dear money, and the check that is given to speculative enterprise. A six per cent. Bank rate is enforcing caution on the capitalists, and the result of many strikes, the lessened employment that there is now and that there will be in the winter, ought to enforce more caution on labor. There is still abundance of work in many trades, though the laying idle of ships is beginning to effect and will effect others; there is the certainty of tolerably full work for most in this locality for the winter, and the adoption of a policy of caution and of conciliation might allow the trades to recover for next spring and summer. Our needs grow yearly; our dependence upon other nations increases; and so will the area for the employment of shipping, on which so much in this locality of shipbuilders and of coal owners depends. The course of the trade in the next few months will be watched with anxiety, but the legislation of other nations has been against us, and it remains to be seen whether we will speedily gain new customers, and overcome the effects of financial over-speculation. Cautious trading in the winter, and cautious action on the part of labor, is essential if we are to have a continuance next spring of that trading activity which has been so beneficial. An outburst of speculation again, or an outburst of strikes would complete the evil which has already been partially wrought.

SAW YOUR
ADVERTISEMENT
IN THE
HARDWARE.

When writing to our advertisers please inclose the above.

GOLDIE & McCULLOCH'S SAFES

Have now a world-wide reputation. Their Fire Proof Safes have resisted the hottest fire in the biggest conflagrations, and their Burglar Proof has repeatedly foiled the burglars; their security is unsurpassed on the Continent. A large stock kept at the warehouse of

GEO. T. BOSTWICK,

24 West Front St., Toronto.

A Second-hand Safe for Sale Cheap.

ENOCH MORGAN'S SONS'



SAPOLIO

CLEANS
WINDOWS,
MARBLE,
KNIVES,
POLISHES
TIN-WARE,
IRON, STEEL, &c.

EMIL POLIWIKA & CO.,
36 Front St. E., TORONTO, O.
Dominion Agents. Correspondence Solicited.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

We are making special drive on cross-cut saws, and solicit enquiries, also have complete assortment of popular makes of skates now on hand.

Our customers are particularly desired to send in specifications early.

TRY OUR M. L. S.  BARREL SIFTER.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



The above Brand of Lead
Requires no Association Guarantee.

It is the STANDARD of the Dominion for
Purity, Fineness and Whiteness.

WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

W. G. A. Lambe & Co.

Late Williamson & Lambe.

- STORAGE -

54 & 56 Wellington St., East,
TORONTO.

BY PRIVATE SALE.

Office Desks, Chairs and Tables, Ladies.
Writing Desks and Book Cases, Letter Files
and Office Fittings. On view at

41 COLBORNE ST., TORONTO.

TERMS CASH.

Goods are of latest design, and will be sold
cheap to close an estate.

TOWNSEND & STEPHENS,
Traders' Bank Chambers,
Toronto.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	24 25
Straits 100 lb ingots.....	24 25
Strip	27 29

Tin Plates—Charcoal Plates, Bright.

Bradley M.L.S.	Per box
I.C., usual sizes	\$6 25 \$6 50
I.X., "	7 50 7 75
I.X.X., "	8 75 9 00

Raven & P.D. Grades—

I.C., usual sizes	5 25 5 50
I.X., "	6 25 6 50
L.X.X., "	7 25 7 50
D.C., 12½ x 17	8 00 8 25
D.X., usual sizes	4 75
D.X.X., "	5 75
D.X.X., "	6 10 6 65

Note.—Other brands might be shaded
by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 60 4 75
I.C., special sizes	4 75 5 00
B.V. Grade, I.C., usual	
sizes	4 60 4 75

Note.—Round lots of 14x20 might be
purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 25 8 50

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Iron and Steel.

Common Iron, per 100 lb	\$2 35 2 40
Refined "	2 60 2 65
Horse Shoe "	2 60 2 65
Band "	2 87½ 3 00
Hoop "	2 87½ 3 00
Swedish "	4 00 4 50
Nova Scotia Bar Iron	2 75
Sleigh Shoe Steel	2 50 2 75
Machinery, Tire Steel	3 00 3 25
Best Cast Steel, per lb	0 13 0 14
Russian Sheet	0 10½ 0 12
Tank Plates	2 25 2 50
Boiler Rivets	4 75 5 00

Boiler Tubes.

2-inch	13c
3-inch	18½

Boiler Plate.

½ inch	\$2 75
5-16 "	2 60
¾ "	2 50

Sheet Iron.

1 to 20 gauge	3½, 3½
22 to 24 "	2½, 3
26 "	3, 3½
28 "	3½, 3½

Canada Plates.

Blaina	½ bright 3 20 3 25
Boars Head	" None
Maple Leaf	" None
All Bright	" None

Iron Pipe.

Wrought, 55 to 57½ p.c. dis.	
Galvanized, 25 to 27½ p.c. dis.	
Cast, soil, 2345 in., 50 p.c. dis.	

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5½, 5½
26 gauge, "	5½, 6
28 "	5½, 6½

Gordon Crown—	
16 to 24 gauge, per lb	5½, 6
26 gauge, "	5½, 6½
28 "	5½, 6½

Note.—Cheaper grades about ½ cent
per lb less.

Chain.

Proof Coil, ½ inch, per lb	4½, 4½c
" 7-16 inch "	5½, 5½
" 1-4 "	5½, 6

Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per	
doz yards	0 13 0 50
Jack chain, double, per doz	
yards	0 15
Jack chain, brass, single, per	
doz yards	0 20 1 10

Copper—Ingot.

Lake Superior, per lb	0 00 0 00
Baltimore	0 16½ 0 18
English B.S.	0 16½ 0 18

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	\$0 28 \$0 31
" round & square	
1 to 2 in	0 26 0 28

Note.—Complete, lengths about fifteen
feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,	
16 oz, 14x48 and 14x60	\$0 20 0 21
Untinned, 14 oz, and light,	
16 oz, irregular sizes	0 21 0 22

Note.—Extra for tinning, 2½ cents per
pound, and tinning and half planishing
5 cents per pound.

Planished and tinned, 14x
48 and 14x60 0 30 0 32

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 22 0 26
" 35 to 45 "	0 21 0 22
" 50 lb and above per lb	0 20 0 21

Boiler & T. K. Pitts.

Plain Tinned, per lb	0 26
Spun	0 30

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21 0 25
" 27 to 30 "	0 23 0 29
" 30 and up "	0 26 0 29
Sheets, hand-rolled 2x4 ft.	0 25

Zinc Spelter.

Foreign, per lb	0 06½ 0 06½
Domestic "	0 05½ 0 05½

Zinc Sheet.

5 cwt casks	0 06½ 0 07
Part casks	0 07 0 07½

Lead.

Imported Pig, per lb	0 04 0 04½
Domestic "	0 04 0 04½
Bar, 1 pound	0 05 0 05½
Sheets, 2½ lbs, per square ft,	
by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft,	
by roll	4 75 5 00

Note.—Cut sheets half cent per lb ex-
tra. Pipe, by the roll, usual weights
per yard, lists at 7c per lb and 25 p.c.
discount.

Note.—Cut lengths, net price; ton lots
25 and 5 p.c. dis.; waste pipe, in 7 ft
lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 20 0 22
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Note.—Prices of this graded according
to quantity. The prices of other quali-
ties of solder in the market indicated
by private brands vary according to
composition.

Antimony.

Cookson's, per lb	\$0 21 \$0 22
Other makes "	0 19 0 20
Pure White Lead, ground in oil,	
Associat'n guarantee, per lb	5½
No. 1 Do.	0 5½
No. 2 Do.	0 4½
No. 3 Do.	0 4½

Prepared Paints.

(In ½, 1 and 1 gallon tins.)	
Pure, per gallon	\$1 05 \$1 10
2nd qualities "	0 85 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)	
Venetian Red, per lb	0 05
Chrome Yellow "	0 09
Golden Ochre "	0 06
French "	0 05
Marine Black "	0 09
" Green "	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) in bbls, per lb	0 01½
(J.F.L.S.)	0 01
Venetian Red (R.C.2) "	0 01½
Ven. Red, Cookson's "	0 02
English Oxides "	0 03
American "	0 02
Paris Green, per lb	0 15½ 0 16
Burnt Sienna "	0 08
Burnt Umber "	0 06
Drop Black "	0 09
Chrome Yellows "	0 12
" Greens "	0 12
Golden Ochre "	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 70
Brown Japan "	0 70
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 20
Hard Oil Finish "	1 50

Linseed Oil (in bbls).

Raw, per gal	0 67
Boiled "	0 70

Turpentine (in bbls).

Selected Packages, per gal	0 59 0 60
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Castor Oil.

Best, per lb	0 11 0 12
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Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 12 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	0 05½
" No. 2	0 04½
" No. 3	0 04½

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.	
Rim Fire Cartridges, Dom. 50 and 10.	
Rim Fire Military, net list. Amer.	
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.	
Central Fire Cartridges, Dom. 30 & 10	
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.	

Wads.

Eley's, per 1,000.	\$0 25 \$1 60
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Anvils.

Per lb.	0 10 0 12½
Anvil and Vice combined each.	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz.	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each.	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	5 65 1 59
Pegging, " "	0 65 1 25
Brad, " "	0 85 1 60
" handled	3 60 7 30
Saddlers, " "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, " "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30
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Axes.

Per box	6 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc discount 25 per cent.	
Copper, discount, 25 p.c. off Revised list.	

Bells—Hand.

Brass, 60 to 66½.	
" 50 and 10 to 60 p.c.	

Door.

Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50

Cow.

American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 p.c.	

Farm.

American, each	2 00 5 00
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House.

American, per lb.	0 35 0 40
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Bellows.

Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount 35, 40 per cent.	

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 percent.	

Bench Stops.

Per doz	5 00 6 00
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Bits—Auger.

Gilmour's dis 55 to 60 per cent.	
Excelsior—Jennings, discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jenning's Gen, net list to 5 p. cent dis.	

Car.

Gilmour's, 47½ to 50 per cent.	
--------------------------------	--

Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell " "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb.	0 11 0 15
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Bolts.

Carriage, dis. 60 and 5 per cent. to 65 per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis. 45 to 50 p.c.	
Elevator, dis., 35 to 40 p. c.	
Machine, dis., 60 to 60 and 5 p. c.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 35 to 40 per cent.	
Reversible, dis., 65 to 70 per cent.	
Vegetable, per doz	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	500 4 23
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Butts—Brass.

Wrought Brass dis. 60, 60 and 10 per cent.	
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Cast Iron.

Loose Pin, dis. 60 to 60 and 5 per cent.	
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Wrought Steel.

Fast Joint, dis. 60, 60 & 5pc.	
Loose Pins, " 60, 60 & 5pc.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.

Horse, per doz	0 70 0 95
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Carpet Stretchers.

American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz	22 50
World	21 75
Daisy	24 00
Star	18 00
Crown Jewel, per doz	29 00
Grand Rapids,	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50pc.	
Plate " dis. 50pc.	

Cattle Leaders.

No 31 and 32, per gross	8 50 11 25
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Cement.

Portland, car load lots	2 70
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.

Carpenters' Colored, per gross	0 50 0 85
White, lump, per lb.	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.	
Canadian, dis 35 per cent.	
Tanged Firmer per doz	0 85 4 00

Churns.

Boss or Daisy, dis. 50 and 10 to 60 p. e.	
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Clamps.

Judd's, dis. 20 p.c.	
Stearns, per doz	3 00 10 00

Clips.

Axle, dis. 65 p. c.	
---------------------	--

Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0.	1 35
" No. 2.	2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ¼ p. c.	
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Cradles, Grain.

Canadian, discount 25 p.c.	
----------------------------	--

Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English,	2 00 4 00

Draw Knives.

American, dis. 70.	
Canadian, dis 25 to 35 p. c.	

Drills and Drill Stock—Brest.

Millar Falls, per doz	18 00 51 50
P. S. & W., dis. 40 per cent.	

Twist.

Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.

Dis. 20 to 33½ p. c.	
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Fawcets.

Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star,	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List.	
50 & 5 to 50 & 10	
Barton Smith, dis. 50 & 10 per cent.	
Nicholson's, dis. Amer. list, 50, 50 and 5 per cent.	
Canadian, dis., Amer. list 60 per cent.	
Jowitt's, dis. Can. list, 25pc.	
Horse Rasps, Kearney & Foote's dis Am list, 50 pc.	
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33½ p.c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc, dis. 40 p.c.	
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Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis. 50, 50 & 10 p. c.	

Fruit Presses.

Henis' per doz	4 00
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Enterprise, discount 10p.c.

Fry Pans.

Acme, discount 55 to 60 per cent.	
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Gauges—Marking, Mortise, etc. Stanley's, dis. 50, 55 p. c.

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 40
-----------------------------	-----------

Glass.

4th quality Star, 1st break	1 50
" 2nd "	1 60
" 3rd "	3 50
" 4th "	3 90
" 5th "	4 20

Window Glass.

Pilkington's ordinary	
1st break	\$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	6 50

Picture Glass.

Pilkington's ordinary.	4 30
1st break	4 70
2nd "	5 40
3rd "	5 90
4th "	6 50
5th "	6 90
7th "	7 70

Glue Pots.

Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list.	
Can. discount 25 to 27½ p.c.	

Tack.

Magnetic, per doz	1 10 1 50
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Sledge.

Canadian, per lb.	0 12½ 0 15
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Ball Pean.

English and Can., per lb.	0 25 0 37½
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Handles.

Axe per doz	1 00 3 50
Store door "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 30 p.c.	
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Hoe.

C. & B., discount 30 p.c.	
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Saw.

American, per doz	1 00 1 25
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Plane.

American, per gross	3 15 3 75
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Hammer and Hatchet.

American, per doz	0 50 0 80
-------------------	-----------

Cross Cut Saw.

Canadian, per pair	0 18 0 25
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Hangers.

Door 4 and 5 inch, per pair	0 40 0 80
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Hatchets.

Can., dis. 37½, 40 p.c.	
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Hinges.

Blind, Parker's, dis. 60, 60 and 5 per cent.	
Light T and strap, dis 60, 62½ percent	
Heavy, per lb.	0 5 0 08½
Screw and Strap, per lb.	0 08½ 0 04½

Per doz. sets.

Screw, Eureka	1 13 1 80
Gate, Clark's	1 50 2 20
" Shepherd's	1 00 1 60

Per doz. pairs

Spring	1 50 3 80
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Hoes.

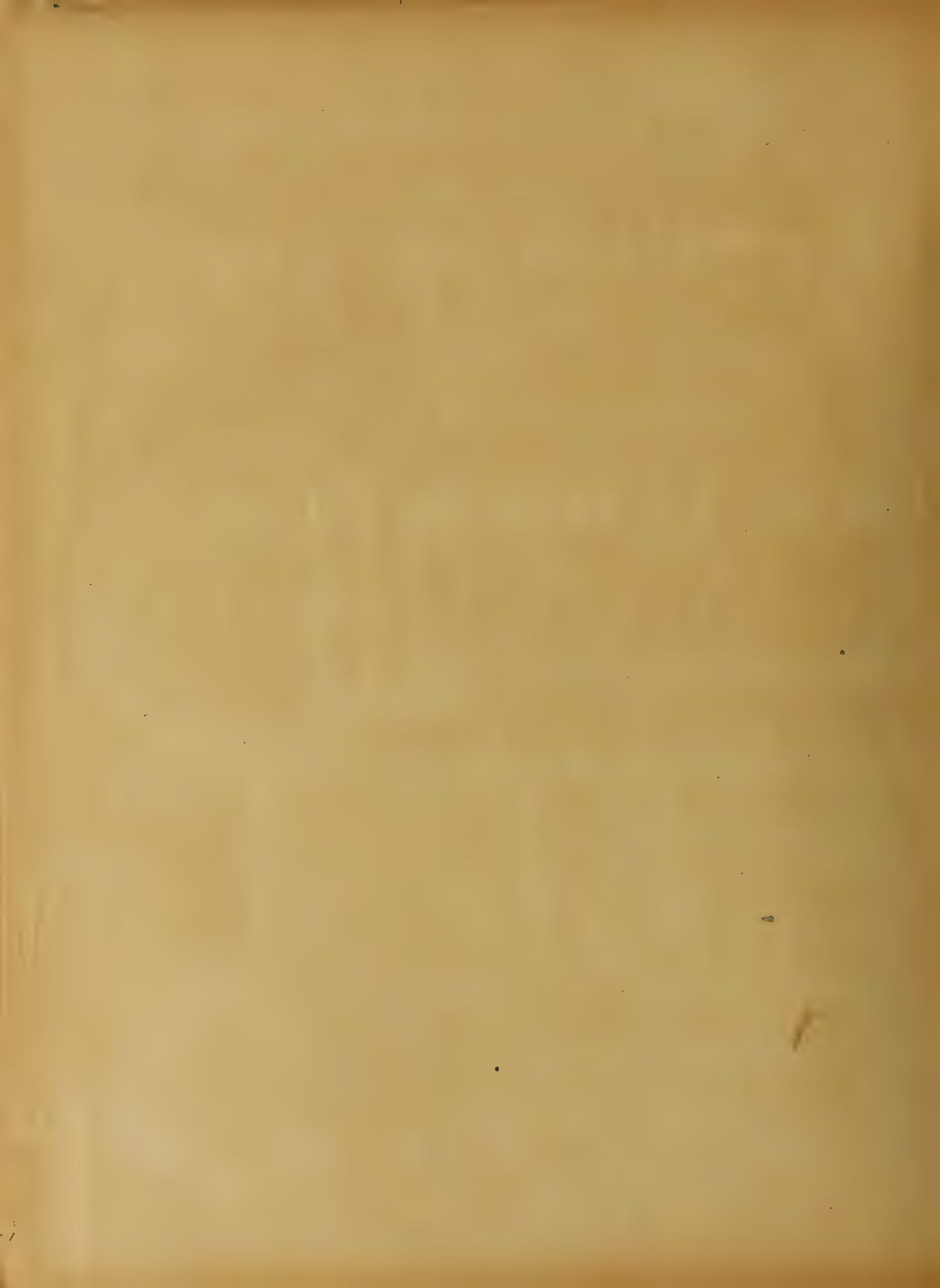
Garden, Mortar, etc., discount 40 per cent.	
Planter's per doz	4 00 5 00



Hooks—Cast Iron		Pencils.		Saw Sets.		Thermometers.	
Bird Cage, per doz	0 50 1 10	Dixon's, per gross	1 00 4 25	Per doz	1 65 9 00	Tin case & dairy, dis. 75 p.c.	
Clothes Line, "	0 27 0 63	" Carpenter	2 25 3 60	Scales.		Thimbles.	
Harness, "	0 72 0 88	Picks.		Canadian List, dis. 40 p.c.		Asbestos, filled, per doz., dis 25 off.	
Hat and Coat, per gross	1 00 3 00	Picture Nails.		Scale Beams.		Ties.	
Chandelier, per doz	0 50 1 13	Porcelain Head, p. gross	1 65 3 00	Canadian, B. S. & M. dis. 40 per cent.		Cow, per doz	1 25 2 50
Wrought Iron.		Brass Head,	40 1 00	Scrapers.		Tinner's Shears and Snips	
Wrought Hooks and Staples, Can, dis. 17½, 20 p.c.		Planes.		Box, per doz	2 10 4 50	P.S. & W., 10 p.c. advance on American list.	
Wrought Hooks and Staples, Amer dis. 75 to 75 and 10 per cent.		Wood, bench, Canadian, or American dis. 50.		Foot, "	40 3 50	Tinware.	
Wire.		Wood, fancy Canadian, or American dis. 35, 37½ per cent.		Window, patent, per doz	6 00 7 50	Stamped, dis. Assn list, 70, and 12½ per cent.	
Hat and Coat, dis. 35, 40 p.c.		Bailey's (Stan R. & L. Co.) 33½ to 35 per cent.		Screw Drivers.		Japanned, dis. Prices on application	
Belt, per 1,000	0 60 2 70	Miscellaneous, dis. 10 to 12½ per cent.		Sargent's, per doz	65 4 00	Pieced, dis.	
Screw, bright, Eng., dis. 40, 5, 45 per cent.		Bailey's Victor, dis. 10 to 12½ per cent.		Screws.		Transom Lifters	
Horse Nails.		Plane Irons.		Wood, flat head iron, dis. 47½ per cent.		Payson's, dis. 25 per cent.	
Canadian, dis. 50 to 60 per cent.		English, per doz	2 00 5 00	Wood, round head iron, dis. 42½ per cent.		Traps.	
Horse Shoes,		Pliers and Nippers.		Wood, flat and round head, brass, dis. 25 p.c.		Game, Newhouse, dis. 17½, 20 per cent	
Per keg	3 60	Button's Genuine, per doz. prs. dis 37½, 40 p.c.		Bench, wood, per doz	3 25 4 00	Game, H. & N., or P.S. & W., discount 57½ to 62½ p.c.	
Ice Picks.		Button's Imitation, per doz.	7 40 10 25	Bench iron per doz	4 25 5 75	Mouse, per doz	0 35 1 50
Star, per doz	3 00 3 25	German, per doz	60 2 60	Scythes.		Rat	2 00 4 50
Kettles.		Plumbs and Levels		Discount 40 per cent.		Trowels.	
Brass spun per lb	0 28 0 30	S. R. & L. Co., dis. 65 p.c.		Scythe Snaths.		Disston's, discount 10 p.c.	
Copper,	0 40 0 45	Poppers.		Canadian, dis. 33½ to 35 p.c.		German, per doz	4 75 9 00
Enamelled Can. 50 p.c.		Corn, square, per doz	1 35 2 00	Shears.		Brade's	00 10 50
American, 50 and 10, 60.		Pruning Shears.		B. & W., japanned, dis. 75 per cent.		S. & D., discount 35 p.c.	
Keys.		Per doz	4 00 5 50	B. & W. N. P., dis. 65 p.c.		Triers.	
Lock, Can, dis. 50 p.c.		Pulleys.		Seymour's, dis. 60 p.c.		Butter, per doz	6 25 9 00
Cabinet, Trunk, and Padlock, Am. per gross	1 60 4 75	Hothouse, per doz	55 1 00	Æna, dis. 75 to 75 and 10 per cent.		Twines.	
Knobs.		Axle,	22 33	Heinrich 60 per cent.		Bag, per lb	0 12½ 0 20
Door, japanned, and N.P., Can. list dis. 50 p.c.		Screw	27 1 00	Shovels and Spades.		Wrappg, mott'd, pr. pack	0 50 0 60
Bronze, Berlin, per doz	2 75 3 25	Awning	35 2 50	Canadian, dis. 37½ to 40 per cent.		" cotton, per lb	0 18 0 20
Bronze, Gem,	6 00 9 00	Pumps.		Sieves.		Mattress, per lb	0 33 0 45
Lava	8 75 10 00	Rumsey or Canadian Cistern & Pitcher Spout, 60 and 60 and 10 p.c.		Wood Rim, black, p. doz	1 15 1 35	Staging	0 27 0 35
Shutter, porcelain, F. & L screw, per gross	\$1 30 4 00	Punches.		" tinned, "	1 35 1 60	Broom	0 30 0 55
Ladles.		Saddler's, per doz	1 00 1 85	Tin Rim,	2 30 2 45	Binding, flax, per lb	
Melting, per doz	1 70 4 50	Conductors	9 00 15 00	" black, "	1 80 2 25	" jute "	
Lemon Squeezers.		Tinner's solid, per set	72	Snaps.		Vises.	
Porcelain lined, per doz	2 20 5 60	hollow, per inch	1 00	Harness, German, p. gro.	2 00 5 50	Hand, per doz	4 00 6 00
Galvanized,	1 87 3 85	Putty.		Acme,	3 00 5 00	Bench, parallel, each	2 00 4 50
King, wood,	2 75 2 90	Bladder, per 100 lbs	2 00 2 25	Lock, Andrew's	4 50 11 50	Coach, each	6 00 7 00
" glass	4 00 4 50	Tins, lbs	2 50 2 75	Soap		Peter Wright's, per lb	0 12 0 13½
All glass,	1 20 1 30	Rail.		Sapolia ½ gross boxes	3 25	Pipe, each	5 50 9 00
Lines.		Barn Door, per foot	3 3½	½ and ¾ gross boxes per gross net cash	12 00	Saw, per doz	6 50 13 00
Fish, per gross	1 05 2 50	Sliding Door,	3½ 3½	Soldering Irons.		Washer Cutters.	
Chalk,	1 90 7 40	Rakes.		Per lb	0 30 0 32	Per doz	4 00 8 50
Locks—Door.		Cast Steel and Malleable, Canadian list dis. 40 per cent.		Wrought Spikes.		Well Wheels.	
Canadian, dis. per cent.	50	Razors.		Discount, net list to 10 per cent.		Amer., per doz. 8, 10 & 12 in.	3 38 6 00
Russell & Erwin, per doz	2 90 7 50	Boker's, per doz	7 50 11 00	Spoke Shaves.		Wire.	
Cabinet.		Wade & Butcher's	3 60 10 00	Wood, English	1 80 5 00	Market, bright and annealed, Nos. 1 to 16, 5 per cent. advance on list from stock. From factory net list.	
Eagle, dis. per cent, 30 per cent.		Razor Stropps.		Iron, American	1 35 2 35	Market, oiled, coppered, 5 p.c. advance. From factory net list.	
Padlock.		Currier's, per doz	1 25 3 60	Spoons and Forks.		Market, tinned per lb	0 04½ 0 08
English and Am. per doz	50 6 00	Rivets and Burrs.		Tea Spoons, per gross	7 50 12 00	Galvanized Fence, 5 per cent. advance on list. From factory net list.	
Scandinavian,	1 00 2 40	Copper Rivets, dis. 40.		Dessert " "	21 00	vanance on list. From factory net list.	
Eagle, dis. per cent, 15 to 17½ per cent		Iron " 40 to 45 per cent.		Table " "	30 00 30 00	Tinned Broom, from 19 to	
Mallets.		Burrs, Iron, 30, 33½ per c.		Dessert Forks	24 00	22 gauge, per lb	0 07 0 07½
Tinsmith's, per doz	1 25 1 50	Rivet Sets.		Medium " "	27 00	Malin's Wire on spools, dis. 30 to 35 per cent	
Carp't's, h. ckory	1 25 3 75	Sisal, per lb	12 12½	Table " "	36 00	Clothes Line, galv., p. 100ft	0 25 0 55
Lignum v. cæ,	3 85 5 00	Manilla,	15 16	Squares.		Barbed Wire.	
Caulking, each	1 60 2 00	New Zealand,	11½ 12	Iron, per doz	1 65 2 90	Galv. steel barb fencing	
Mattocks.		Cotton,	22 25	Steel, dis. 75 p.c.		" Lock Barb, " 4 point	0 3 0 05½
Canadian, per doz	8 50 10 00	Russia Deep Sea, per lb	15 16	Try and bevel, dis. 50 to 52½ per cent		Ditto Glidden 2 point	0 05½ 0 06
Meat Gutter.		Jute	09½ 10	Staples.		Galv. Steel, plain twist	0 00 0 05
Enterprise, dis. per cent	20 25	Rules.		Fence, galvanized, per lb	5 5½	Galvanized Barb, "Lyman," 2 to 4 points	0 05 0 05½
Dixon's, each	1 60 2 00	Boxwood, dis. 75 & 10 & 5 80 per cent.		Wrought Iron, dis. 75, 75 and 10 per cent.		Terms, 60 days or 2 per cent off for cash—10 days.	
Woodruff's	1 10 1 70	Ivory, dis. 40, 40 & 5 per cent.		Stocks and Dies, Amer. dis. 25 per cent.		Wire Cloth.	
Hale's,	1 05 1 50	Sad Irons.		Stone.		Ordinary, discount 25 p.c.	
Hume,	13 00 16 00	Mrs. Potts, per set	0 95	Washita, per lb	0 15 50	Painted Screen, p. 100 sq ft	2 25 2 5
Mincing Knives.		" N. P.	1 25	Hindostan, per lb	0 06	Wrenches.	
American, per doz	42 2 35	Sand and Emery Paper.		" Slips, per lb	9	Agricultural, dis. 70.	
Molasses Gates.		B. & A., sand, dis. 25, 30 p.c.		Labrador, per lb	0 13	Standard, dis. 60, 60 & 10 p.c.	
Stebbin's Patent, dis. per cent, 65 to 70 per cent		Emery, per quire	55 90	" Axe, "	0 15	Coe's Gen'ne, dis. 40, 45 p.c.	
Nails.		Sash Cord.		Turkey	0 50	Diamond, dis. 33½, 35 p.c.	
Cut, 3 in. and upwards,		Per lb	22 50	Arkansas	1 50	Tower's Engineer, each	2 00 3 00
per keg	2 65	Sash Locks.		Water-of-Ayr	0 10	" S., per doz	5 80 7 50
Brads & Moulding Nails, discount 60 to 60 and 5.		Triumph and Morris, dis 37½, 40 per cent.		Scythe, per gross	3 50 5 00	G. & K's Pipe	6 00
Wire Nails, 65 to 65 and 5.		Kempshell's dis. 40, 62½ per cent.		Grind, per ton	15 00 18 00	Burrell's " each	3 40
Nail Pullers.		Canadian, dis. 45, 50 p.c.		Tacks, Brads, etc.		Pocket, per doz	1 25 2 00
German & American	1 85 3 50	Sash Weights.		Cut, Carpet, gimp, blued, dis. 35 p.c.		Skates.	
Nail Sets.		Sectional, per lb	2½ 3 00	" tinned, dis. 45 p.c.		Skeleton, dis. 10 p.c.	
Square, round and octa-		Sausage Stuffers.		Swedes' iron, blued or tinned, dis. 42½ p.c.		Whelpley's Pat. Club, Ladies', Brass Tops, 7½ to 9½ in.	1 75
gon	3 38 4 00	Each	1 00 3 00	Upholsterers' dis. 42½ p.c.		Whelpley's Pat. Club, Gentle-	
Diamond	12 00 15 00	Saws.		Copper Tacks and Nails, dis. 35 p.c.		men's, Brass tops, 9½ to 12 in.	1 90
Oil.		Hand, Disston's, dis. 10 p.c.		Trunk and Clout Nails, " 40 p.c.		"Star" Mfg. Co's wrought steel top, dis. 30 p.c. 8 to 12 in	
Canada Refined Oil (Toronto)	0 17	S. & D., dis. 35 to 40 per cent.		Finishing Nails, dis. 35 p.c.		Halifax Pattern, dis. 10 p.c.	
Carbon Safety	0 18 0 18½	Cross-Cut, Disston's, per ft. 35 to 55.		Cigar Box Nails, dis. 35 p.c.		No. 0, Whelpley's, 8 to 12 in	0 63
Canada W.W.	0 20	S. & D. dis. 25 to 35 per cent.		Shoe Finders' Tacks & Nails, dis. 25 p.c.		Forbes' New Patent.	
American W.W.	0 25	Hack, complete, each	1 75 2 75	Tape Lines.		Half-Patent, "Achieved" action with finest tempered blades	4 00
S. R. Seal	0 63 0 65	" frames only	75	English, ass skin per doz.	\$2 75 \$5 50	Full-Patent, "Achieved" action, with new patent blades	4 50
Oilers.				English Pat. Leather	5 50 9 75		
McClary's Galvan. Iron				Chesterman's, each	0 90 2 85		
Oil Can, with Pump,				" steel, each	0 80 8 00		
per doz	19 50						
Zinc and Tin, dis. 50, 50 and 10.							
Copper, per doz	1 25 3 50						
Brass,	1 50 3 50						
Malleable, dis. 25 per ct.							
Pails.							
Galvanized, per doz	2 00 3 50						



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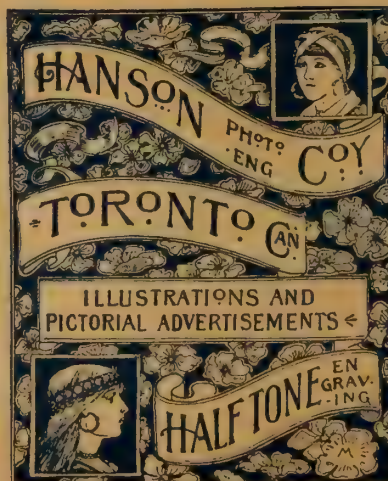
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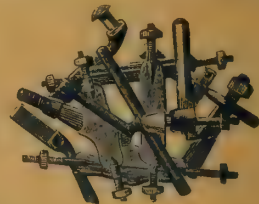


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Every traveller will want to compare the
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man connected with the business world, be
he clerk or merchant, will desire to see how
goods are sold and read a description of a
week on the road that is neither colored nor
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Vol. 2.

TORONTO AND MONTREAL, DECEMBER 27, 1890

No. 52

STORE IMPROVEMENTS.

It is not by any means the first time we have suggested that there is ample room for improvements in the general run of our hardware stores, but the need seems to be almost as great now, as it has been for the past ten years or so. In again calling attention to the matter, we do not wish to convey the impression that some dealers do not march along with the times, but rather that the great majority of members of the trade do not move with sufficient rapidity. That the assertion is well founded cannot be denied, we think by anyone whose acquaintance with hardware establishments of this country, has been gained by personal cases. In a few towns—in which we may include Toronto—there are spacious, well-fitted and well arranged stores; but they are in the minority, and the bulk of hardware stores are not what they ought to be. In some cases—perhaps in a great many—the want of due space for adequate display is owing to want of capital, but there are scores of merchants who must be charged with not making the best use of the premises they possess. We have several of such stores in our mind. Their windows are “lumbered” up with dusty cutlery, tarnished silver plate, and a miscellaneous collection of obsolete articles which are too old and dirty to be on exhibition. Inside there may be, or may not be an approximation to order and regularity, but the stock is really not displayed at all, and is thrown together like the contents of a dice box throughout. In such shops as these nothing “sells itself,” simply because the customers see nothing distinctly, or, if it is distinctly visible, the article rarely looks presentable. Under such circumstances the stock never shows to advantage, and the returns are kept down, owing to the lack of a little care and taste. When the windows are set out and the con-

tents of the store cleverly arranged, customers are attracted, and the goods “sell themselves,” to an extent undreamed of in the philosophy of the careless and non-progressive hardware dealer. Contrast the two kinds of shops. Take for example the establishment of Rice Lewis & Son, of this city, (whose name we mention as an apt illustration of our argument), and contrast it with the stores of hundreds of other merchants, all over the country. In the one case the windows are set to the utmost advantage, and the interior if not exactly “a thing of beauty and a joy forever,” is bright, well arranged, and attractive. Goods suited for the different seasons all prominently displayed at the proper times, and all-the-year-round articles receive their due share of attention. In other stores alluded to the windows are shockingly neglected, and the interior is often no better than a howling wilderness—a chaos of metallic products. It may be urged, of course, that it is not fair to compare an establishment situated in so central and progressive a city as Toronto, with suburban or country stores. To some extent this is so, no doubt, but we contend that it is possible to every hardware merchant to display taste, to insist on cleanliness and order, and to please rather than to repel customers. This is especially true of house furnishing goods and cutlery, but it is also applicable to the trade in builders’ tools and other lines, and arranged much more effectively than may be shown as done by many members of the trade. If the premises are not sufficiently large, they should be extended, and then the utmost care should be exercised in order to utilise every inch of space to the best advantage. Properly done, the outlay on such improvements should and usually will be recouped.

The public nowadays are educated to a higher standard than formerly. They re-

quire to be pleased, and they will enter the bright and smart looking store, just as they avoid the dull and dingy ones. The dry goods merchant gives his customers ample room, and is most fastidious in setting out his windows and showrooms. The jeweler revels in everything about his store glittering, like the reflection of the moon on the water, and so on in many other branches of the retail trade. There is every reason why the hardware dealer should not lay himself out also, to give the public plenty of light, tasteful window dressing, and a well arranged store. Some dealers do this and find it pays them well. They have all the material necessary for display. Manufacturers produce for them an immense variety of articles and effective goods. There is no excuse therefore, for the retailer who does not set his store in order, and give his local public the full benefit of his taste and care, as well as of the producer’s art and skill. Those who possess handsome and well arranged stores will doubtless assist such aspirants as are not actually their competitors. If they wish to do so through the columns of *HARDWARE*, we should be only too glad to give them space, and if a few of the best will send good sketches (or better still photographs) of their stores, we are quite disposed to reproduce them for the benefit of the trade at large.

TRAVELLING SALESMEN.

The commercial traveller is one of the institutions of the country—indeed we may say of the world. He pervades the country from end to end, and has the reputation of being, if not the most energetic, at least the most persuasive of men. In many respects he is eminently useful as the connecting link between the manufacturer and retailer, but as his class seems to become more numerous as each year rolls by, there are those who though not of a pliant nature set the commercial traveller down as “a nuisance.” That is a strong term indeed to apply

to so clever and pushing a body of men, but there is no reason for doubting, that the word describes the actual sentiments of a large body of retail tradesmen. Some merchants declare that "half their time" is occupied in conference with the travelling salesman, whilst others certainly decline seeing travellers at all. It is rather obvious that both these results are the outcome of a wrong way of doing business. The dealer wastes half his time in this manner, and not only does himself an injustice, but is very likely to overstock himself. On the other hand, the merchant who refuses to accord a reasonable portion of his time to the travelling fraternity, runs the risk of missing saleable articles, and also is guilty of incivility to the travelling salesman and the firm he represents. The remedy is a simple one. Let the merchant have a fixed time, say between 9 and 10 a.m., to attend to the solicitations of the commercial traveller, and let this fact be well known. A notice to this effect, posted in a conspicuous place, will probably prevent interruption at other times. If a traveller has a sample room for the goods he wishes to place on the market a mutually convenient time can be arranged, and this in either case, the demands of travellers on the time of hardware merchants are reduced to a minimum. A fixed time is fair to both parties, whereas desultory calls are not only annoying to merchants, but are hindrances to travellers themselves. But besides the waste of time, there are those who complain of the over-persuasiveness or persistency of the travelling salesman. Some dealers allege that there are travellers who "will not take 'No' for an answer," but badger the customer until "he gives them an order," or possibly shows them the door. With equal allowance for the feelings of those who thus complain, we must confess we are not disposed to sympathise with them very deeply. It is the duty of the traveller to be persuasive as possible. That is his business, in fact, and to do less than his best would be a neglect of duty to those who employ him.

There is a point of course when persistency should cease, but if the dealer knows his business and its actual requirements as he certainly ought to, the limit should be reached pleasantly and without undue friction being developed. The days have gone by when the few men on the road looked over a hardware merchant's stock themselves, and filled in an order as they pleased. To say the least every merchant should know what he wants or does not want. Some members of the trade are never very clear on either point, and it is their uncertainty which has done, and still does a good deal to shorten the appetite and strengthen the persistency of commercial travellers generally. It is precisely the vacillators who adopt extreme courses, either they order nothing, or they order more than they actually require, which latter course is not unfrequently the cause, as we have demonstrated from time to

time, of their subsequent difficulties. In dealing with travellers the hardware dealer should know how to say "No" when he means it, and when he has thus decided in the negative should close all interviews. On the other hand, if he is doubtful or means to order he should do so with equal decision. The travelling salesman is a very human creature. He does not crave for large orders in every town where his "shingle" is hung out, but is generally satisfied with common courtesy. That at all events is due him as well as from him.

BOILER EXPLOSIONS.

"Five dead; three dying; one case in doubt; a score injured. Such was the havoc wrought yesterday morning when the boilers in Sutton's mill, South Bay, flew from their beds, crashed out through the walls and left death and ruin behind them."

The foregoing is an extract from the St. John, N. B., Daily Telegraph, and refers to the recent very disastrous boiler explosion near the City of St. John.

The inquiry into the cause of the explosion lasted several days, and the jury brought in a verdict:—

"And that the said explosion was caused by No. 2 boiler being short of water and overheated."

Coupled with the verdict was a recommendation that the local government memorialise the Dominion Government to pass an act for compulsory inspection of boilers, and to test the competency of engineers in charge of mills, etc.

Why the jury decided that No. 2 boiler was short of water is not clear. Possibly because it was the first to go off. Across the front of the boilers was an equalizing pipe which kept the water in all the boilers at the same level. They were all connected to the same stream and feed water pipes, and at the very instant of the explosion the assistant-engineer was in the act of turning off the water supply to the boilers, having first satisfied himself that there was plenty of water. Other witnesses corroborated the assistant-engineer's statements. From the evidence taken at the inquest we conclude that the explosion did not result from a lack of water, but from a weakness in the plates. Whether this weakness was caused by the plates becoming overheated on account of a heavy deposit of salt and mud on the bottom of the boilers or through rust and deterioration during periods of idleness we are not prepared to say, but we think that had the boilers been under the charge of any boiler inspecting and insuring company their condition would have been discovered and made known to the owners, and a loss of life, to say nothing of property, averted. In The Evening Gazette, of St. John, we see the following letter from Mr. George C. Robb, well known among steam users in Canada, as an authority on all matters relating to the use of steam:—

TORONTO, Dec. 11, 1890.

SIR,—The coroner's jury of the inquest held in connection with the boiler explosion at the mill near South Bay, brought in a verdict to the effect that the boilers exploded in consequence of the water being low in them.

The evidence of the men who saw the boilers immediately before the explosion, and of others working in the mill at the time, all points to the conclusion that there was abundance of water in the boilers. The feed pump was pumping water into them, the engine was at work drawing off the steam, and the safety valves were blowing off. The pressure rose to about 60 lbs. per square inch and explosion followed. The evidence of some, who advanced a theory, seem to have had more influence on the jury than that of those who related the facts and declined to propound a theory.

The theory seems to have been that in some way or other the water became low in the two boilers, or left them entirely; the plates became hot, and when water began to come in again, explosion followed, as a matter of course.

In a work recently published in England on the subject of boiler explosions, the following statement is made: "The idea that nearly every explosion is attributable to shortness of water has been very generally entertained for a considerable number of years and has had a very mischievous tendency."

The book then gives full particulars of a number of experiments made at the expense of the Manchester Steam Users' association, in which the effort was repeatedly made to produce an explosion by pumping water into a hot boiler. The experiments failed to produce an explosion, although the boiler was repeatedly damaged. The engineers who conducted the experiments conclude the account by saying: "These experiments clearly put to the rout the generally entertained opinion, that showering cold water on to red-hot furnace crowns would cause the instantaneous disengagement of an immense volume of steam," which would act like gun powder tearing the shell to pieces and hurling the fragments to a considerable distance."

The writer of this has had opportunity to investigate a number of boiler explosions, and agrees with the English experimenters, that to blame somebody for letting the water get low in a boiler is an easy way of explaining the explosion, but may be very far from the truth.

Those who have observed the results of boiler explosions, and studied their causes, have come to the conclusion that the force which produces a violent explosion is stored in the water, and the more water the more the damage if the explosion takes place. The very violence of the explosion at South Bay is confirmation of the statement made by the assistant engineer that there was plenty of water shown by the water gauges immediately before the explosion. If low water was not the cause, what other cause could there be? One witness spoke of salt deposits in the boiler. Salt deposits, by preventing the transmission of heat, will cause overheating of plates quite as dangerous as any cause by low water. Other evidence tells of the boilers being old and having been idle for a considerable time. Idleness and rust will soon take the strength out of a boiler plate, as well as out of other things and persons.


The accident is but one added to a very long list, all telling the same story, that had

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“SKELETON” Halifax Pattern. “GENUINE ACME”
and Forbes’ New Patent “ACHIEVED.”

 Write for Prices, as we
are Headquarters.

MONTREAL.

the true condition of the boilers and their connections been known the accident would not have happened.

GEO. ROBB.

Chief Engineer of the Boiler Inspection and Insurance Co. of Canada.

THE ATLANTIC TERMINUS OF THE C.P.R.

The President of the Toronto Board of Trade has received the following letter from Mr. R. Cruikshank, chairman of the city and harbor committee of the Board of Trade of St. John, N.B. I take the liberty of sending you by this mail the following document :

A copy of the latest British admiralty chart of the harbor of St. John, corrected to 1890 ; copy of a report by a committee of the Board of Trade on the bay of Fundy and the harbor of St. John ; a small view of the harbor of St. John.

As the Canadian Pacific railway has now its Atlantic terminus at this port, having just acquired access to deep water on the Carlton or opposite side of the harbor from this city, that company is now in course of providing terminal facilities for their line so that all freight from the Pacific coast, Ontario and Quebec, as well as from the western part of

Nova Scotia and Prince Edward Island, can be shipped here at all seasons of the year. The C.P.R. is even now prepared to receive goods to be landed here from the west for any part of Europe or the West Indies, as well as goods from the west to be shipped for Europe or the West Indies. There is now a line of steamers (Furness line) running every seventeen days from St. John to London, and a line of steamers running from St. John to the West India islands, calling at Halifax, Bermuda, St. Thomas, St. Kitts, Guadaloupe, St. Lucia, Barbados, Trinidad and Demerara. The former line has been running here for several years, and is subsidized by the Dominion Government, and makes the trip with remarkable regularity and at very low rates for passengers and freight. The latter has been organized this year, and has made several voyages, and the business promises to be very large, this week's steamer having more than a full load, with a large quantity spoken for for the next voyage. The easiness of access to this harbor, the straightness of the channel, the great depth of water, and the entire freedom from ice and the absence of rocks and shoals in the bay of Fundy render the harbor peculiarly eligible for a terminal port.

Derogatory reports having been circulated

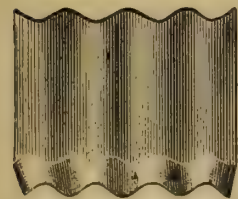
by interested parties representing the harbor of St. John and the bay of Fundy, the board of trade instituted enquiries and had statistics compiled, which were shown in the “report” I send you, and to which call the particular attention of your board, especially to the statements of pages 10, 11 and 56. Errors in the admiralty chart published as far back as 1844 have done our harbor an immense amount of harm, and which have only recently been noticed. It showed only 2¼ feet of water when 21 should have been shown. This was brought under the notice of the British admiralty by the Dominion Government, and a man-of-war vessel was promptly brought here and had the harbor surveyed and the errors corrected. The city corporation has now a fine dredge, which works in the harbor, and enough of water can be given through dredging to enable the largest vessel that floats, either steamer or sailer, to enter our harbor at low water. We can give now 30 feet at low water spring tide at the C. P. R. terminus. From St. John's several lines of railways emerge. The C.P.R. train makes the trip from St. John to Montreal, 481 miles, in about 17 hours, and to Toronto in about 26. Next summer this time, it is expected, will be reduced to 24 hours to Toronto. I mention these par-

CORRUGATED STEEL FASTENERS.

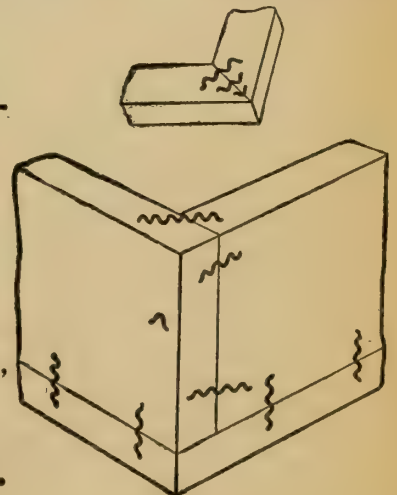
A Perfect, Secure Joint !

NO GLUE, NO SCREWS, INEXPENSIVE.

All Manufacturers of Wood-work are interested in this Invention.



Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.



THE ONTARIO TACK CO., Hamilton, Ont.

ticulars, as some information to the members of your board in support of the action of our board in having the advantages of our port before you as a fit port to be considered as a terminus for the Canada Atlantic mail steamers, which are expected to commence to run under the new contract with the Dominion Government in April next. It is claimed that St. John has advantages possessed by no other port on this side of the Atlantic in Canada, and we are desirous of making this apparent that the attention of the merchants of Toronto (and through them that of merchants in the cities further west) may be directed to St. John. Under any circumstances, should the unwise policy of "non-intercourse" by our American neighbors prevail, this cannot interfere with our intercourse as Canadians with one another, as we would still have communication with the west from St. John by several railroads on strictly Canadian soil at all seasons of the year, unhampered by any custom house regulations or examinations. Our board of trade will be much gratified should the information I now send you attain the object in view in sending it, viz., that we may become better acquainted with each other and thus promote further business intercourse. Toward this end I shall be at all times happy to furnish any information which the members of your board either individually or collectively may desire.

THE BEGINNING OF IRON MAKING IN AMERICA.

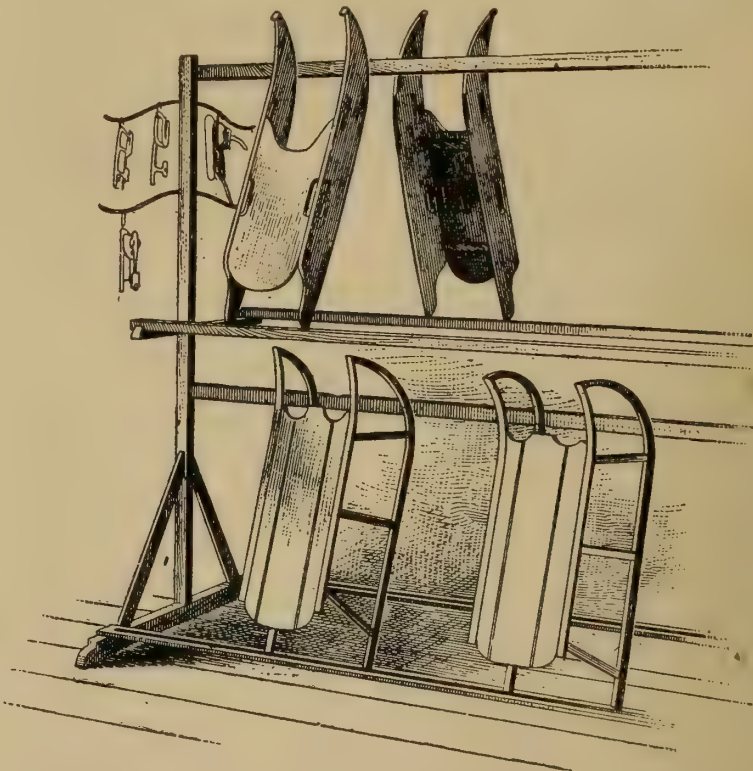
It is certain that at Lynn, in the Province of Massachusetts Bay, was cast, in the year 1645, the first piece of hollow ware made in America—"a small iron pot capable of containing about one quart." This pioneer of all American-made castings was in existence in 1844, but recent efforts to ascertain its whereabouts have been unsuccessful. The works at Lynn appear to have been prosperous for a number of years; but after a time they became unpopular, owing to the flowage of lands by their dam, and the great destruction of timber for fuel.

The Rev. William Hubbard, writing in 1677, says they were "strenuously carried on for some time, but at length, instead of drawing out bars of iron for the country's use, there was hammered out nothing but contentions and lawsuits."

After the establishment of the first successful "furnace" and "foundry," at Lynn, works for the manufacture of iron were erected in other parts of New England, and thence the business spread into New York, New Jersey, Pennsylvania and Maryland. During the "French War" (1755), there was a number of furnaces in operation, at which "cannon, bombs, and bullets" were made in great quantity, and many of these iron works furnished similar supplies to the Continental army during the Revolution.—[From *Early Steps in Iron Making*, by W. F. Durfee, in the *Popular Science Monthly* for December.

A CONVENIENT SLEIGH RACK

We give an illustration of an improvement in the way of showing boys' sleighs and cutters. The great difficulty of keeping a stock of such goods, is the great amount of room which is necessary for a proper exhibition. The cut shows a method, by which it is possible to arrange an ample stock by economizing a great deal of space, and at little expense. The cutters are placed on



the bottom part and the coasters on top. Generally a stock of sleighs are either hung on the wall, or promiscuously strewn over the floor, in either case double the room being taken up, which could be economized by adopting an improvement such as we have shown. A line of skates could be conveniently arranged on the rack. The whole will be a decided improvement on the old way.

WIRE NAILS FROM STEEL PLATE.

An ingenious and progressive Pittsburg iron and nail manufacturing concern has fitted up an attachment to its steel plate nail mill, by which it is claimed wire nails can easily be made. Hitherto this has been regarded as impossible, but a reporter, last week, witnessed the operation of the new device, and was enlightened as to the process, and thus describes it: One of the long row of nail plate machines, out of scores now standing idle, has been fitted with the new arrangement. The self-feeder has been removed, and in its place is substituted an ordinary wire nail machine feed, operating from the left side. The bed plate, gripping and heading dies remain as in the old machine, but from the clamp at the back is attached an arrangement for cutting and

pointing the wire, similar to the manner in which this process is done in regular wire nail machines.

It is said the adapted machine turns out perfectly formed nails at the rate of 250 a minute; that the heading die performs its work better than that of the regular wire nail machine. The heading arrangement of the latter works from above, and fashions the heads with a quick blow. The heading die of the transformed nail plate machine-works

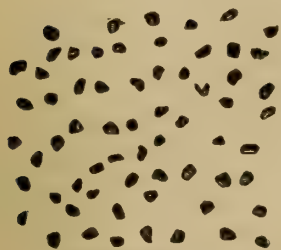
from the right hand side, and works the heads with a more gradual motion. The nails are seemingly thoroughly well made, well pointed, and with large head, and without any indication of splitting. By changing the space block, 4, 6, 8 and 10-penny sizes can be made. The alteration of the plate nail machine to the wire nail producing form is quite simple, and can be done in thirty minutes, and its capacity for wire nails is said to be from 40 to 50 per cent. greater than the ordinary wire nail machine.—*Western Manufacturer*.

We have pleasure in directing the attention of our subscribers to the advertisement of Messrs. W. H. Storey & Son, found in another column. The goods advertised are a specialty designed for a particular class of work, and possessing particular merit—besides the guarantee of a firm first in its line of productions on this Continent. It is needless to add that W. H. Storey & Son's name is particularly identified with first-class goods, and known from one end of Canada to the other. The firm, besides producing this specialty, manufacture the finest class of gloves known to the trade, and numbering four or five hundred varieties—from the finest kid to the heaviest buckskin. All their goods are stamped W. H. Storey & Son, Acton, Ont., and none are genuine without.

H. S. HOWLAND, Sons & Co.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.



DEAD SHOT F. G.



DEAD SHOT F. F. G.

GUNPOWDER. "American Dead Shot." TRY IT.



The Canadian Locomotive and Engine Company of Kingston have closed a bargain with the Intercolonial railway for three locomotives.

Mr. E. A. Baker, hardware dealer, and one of the grain merchants of Moose Jaw, ass., has established a grain warehouse at Boharm, a station next to Moose Jaw, on the main line of the Canadian Pacific Railway.

It is gratifying to the trade and manufacturers as well, that the line of paint and other brushes made in Canada are equal to any made in the world. They are conceded by the Americans themselves to be superior to those imported from the United States. This is very flattering to the Canadian manufacturer, and the high quality of this country's goods is an evidence of good material and great care being taken in the work.

The Dominion Government has determined upon a new form of declaration to be made by the foreign owner of any goods shipped to Canada on consignment before the collector or chief municipal officer in the United Kingdom or other place in Her Majesty's possessions abroad whence the goods are shipped, or before a notary public, and at any other place before a British consul, or if there is no British consul, then before a foreign consul at such place. The declaration provides that the invoice must contain a full and true statement of the fair market value, when sold for home consumption, of the goods at the time and place of the exportation direct to Canada; that such fair market value includes any bounties, drawbacks, royalties, rents or charges allowed or paid on the goods, or payable on patent rights, or because of the lease of such goods, and that no different invoice or account has been or will be furnished to anyone by the exporter.

BRICKDUST CEMENT.

Many an inventor has made a fortune, says the London Carpenter and Builder, by devising some means for utilizing materials of one kind or another previously held to be useless or nearly so. There is scarcely a branch of manufacture connected with building that does not produce its store of waste material; and he who can suggest a use for the latter becomes the means of leaving the world richer than he found it. In mixing concrete, we can always find a use for broken brick, but there is another purpose to which this material can be applied, in which it would appear that it is capable of playing a more important part. Ordinary brickdust, mixed with lime and sand, affords a tolerably good substitute for hydraulic cement, the brickdust mortar being decidedly, though not strongly, hydraulic. In his "Engineers' Pocket-book," Trautwine recommends its employment in all cases where hydraulic cement cannot be obtained. In experiments made by him, with mixtures of brickdust and quicklime, he found that blocks of $\frac{1}{2}$ in. in thickness, after immersion in water for four months bore without crushing, crumbling, or splitting, a pressure of 1,500 lbs. to the square inch. He appears to have been thoroughly convinced of its merits, since he recommends the addition of small quantities of it to ordinary cement and water. He believes that the addition of even as small a proportion as one-tenth as much brickdust as sand to our ordinary mortars would prevent the disintegration so generally visible in the mortars used in the masonry of many of our public works.

The expedient to which we draw attention is not a new discovery, but we venture to think that brickmakers and builders in this country might avail themselves of it much more extensively than they do. The use of brickdust with lime and sand is said to be very generally and successfully practised in the Spanish dominions in America, as a substitute for hydraulic cement. Mr. F. B. Miles, who has spent a number of years in

Cuba engaged in engineering work, and who has had abundant opportunity of testing the merits of material, states his experience that it is in all respects superior to the best Rosendale hydraulic cement for culverts, drains, tanks, or cisterns, and even for roofs, whether for setting flat tiles or for making the usual tropical flat roof. It is known in that country as a regular article of commerce. The proportions used in the manufacture are approximately one of brickdust, one of lime, and two of sand mixed together dry, and tempered with water in the usual way. Mr. Miles expressed the opinion, some years ago, that as this material could be produced at a lower cost than cement, it should prove a profitable plan to utilize the waste and broken bricks by setting up pulverizing mills in all large brickyards.—Mechanical News.

FOR SALE.

HARDWARE, Stove and Tin business. Good western town. Best stand in town, brick block, slight opposition, stock about \$4,000, clean and well bought for cash, yearly turnover \$12,000, established over 20 years. Stock can be reduced to suit purchaser. Proprietor going out of business. This is a rare chance. Address

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M. J. Woodward & Co., PRODUCERS OF CRUDE,

Manufacturers of

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Lubricating Oils,
Paraffine Oils
and Wax, &c.

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STOVE DEALERS PROTECTIVE ASSOCIATION.

We hear considerable at the present time about stove dealers forming an association for mutual benefit protection. There is hardly a meeting held concerning the interests of any other branch of trade such as the grocers' association, but what the idea suggests itself concerning the necessity of a like society being formed by all stove dealers. In the face of results of such importance to the stove trade as would result from an organization of this kind is apparent from the past history of associations of other branches of business. The stove trade may be regarded as one of the most important of a city's mercantile business, and we are sure any ordinance being decided upon would result beneficially to the stove merchant.

The material in this city and in other cities and towns in Canada is not lacking. There are plenty of men willing to contribute financially and to devote their time to the promotion of such an undertaking. They must have a leader, who can gather them together, as without a systematic direction, and set purpose, they can accomplish nothing. We sincerely hope a perfect organization among the stove dealers will be accomplished, as it will be the very life of the trade.

HEATING FURNACES.

The Boston Transcript says: Judith, who has just removed for the fourteenth time in seventeen years (by actual count), and who always makes a point of closely superintending her housekeeping, has been telling the listener that a chapter really ought to be written on the peculiarities, freaks, perversities, virtues and vices of heating furnaces. She has had an extensive acquaintance with these articles of domestic economy—if the word economy can with any fitness be used in connection with a heating furnace—and she says there is no sort of doubt that they have a conscious purpose in life, either good or bad, from which nothing can turn them. They always have their eccentricities, and yet Judith formulates one general rule with regard to furnaces. It is this: Furnaces give our heat in inverse proportion to their size—that is, the bigger the furnace the less the heat. Though they possess this one virtue of being hot, however, small furnaces, on the contrary, though it will warm the rooms to the very attic, is as pig-headed as a mule. Just now there is a beautiful hot fire in it. Half an hour later you feel a little chill and hold your hand over the register. There is cold air coming out of it!

You rush downstairs to find that your spiteful little heater has gone black out, for no known reason whatever. At another time, when the weather is very mild and you have got the furnace on a low diet of cinders and are rather hoping that it will go out, it takes it into its head to steam up like a little fury, and heats you literally out of the house. Probably furnaces are not altogether to blame for their erraticism. Patent devices are put upon them until they really can't be responsible for their behavior. And there is a chance for another rule: Furnaces give out heat steadily and reliably in proportion to their simplicity. The more modern improvements they have, the worse they act.

SOMETHING ABOUT OIL-STONES.

Washita oil stone rock is crystallized silica. The crystals are very small and are formed in clusters with the point ends interlaced, leaving numerous cavities. These minute crystals are hexagonal in shape with sharp points and may be seen under a microscope when magnified about 100 times. They are harder than steel. Washita whetstones are called oil stones because oil must be used to fill the cavities and float away the steel particles that are cut off the tools. The peculiar geological formation from which these rocks are taken is not known to exist outside the State of Arkansas, where it occurs in many of the mountains of Saline, Hot Spring, Garland and Montgomery counties. These strata are in a vertical position varying from nearly perpendicular to nearly horizontal, and have been considerably broken by upheaval or folding of the earth's crust. There are many grades in the quality of this rock, from very hard and vitreous flint to the softest whetstone grit. Nearly all of it is very hard and vitreous or contains some impurity. One grade, of a dull white color, full of cracks and having but little grit, called bastard-stone, is plentiful throughout this formation, but is not used for whetstones. Some of the Washita rock quarried is not uniform in its texture, but contains hard spots and soft streaks that make uneven grit in the whetstones. Sound blocks, composed of perfect crystals, uniform in hardness, and having sharp grit, are found in only a few quarters in Garland county, near the city of Hot Springs. The different grades of Washita rock that are used for whetstones weigh from 125 to 165 pounds per cubic foot. The best grades for good oil-stones weigh from 135 to 145 pounds per cubic foot. The hardness and weight and the sharpness of the grit in any Washita oil-stone depend entirely upon the character of its crystallization, and no fine polish or nice finish on the surface, no fancy name, will change the grit. Nature made and arranged these crystals mysteriously. The oil-stone manufacturer only cuts the rocks into whetstone shapes and sizes, nothing more. The softest Washita rock contains many grains of sand among the

crystals. This quality has sharp grit, but slight cohesion, so that the crystals separate readily and the stones wear away too fast. Such whetstones contain many sand holes. The lightest weight rock that has perfect and uniform crystallizations without any grains of sand is the best quality to sharpen all wood-workers' tools, and it makes the most durable oil-stones. The light-weight whetstones generally have the sharpest grit because they are the most porous. In them the crystals are interlaced in such a manner as to leave many cavities, and each cavity presents a great number of the crystal points. The hard and heavy rocks are not sufficiently porous, being too compact. In them many of the crystals interpenetrate each other in a manner that leaves less cavities and fewer crystal points.—Iron Industry Gazette.

WALTER H. COTTINGHAM,

56 St. Peter St. MONTREAL,

CAN SUPPLY AT CLOSEST FIGURES:

Gold Leaf, Silver Leaf,

Aluminum Leaf, Composition
Leaf, Dutch Metal or Schlag
Metal, Bronze Powders and
Gold Paints.

Write for Prices.

E. R. C. CLARKSON

TRUSTEE AND RECEIVER

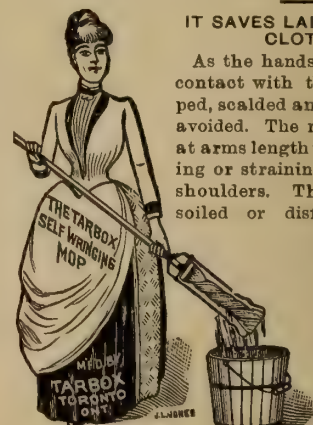
In affiliation with TORONTO,

JNO. B. CLARKSON

Temple Buildings, - - - MONTREAL

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention.

Direct Orders and Orders for Enclosure receive our prompt attention.



IT SAVES LABOR, TIME AND CLOTHING.

As the hands do not come in contact with the water, chapped, scalded and sore hands are avoided. The mop being wrung at arms length there is no stooping or straining of the back or shoulders. The hands are not soiled or disfigured by the wringing of a filthy, greasy cloth. As the clothing is not drenched or disfigured as in ordinary mopping no special preparation is required.

TARBOX BROS.,

"Truth Building," 73 Adelaide Street West, Toronto, and 28 Waterloo St., St. John, N. B.

A BIG BOY NOW !



HE sands of time are sinking," and "Getting a Big Boy Now," have been sung in the best families for years. **HARDWARE** is singing them now. The sands of time have been sinking from round our rapidly expanding body, bringing us week by week more prominently before the world of commerce. That we have become a big boy now and that when we speak both high and low stoop to listen, is proven by the many letters received daily congratulating us on our success and of the value of **HARDWARE**. Another proof is our fat advertising columns, patronized by the best advertisers in the land. We have climbed the steep ascent, slowly but surely, and now stand on the last step of 1890 and shout "Excelsior." Volume three starts out with the New Year, with brighter prospects than ever before. Our old advertisers have discovered the value of our columns and are increasing their space, believing that "in Union is Strength" or that one good advertisement is better than six small ones.

A well-worded, neatly displayed advertisement is a finger post on the thoroughfare of business, ever pointing the wayfarer to your place of business. This wayfarer will judge you and your business by your advertisement. Therefore it should be of a fair size and full of life. If you want to reach the **HARDWARE** and kindred trades why advertise in daily and general papers? Seventy-five per cent. of the circulation is thus wasted. **HARDWARE** is the only journal in Canada that reaches the above class direct. Its subscribers look there and there only for your announcements. Isn't one bushel of grain sown in good soil better than twenty bushels thrown to the winds with hopes that it will find a fertile bed? Again, papers which are printed with coal tar, with type worn down to the second-nick, which can hardly make an outline cut show, which are filled with the worst kind of patent medicine advertisements, the live advertiser is better out of than he would be in at the same price. If you want cheap advertising and big circulation **HARDWARE** is your medium.

A FINGER POST

AN ADVERTISER BURIED

Have you ever compared carefully **HARDWARE** with other papers? You never see **OUR** advertisers buried out of sight. You cannot say the same of other papers. An advertiser's interests are our own interests. If it pays you it will pay us. Therefore our interests are mutual. What have you for us for the coming year? All we ask is a fair trial and we know you will be satisfied. Write us for rates.

MARKETS

MONTREAL MARKETS.

Dec. 24, 1890.

HARDWARE.

Nothing of importance has transpired in any branch of heavy material during the week, business being practically nil, but this is only what one expects during Christmas week. Prices generally rule unchanged and we have no alteration of importance to mention, the general feeling being one of steadiness, with a few unimportant exceptions.

IRON, ETC.

The market keeps quiet, and as it usually is during the holidays, there is very little doing. There is no change in pig iron, which rules quiet, with some odd jobbing sales to note, but nothing important. There is no change to note, nor do the conditions incline very much that way. Advances from Great Britain do not reveal any pronounced change in the regular market, and the speculative branch has shown a certain amount of firmness as compared with previous weakness. Prices here on pig are therefore essentially unchanged, and \$23.50 represents the basis for a round lot of pig ex store, while it would take \$24 to move a smaller quantity. Bar iron is unchanged, with nothing particular to mention; \$2.25 to \$2.30 for domestic and \$2.40 to \$2.50 for imported. Hoops and bands are unchanged and the same applies to sheet material which rules very firm, especially tin plates, which as already stated are hard to move except at holders figures. Stocks are very light in first hands, and as buyers doubted reports of stringency at primary centres, they are now situated with light stocks. We referred last week to some sales of charcoal at \$4.65 and coke at \$4.50 and bids of somewhat less have been refused since then as buyers will not listen to any concession. Ingot tin rules about the same, 23½ to 24c., and other lines furnish no notable feature.

NAILS.

There is no change in nails that we can cite, and business in a wholesale way during the past week has been unimportant, in fact we can cite no transactions of importance. The tone is steady and although some dealers claim they can do business inside of our quotations, jobbers and makers generally, speak of \$2.50 as the basis, and we can see no reason for believing that business is done under it. Horseshoes are firm and unchanged, \$3.60 to 3.70 being the idea.

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	....	2 50	
8 dy to 9 dy, " " "	....	2 75	
6 dy to 7 dy, " " "	....	3 00	
4 dy to 5 dy, Am. pat	....	3 25	
3 dy, hot cut, per keg, Am. pat	....	4 00	
3 dy fine hot cut, " "	....	5 50	
4 dy to 5 dy, cold cut, Can pat.	....	3 00	
3 dy, cold cut, " "	....	3 50	
2 dy, hot cut, nails " "	....	5 70	
			Steel Wire.
10 dy to 60 dy, per keg	.....	\$2 60	\$3 15
9 dy " " " "	.....	2 85	3 45
8 dy " " " "	.....	2 85	3 70
7 dy " " " "	.....	3 10	4 00
6 dy " " " "	.....	3 10	4 30
5 dy " " " "	.....	3 35	4 30
4 dy " " " "	.....	3 35	4 60
3 dy " " " "	.....	4 10	5 50
3 dy fine " " " "	.....	5 60	6 60

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 50
4 dy @ 5 dy, per keg	.....	3 07
6 dy @ 7 dy, " "	.....	3 57
8 dy @ 9 dy, " "	.....	3 25
10 dy @ 30 dy, " "	.....	3 00
Cut spikes, " "	.....	2 55

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	.....	\$4 80
1 " " "	.....	4 20
1 ½ " " "	.....	4 50

Finishing nails 75c. per keg over same size hot cut, viz., from \$6.45 for inch to \$3.50 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.45 for 1-inch to \$3.25 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$6.95 for 1-inch to \$3.75 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand in 100 box lots 50 and 10 per cent. off discount, for large lots; small lots 50 per cent. off; four months' or 5 per cent. off for cash in 30 days. P. D. brand similar terms.

CHEMICALS.

Business in this line has been unimportant during the week and there is little to note

in the way of actual transactions, for business has been restricted to some odd movement in a jobbing way. All kinds of heavy chemicals are firm and unchanged, bleaching powder being quoted steady at \$1.90 to \$2, and caustic \$2.80 to \$3.25, and bicarb soda is held at \$2.25 to \$2.50 and soda ash \$1.50 to \$2. White sugar of lead is steady at 8 to 12c and brown at 7 to 10c, and sulphur roll and ditto flour \$2.25 and \$2.50 respectively. Other lines remain about the same, nor is any change expected, as business is bound to remain quiet until after the holidays.

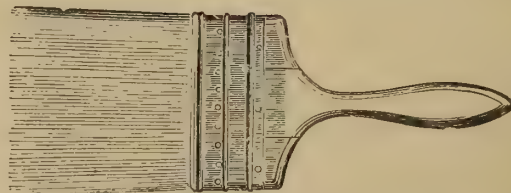
PAINTS AND OILS.

The week has shown no change, and business has been of very moderate dimensions. The tone of the market is steady and no change in prices is to be noted. Leads rule firm. White lead, \$6.25 to \$6.75; No. 1, \$5.25 to \$5.50; No. 2, \$4.50; No. 3, \$4 to \$4.25; dry white, 6 to 6½c.; red, 4½ to 5c. In oils trading has been unimportant and prices keep steady. Newfoundland and Gaspe cod are steady at 40 to 45c., and steam refined seal 52½ to 57½c., according to quantity. Linseed oil is quiet and unaltered; 65c. for raw and 68c. for boiled, but

THE LONDON BRUSH FACTORY,

61 and 65 Dundas Street,
MANUFACTURERS OF

EVERY KIND
OF
BRUSHES
HANDLED BY
HARDWARE
TRADE



FULL STOCK
OF
CARPET
SWEEPERS.

Awarded Gold and Silver Medals, 1887 and 1888, Bronze A.D. 1889.
Send for Illustrated Price List
with Discount Sheet

THOS. BRYAN, London, Ont.

Coppered Steel Spring Wire.

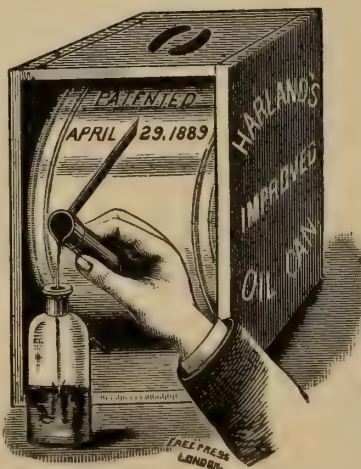
QUALITY GUARANTEED.

Made specially for Spring Makers.

Manufactured by

THE B. GREENING WIRE CO., LTD.,

Hamilton, Canada.



A NEW AND USEFUL IMPROVEMENT, HARLAND'S IMPROVED OIL AND SHIPPING CANS,

Patented In Canada, United States, and Great Britain, FAMILY OIL CANS, made in 4 sizes—2, 3, 4 and 5 gallons. Shipping Cans in 5 gallons only. It is the safest, cleanest and most durable can in the market. It is easily operated, not liable to get out of order. Does away with taps and pumps. No corks required except when shipping, as it is so suspended in case that it will automatically seal itself, against a pad on top of case, preventing the contents evaporating.

The best Family Oil Can in the market, and the most convenient can for retailing Varnishes, Japans, etc. Orders and correspondence solicited.

Address.

HARLAND BROS. MFR'S.
CLINTON, ONT.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,
HAVE IN STOCK
Linseed Oil, Castor Oil, Glue,
and General Painters' Supplies.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

THE
NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
—APPLY TO—

THE MILLS, Campbellford, Ont.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

We are making special drive on cross-cut saws, and solicit enquiries, also have complete assortment of popular makes of skates now on hand.

Our customers are particularly desired to send in specifications early.

TRY OUR M. L. S.  BARREL SIFTER.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,
No. 1 RUMFORD PLACE, - LIVERPOOL

MONTREAL MARKETS.—Continued.

only in round lots, smaller quantities 2c. extra.

GLASS.

This article has shown no change, the movement being small. Prices rule steady to firm on the \$1.50 to \$1.60 basis.

NAVAL STORES.

The market shows no change, and in the absence of any sales of importance we have no change in prices to note. Turpentine has met with little or no enquiry, and we quote as follows:—Turpentine, 60 @ 61c.; rosins, \$2@\$.4.25, as to brand; coal tar, \$.3.70 to \$.3.80; cotton waste, 5½c. for colored, and 7@10c. for white; oakum, 5½@7½c.; and cotton oakum, 10@12c.

CEMENT AND FIRE BRICK.

There is no change in the market, and business has been unimportant since the sales we noted a week ago. We quote English brands \$2.60 to \$2.70, and Belgian \$2.50 to \$2.60. Firebrick are quiet and unchanged at \$24 to \$30 per thousand.

PETROLEUM.

A fair trade is passing in both domestic and American refined, and there has been some further cutting in the price of the latter which is now selling at 12 1-2c. at Petrolia. We quote Canadian 12½c. at Petrolia and 14¾c. in Montreal in car lots, and 15¾c. to 16¾c. for smaller quantities, and American 23c. in car lots and 23½ to 24½c. in smaller quantities. American benzine, 23½ to 25c., and Canadian, 14½ to 15c.

TORONTO MARKETS.

TORONTO, Dec. 26, 1890.

Trade has been exceptionally quiet this week in all departments. There are very few transactions to be reported. However enquiries are more or less numerous for futures. Payments cannot be regarded as satisfactory, but there does not appear to be any disposition on the part of merchants to complain.

Manufacturers appear to be fairly busy, but nevertheless they are anxious for orders for future delivery. It is expected that the total result of their production and profits for 1890 will be equal to that of the year previous, but it certainly will be an exception if they exhibit any gain beyond this. Consumers have adopted a very conservative policy, while manufacturers show a desire to carry smaller stocks. This will doubtless have a good effect generally during the coming year.

Cables report a further decline in copper in London; merchant bars being quoted at £52 7s. 6d. for spot and £53 5s. for futures. Pig tin is cabled at £91 2s. 6d. spot and £91 17s. 6d. future.

IRON AND STEEL.

The week has developed no new feature in the local iron and steel situation. Stocks generally are reported light as previously noted, manufacturers are running chiefly on American iron. Scotch warrants have declined 9d. this week, the latest Glasgow cable quoting 46s. 3d. on spot; Carnbroe is quoted at \$23 to \$24; Middleboro, \$22; Southern, \$22.50; Niagara Forge, \$22.50; Foundry, No. 1, soft, \$23. Bar steady, with domestic quoted at \$2.25 to \$2.30.

COPPER.

There has been a further decline in spot copper and car load lots of ingots have changed hands at 15c. Smaller quantities are held at 15½ to 16c. Foreign markets are weak and stocks at points of production are excessive, hence the decline.

TIN.

Ingot tin quiet and prices are unchanged. Market is without feature.

LEAD.

Private cable advices from London report an advance of 10 to 15c. in pig lead. Here there has been no change, as this market did not follow the recent decline in England, which was generally believed to be temporary.

ANTIMONY.

Cooksons have advanced their prices about £1 per ton, but on spot quotations remain at 19 to 22c.

ZINC AND SPELTER.

Prices here remain as before, though foreign markets are a shade easier.

CANADA PLATES

Judging from the number of small orders that are coming in the trade has not purchased for its full requirements this year, and are now paying the advanced figures. Values are unchanged.

TIN PLATES

The stock is exceptionally low and it seems to be the aim of merchants to keep them so because there does not appear to be unbounded confidence in the home market. Few, if any, orders have gone to England at present figures and the market here has not advanced in full sympathy with figures on the other side. Absolute want, however, may compel purchases at to-day's prices which are somewhat easier than those of last month as a few makers are looking for orders.

GALVANIZED IRON

Business fair. Market is steady at slightly decreased prices.

GLASS.

Firm and unchanged on spot. Foreign makers and agents are now soliciting orders for the coming season, but the discounts appear to be all alike.

OLD MATERIAL.

The market has been generally quiet all week owing to the holiday season and the fact that snow covers all parts of the Province. Values are unchanged. Quotations are as follows: No. 1 heavy scrap, 60 to 65c. per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 25c.; new scrap copper, 10 to 11c.; heavy scrap copper 11½ to 12c.; old copper bottoms, 9 to 9½c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 9½c.; scrap lead 2½ to 3¼c.; scrap zinc, 2½ to 3c.; scrap rubber, 2¾ to 3c.; country mixed rags, 90c. to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PAINTS AND OILS.

Business has been very dull this week in all branches of this trade. Paints are steady and unchanged. Varnishes nominal. Turpentine is firmer; latest Savannah advices quote 35½c., which is equal to 59 to 60c. here, the figures at which the trade here is selling. Linseed oil shows a further decline in sympathy with foreign markets. Spot prices now are 66 to 69c. Castor oil is firm, and dealers are asking a slight advance.

PETROLEUM.

Trade is fairly active, and prices are unchanged. Broken lots on spot are: Refined, per gallon, 16 to 17c.; carbon safety, do, 18c.; water white Canadian, do, 20 to 22c.; water white American, do, 25c.; photogene, do, 27c.

HIDES, ETC.

HIDES—Green No. 1 are 4½c., with 5c. occasionally paid. Cured are 5¼c.

SKINS—Are in good demand and fair supply, at \$1 to \$1.10.

TALLOW—Is 2c. for rough and 5½c. for refined.

WOOL—Fleece is 20c. There have been a few enquiries for pulled, but buyers and sellers are apart, the latter asking 22¾ to 23c. for supers and 27 to 28c. for extras, while buyers will not go within 3 per cent. of these figures.

RAW FURS.

A fairly good demand for raw furs is still active. Prices are unchanged. The following are the quotations:—Beaver per lb., \$.4.50 to \$.5; bear, per skin, \$10 to \$25; cub, per skin, \$.5 to \$12; fisher \$.3.50 to \$.5; fox, red, 81 to \$1.25; fox, cross, \$.2 to \$.5; lynx, \$.1.50 to \$.2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.25; Muskrat, fall, 12c.; winter, 15c.; otter, \$.8 to \$1.3; racoon, 25 to 80c.; skunk, 25 to \$1.25.

NEW YORK MARKETS.

NEW YORK, Dec. 24, 1890.

IRON AND STEEL.

Pending developments in the steel trade, there is little movement of steel making materials and prices for the same continue low. Domestic Bessemer pig iron, for example, is selling at as low as \$16 at furnace, whilst foreign 20 per cent will bring little, if anything, more than \$19 here or 80 per cent ferro manganese above \$62 to \$63. Ordinary mill pig iron is also rather weak at \$14.50 to \$15, and moving slowly. Poor foundry pig iron is also irregular, but first class brands are holding their own remarkably well. The range of \$17 to \$18 for No. 1 and \$16 to \$16.50 for No. 2 is quoted. For old material there is no demand to speak of, and prices stand at about \$24 to \$24.50 for tee rails and \$21 to \$21.50 for No. 1 wrought scrap.

COPPER.

The position of the copper market is gradually getting into more defined shape. In point of fact, the information comes from reliable sources that the Lake Superior companies have fixed their prices for early 1891 delivered at 15c., and that export business would be taken at 1c. less. One company, as a matter of fact, has sold about 500 tons at 14c. for export. As far as can be learned no extensive orders have yet been placed by home consumers. Arizona ingot is now quoted at 13¾ to 14c. to the home trade, and common casting copper at about 13c.

TIN.

Pig tin is a fraction lower here, owing to advices by cable of a further decline in the London market. Speculation has been light at the decline, as have also purchases for consumption. On the Metal exchange, twenty-five tons were sold at 20.20c. for January and 10 tons at 20.30c. for March delivery. At the close 10-ton lots were quoted at 20½c. on spot, whilst December delivery was offered at 20.45c., and January and February at 20.35c.

LEAD.

Pig led has undergone no important change. Bids are perhaps a shade better, say \$4.05 against the limit of 5c. a week ago, but offers at \$4.10 to \$4.15 are still made without leading to business at any considerable volume.

SPELTER.

Spelter is still in very limited demand, but there is no visible increase in the amount of stock offering, and the market holds firm although quiet. Prime Western is quoted at \$5.95 to \$5.06 for shipment next month.

TIN PLATES.

Tin plate has had slow sale, and, while

NEW YORK MARKETS—Continued.

advices from the foreign markets are rather more in holders' favor, there is no improvement in values here. We quote as follows: I. C. Charcoal, 1-2 cross assortment, Melyn grade, \$6.12½ to . . . ; for each additional X add \$1.50. I. C. charcoal, 1-2 cross assortment, Allaway grade, \$5.75 for each additional X add \$1. Charcoal terne—M. F., 14x20, \$7.87½ to . . . ; M. F., 20x28, \$16.00; Worcester, 14x20, \$5.40 to \$5.45; Worcester, 20x28, \$10.60; Dean grade, 14x20, \$5.00 to . . . ; Dean grade, 20x28, \$10.00 to \$10.25; D. R. D. grade, 14x20, \$4.70 to \$4.75; D. R. D. grade, 20x28, \$9.50 to . . . ; I. C. Coke—Penlan grade (iron), \$5.15 to \$5.20; J. B. grade, 14x20, \$5.20 to \$5.25. I. C. Bessemer steel, 14x20, coke finish, \$5.15 to \$5.20; I. C. Bessemer steel, squares, \$5.40 to . . . basis; I. C. Siemens steel, squares, \$5.50 to \$5.55 basis.

THE HORSE NAIL INDUSTRY.

At the late meeting of the St. John's N. B., Board of Trade, a paper was read by Mr. James Pender, a large nail manufacturer of that city, in which he stated the awkward position that all nail manufacturers of Canada occupy. They are not placed in a way to compete with the American manufacturer in the export trade. While 99 per cent. rebate is allowed to the American nail maker, on his importation of Swedish iron, the manufacturer of horse nails in this country is allowed a much smaller rebate. This rebate in either countries is only allowed when the manufactured goods are made for export.

Mr. Pender exports largely from his works at St. John, and has a large trade with the West Indies and Australia.

It is plain all nail manufacturers in Canada are subjected to a disadvantage in regard to the export trade, to such an extent, that would pay the freight to the markets they furnish so far away.

Rivalry, open, fair, good natured and enterprising, is the life of business.

A reputation for truthfulness is indispensable to permanent and satisfying success.

Every line of goods embodies a history and a science worth years of study to understand.

LISTS OF DELINQUENT DEBTORS.

A delinquent debtors' list is coming to be as indispensable to retail traders as the reference books of such commercial agencies as Bradstreet's, and Dun, Wiman & Co., are to the givers of credit on a wholesale scale. In the reports of these commercial agencies the retailers are themselves financially pilloried. For that matter so are many of their customers, but as these are not therein scaled according to their honesty, such books are of only partial service to the retailer. Tens of thousands of consumers are not named in these annual commercial reports, and this fact further circumscribes the usefulness of the reports to dealers who sell to people whose financial standing is insignificant.

What is wanted is a list equal in the scope of its territorial extent and superior in the accomplishment of its purpose, to the lists of the commercial agencies, but which shall be an accurate annual gazette of that portion of the public that has proved itself undeserving of credit. To this list it would be necessary that all trades and all localities should be contributory. Such a manual would be of immense commercial service. It would clear the way for a fair trial of the credit system, for which there is not at present a clear arena, because of the fact that the question of honesty gets confused with that of solvency and perplexes the trader. If there was a good wide basis of authority to which a trader might appeal to determine his giving or withholding of credit, there would finally be a means of calculating the respective weights of the pro and con considerations relative to the credit system.

The means of collecting the information which should form the matter of such a reference list, would, if continued on the present local lines, be very trustworthy. No entry would be based, as in the case of the commercial agency's report, upon an estimate or a surmise, but would be gleaned only from strictly documentary records.

These records would be the book-accounts of the retailers. To get the results of these accounts internal organization would be necessary, and as each trade in a place organized and collected its list, it could exchange lists with the various associations of other local trades, and thus arrive at a complete local list. Such a list, instead of issuing from one man's judgment, would have the sanction of the whole community of traders, and would thus have an additional check upon the chances of error. But association is required to get at such a result, and if there were no other motive to association this one should suffice.

The delinquent list of any body of trade in any place of reasonable size may be a veritable centipede, with its hundred feet touching as many places far apart. This is a big feature of such a list. It makes a bad payer have a local habitation and a name to the trader, wherever the trader may be and whencesoever the bad payer may come. A list in Toronto may befriend a dealer in Kingston, as has actually been done.

MITTENS.

Best and Cheapest in the Market.



Specially designed and adapted for Brakesmen, all classes of Railroad Work, Lumbering, Teamsters and Farm Work; made in Saranac, Buck, and our "Yellow Napa Tan Horse"—the strongest material made.

Dealers will consult their best interests by waiting for our Travellers.

W. H. STOREY & SON,
ACTON, ONT.

MILK CAN TRIMMINGS.



Ironclad Pattern and Broad Hoop Pattern.
Get our prices before buying.

Samples of Broad Hoop Pattern now ready.
Full line of Tinware. Order early.

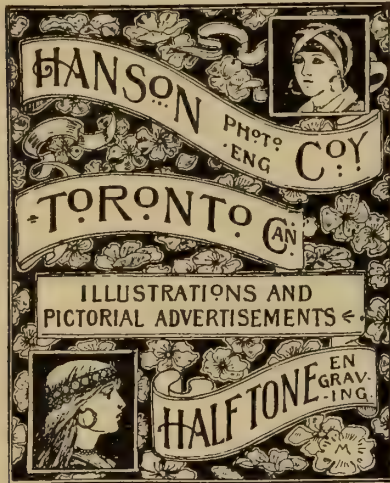
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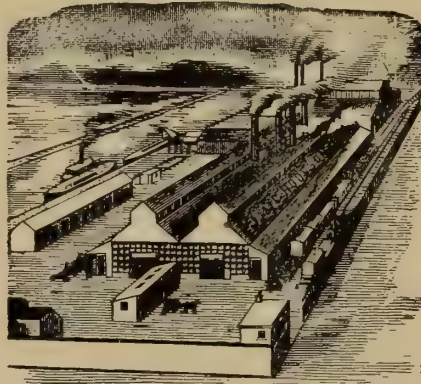
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WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every Length tested before leaving our Mill.

All Sizes from 1-4 in. to 2 in. inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE: **H. D. SIMMONS,**

Our name is stamped on every pipe.

74 York St., Toronto.



Milk Can Trimmings, Ironclad or
Broad Hoop Patterns, Delivery and
Creamery Can Trimmings.

All sizes body stock to suit trimmings.

We are making a new guage for Creamery Cans that every one says "is just what they wanted." Do not buy till you see sample.

We are making all kinds of plain and Japanned tins, Extract and Spice Cabinets for the Tea, Spice and Baking Powder Trade.

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LONDON.

TORONTO.

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Toronto Plate Glass Importing Co.

Highest Award, Toronto, '87



For Mirrors and other Glasses

TELEPHONE 1599.
CABLE ADDRESS, "PLATE."

GLASS IMPORTERS,
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Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

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MANUFACTURERS OF
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Steam and Water-Power Pumps

FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP CONDENSERS

FOR ATTACHING TO

High Pressure Steam Engines,

MARINE AND STATIONERY.

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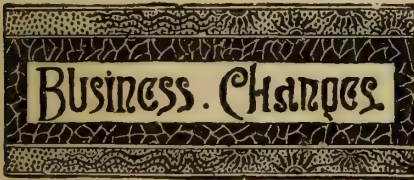
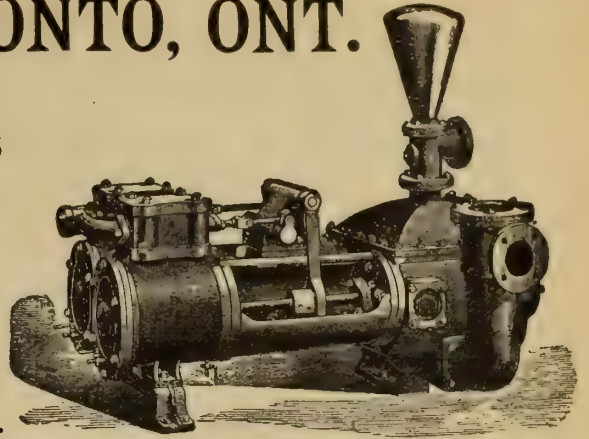
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FUEL AND POWER

GUARANTEED.

Prices and particulars on application.

OFFICE AND WORKS: Corner Front and Parliament Sts.



ONTARIO.

Alton—McClennan, A. J., general store, assigned to Alex. Hughson.

Amora—Hunt, John & Co., dry goods and groceries, succeeded by G. F. Armstrong.

Brussels—Smith, A. R., general store, compromised.

Gananoque—Goulet Bros., general store, assigned to H. W. Britton, Gananoque.

Little Current—Billington, Benjamin, hardware and tinware, assigned to Stuart Jenkins, Little Current.

MANITOBA AND NORTH-WEST TERRITORIES.

Banff—Fulmer, Leonard C., general store, offering to compromise.

Brandon—Knapp & Baker, painters, advertisement of dissolution of partnership 31st inst.

Lethbridge—Bentley, H. & Co., general store, advertisement of dissolution of partnership 31st inst.

Morden—Pound Bros., carriage makers, offering to compromise.

Oak Lake—Hollinquest, B., general store, admitted W. J. Cavanagh. Style, Cavanagh & Hollinquest.

QUEBEC.

Cote St. Paul—Dunn, Jos., nail cutter, stock, etc., advertised for sale by tender.

Kamouraska—Blais, J. P., general store, deceased.

Montreal—Guerin & Desmarais, hardware, dissolved.

St. Cesaire—Arcand, Eugene, general store, stock, etc., advertised to be sold by auction on 22nd inst.

St. Hyacinthe—LaJoie, Edmond, tin-smith, assigned.

St. Louis De Bonsecour—Plamondon, J. B., general store, assigned.

Sorel—Bellerose, E. R., general store, assigned, stock, etc., advertised to be sold by auction on 19th inst.

NOVA SCOTIA.

St. Peters—Campbell, John, general store, assigned.

Westport—Coggins, L., general store, etc., selling off at auction.

NEW BRUNSWICK.

St. John—Carville, Geo. & Sons, iron, Wm. B. Carville deceased; Campbell, Wm., (estate of) spring and axle manufacturer, factory, etc., advertised for sale.

PRINCE EDWARD ISLAND.

Mount Stewart—McCarthy, Jas., general store, assigned.

NEWFOUNDLAND.

Carbonear—Joyce Bros., general store and supplies, assigned.

BRITISH COLUMBIA.

Kamloops—Brown, J. L., general store and photographer, assigned.

Vernon—Martin Bros., general store, late of Chilliwack, opened here.

A customer secured is a promise of greater salary in time.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

ENOCH MORGAN'S SONS'



EMIL POLIWIKA & CO.,
36 Front St. E., TORONTO, O.
Dominion Agents. Correspondence Solicited

You can lose more than we do by not subscribing for this paper.

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LOOK FOR IT,
WAIT FOR IT,
IT WILL PAY YOU.

The "Eclectic Security" Tubular Lantern.

Combining as it does all the latest improvements without any of the discovered defects of Lanterns hitherto on the market. The following are a few of its most important points, viz:—

Burner connected with oil Cup by a screw.

Inch wick. Hinged Cap to Burner. Seamless bottom to oil cup, which contains an imperial pint.

Convenient and cool method for removing Globe to clean and light.

INSPECTION AND COMPARISON INVITED.

Manufactured solely by
THE ALLIANCE MANUFACTURING CO'Y
OF TORONTO, (Limited.)

Office and Works 14 Bay Street.

LANTERN

H. D. SIMMONS,

Manufacturers Agent, 74 York St., Toronto.

REPRESENTING

Peck, Benny & Co., Montreal;
J. & C. Hodgson, "
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Gilmour & Co., "
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Shepard Hardware Co., Buffalo, N.Y.;
The John C. Jewett Man'g Co., Buffalo, N.Y.;
American Bit-Brace Co., Buffalo, N.Y.;
The Kilbourne & Jacobs Man'g Co., Columbus, O.
Aspinall's Enamel Works, London, Eng., etc., etc.
Orders and all Correspondence promptly attended to.

Portland Cements,
Fire Clay Goods,
Best Foreign Brands.

McRAE & Co.,

98 ESPLANADE ST. EAST. TORONTO.

Electric Supplies for Electric Lighting, Electric Bells, Wire Annunciators. Contractors for Electric Work.

HENRY S. THORNBERRY & CO., 39 King St. W. Toronto.

Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, U.S.A.

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	0 05½
" No. 2	0 04½
" No. 3	0 04½

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.	
Rim Fire Cartridges, Dom. 50 and 10.	
Rim Fire Military, net list. Amer.	
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.	
Central Fire Cartridges, Dom. 30 & 10	
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.	

Wads.

Eley's, per 1,000.	\$0 25 \$1 60
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Anvils.

Per lb.	0 10 0 12½
Anvil and Vice combined each.	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz.	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each.	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	5 85 1 59
Pegging, " "	0 65 1 25
Brad, " "	0 85 1 60
" handled " "	3 60 7 30
Saddlers', " "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, " "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz.	2 80 8 30
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Axes.

Per box	6 00 12 00
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Axle Grease.

Per gross	8 00 15 00
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Bath Tubs.

Zinc discount 25 per cent.	
Copper, discount, 25 p.c. off Revised list.	

Bells—Hand.

Brass, 60 to 66½.	
" 50 and 10 to 60 p.c.	

Door.

Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50

Cow.

American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 p.c.	

Farm.

American, each	2 00 5 00
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House.

American, per lb.	0 35 0 40
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Bellows.

Hand, per doz	3 35 4 75
Moulders' " "	7 50 10 00
Blacksmiths' discount 35, 40 per cent.	

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 percent.	

Bench Stops.

Per doz	5 00 6 00
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Bits—Auger.

Gilmour's dis 55 to 60 per cent.	
Excelsior—Jennings, discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jenning's Gen, net list to 5 p. cent dis.	

Car.

Gilmour's, 47½ to 50 per cent.	
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Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell " "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb.	0 11 0 15
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Bolts.

Carriage, dis, 60 and 5 per cent. to 65 per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis., 45 to 50 p.c.	
Elevator, dis., 35 to 40 p. c.	
Machine, dis., 60 to 60 and 5 p. c.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
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Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 35 to 40 per cent.	
Reversible, dis., 65 to 70 per cent.	
Vegetable, per doz	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	500 4 23
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Batts—Brass.

Wrought Brass dis. 60, 60 and 10 per cent.	
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Cast Iron.

Loose Pin, dis. 60 to 60 and 5 per cent.	
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Wrought Steel.

Fast Joint, dis. 60, 60 & 5 p.c.	
Loose Pins, " 60, 60 & 5 p.c.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.

Horse, per doz	0 70 0 95
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Carpet Stretchers.

American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz	22 50
World	21 75
Daisy	24 00
Star	18 00
Crown Jewel, per doz	29 00
Grand Rapids	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50 p.c.	
Plate " "	dis. 50 p.c.

Cattle Leaders.

No 31 and 32, per gross	8 50 11 25
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Cement.

Portland, car load lots	2 70
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.

Carpenters' Colored, per gross	0 50 0 85
White, lump, per lb.	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.	
Canadian, dis 35 per cent.	
Tanged Firmer per doz.	0 85 4 00

Churns.

Boss or Daisy, dis. 50 and 10 to 60 p. c.	
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Clamps.

Judd's, dis. 20 p.c.	
Stearns, per doz	3 00 10 00

Clips.

Axle, dis. 65 p. c.	
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Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0.	1 35
" No. 2.	2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c.	
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Cradles, Grain.

Canadian, discount 25 p.c.	
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Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 00
English, " "	2 00 4 00

Draw Knives.

American, dis. 70.	
Canadian, dis 25 to 35 p.c.	

Drills and Drill Stock—Brest.

Millar Falls, per doz	16 00 51 50
P. S. & W., dis. 40 per cent.	

Twist.

Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.

Dis. 20 to 33½ p. c.	
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Fawcets.

Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star	2 80 3 90
Fenns Corkstops, No 2 p. doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10	
Barton Smith, dis. 50 & 10 per cent.	
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.	
Canadian, dis., Amer. list 60 per cent.	
Jowitt's, dis. Can. list, 25 p.c.	
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c.	
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33½ p.c.	

Fluting Machines.

Each	0 60 2 00
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Forks.

Hay, Manure, etc, dis. 40 p.c.	
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Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis, 50, 50 & 10 p. c.	

Fruit Presses.

Henis' per doz	4 00
Enterprise, discount 10 p.c.	

Fry Pans.

Acme, discount 55 to 60 per cent.	
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Gauges—Marking, Mortise, etc.	
Stanley's, dis. 50, 55 p. c.	

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 40
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Glass.

4th quality Star, 1st break	1 50
" 2nd "	1 60
" 3rd "	3 50
" 4th "	3 90
" 5th "	4 25

Window Glass.

Pilkington's ordinary	
1st break	33 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	6 50

Picture Glass.

Pilkington's ordinary	
1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Glue Pots.

Tinned, each	0 30 0 90
Enamelled " "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
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Hammers—Nail.

Maydole's net list.	
Can. discount 25 to 27½ p.c.	

Tack.

Magnetic, per doz	1 10 1 50
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Sledge.

Canadian, per lb.	0 12½ 0 15
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Ball Pen.

English and Can., per lb.	0 25 0 37½
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Handles.

Axe per doz	1 00 3 50
Store door " "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer " "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 30 p.c.	
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Hoe.

C. & B., discount 30 p.c.	
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Saw.

American, per doz	1 00 1 25
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Plane.

American, per gross	3 15 3 75
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Hammer and Hatchet.

American, per doz	0 50 0 80
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Cross Cut Saw.

Canadian, per pair	0 18 0 25
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Hangers.

Door 4 and 5 inch, per pair	0 40 0 80
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Hatchets.

Can., dis. 37½, 40 p.c.	
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Hinges.

Blind, Parker's, dis. 60, 60 and 5 per cent.	
Light T and strap, dis 60, 62½ percent	
Heavy, per lb.	0 5 0 05½
Screw and Strap, per lb.	0 03½ 0 04½

Per doz. sets.

Screw, Eureka	1 13 1 80
Gate, Clark's	1 50 2 20
" Shepherd's	1 00 1 50

Per doz. pairs

Spring	1 50 3 50
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Hoes.

Garden, Mortar, etc., discount 40 per cent.	
Planter's per doz	4 00 5 00

Hooks—Cast Iron			Pencils.			Saw Sets.			Thermometers.		
Bird Cage, per doz	0 50	1 10	Dixon's, per gross	1 00	4 25	Per doz	1 65	9 00	Tin case & dairy, dis. 75p.c.		
Clothes Line, "	0 27	0 63	" Carpenter	2 25	3 60	Scales.			Thimbles.		
Harness, "	0 72	0 88	Picks.			Canadian List, dis. 40 p.c.			Asbestos, filled, per doz., dis 25 off.		
Hat and Coat, per gross	1 00	3 00	Picture Nails.			Scale Beams.			Ties.		
Chandelier, per doz	0 50	1 13	per doz	6 00	9 00	Canadian, B. S. & M. dis. 40 per cent.			Cow, per doz		
Wrought Iron.			Planes.			Scrapers.			Tinner's Shears and Snips		
Wrought Hooks and Staples, Can, dis. 17, 20 p.c.			Porcelain Head, p. gross	1 65	3 00	Box, per doz	2 10	4 50	P.S. & W., 10 p.c. advance on American list.		
Wrought Hooks and Staples, Amer dis. 75 to 75 and 10 per cent.			Brass Head, "	40	1 00	Foot, "	40	3 50	Tinware.		
Wire.			Plane Irons.			Screens.			Stamped, dis. Assn list, 70, and 12½ per cent.		
Hat and Coat, dis. 35, 40 p.c.			Wood, bench, Canadian, or American dis. 50.			Window, patent, per doz	6 00	7 50	Japanned, dis. Prices on application		
Belt, per 1,000	0 60	2 70	Wood, fancy Canadian, or American dis. 35, 37½ per cent.			Screw Drivers.			Pieced, dis. " " "		
Screw, bright, Eng., dis. 40, 5, 45 per cent.			Bailey's (Stan R. & L. Co.) 33½ to 35 per cent.			Sargent's, per doz	65	4 00	Transom Lifters		
Horse Nails.			Miscellaneous, dis. 10 to 12½ per cent.			Screws.			Payson's, dis. 25 per cent.		
Canadian, dis. 50 to 60 per cent.			Bailey's Victor, dis. 10 to 12½ per cent.			Wood, flat head iron, dis. 42½ per cent.			Traps.		
Horse Shoes.			Plane Irons.			Wood, flat and round head, brass, dis. 25 p. c.			Game, Newhouse, dis. 17½, 20 per cent		
Per keg	3 60		English, per doz	2 00	5 00	Bench, wood, per doz	3 25	4 00	Game, H. & N., or P.S. & W., discount 57½ to 62½ p.c.		
Ice Picks.			Pliers and Nippers.			Bench iron per doz	4 25	5 75	Mouse, per doz		
Star, per doz	3 00	3 25	Button's Genuine, per doz. prs. dis 37½, 40 p. c.			Scythes.			Rat		
Kettles.			Button's Imitation, per doz	7 40	10 25	Discount 40 per cent.			Trowels.		
Brass spun per lb	0 28	0 30	German, per doz	60	2 60	Scythe Snaths.			Disston's, discount 10 p.c.		
Copper, "	0 40	0 45	Plumbs and Levels			Canadian, dis. 33½ to 35 p. c.			German, per doz		
Enamelled Can. 50 p.c.			Poppers.			Shears.			Brade's		
American, 50 and 10, 60.			S. R. & L. Co., dis. 65 p. c.			B. & W., japanned, dis. 75 per cent.			S. & D., discount 35 p.c.		
Keys.			Pruning Shears.			B. & W. N. P., dis. 65 p. c.			Triers.		
Lock, Can, dis. 50 p.c.			Corn, square, per doz	1 35	2 00	Seymour's dis. 60 p. cent.			Butter, per doz		
Cabinet, Trunk, and Padlock, Am. per gross	1 60	4 75	Per doz	4 00	5 50	Etna, dis. 75 @ to 75 and 10 per cent.			Twines.		
Knobs.			Pulleys.			Heinrich 60 per cent.			Bag, per lb		
Door, japanned, and N.P., Can. list dis. 50 p.c.			Hothouse, per doz	55	1 00	Sheaves.			Wrapp'g, mott'd, pr. pack		
Bronze, Berlin, per doz	2 75	3 25	Axle	22	33	Sliding Door, per set	77	1 40	cotton, per lb		
Bronze, Gem, "	6 00	9 00	Screw	27	1 00	Shot.			Mattress, per lb		
Lava, "	8 75	10 00	Awning	35	2 50	Canadian, dis. 7½ per c.			Staging		
Shutter, porcelain, F. & L screw, per gross	\$1 30	4 00	Pumps.			Shovels and Spades.			Broom		
Ladles.			Rumsey or Canadian Cistern & Pitcher Spout, 60 and 60 and 10 p.c.			Canadian, dis. 37½ to 40 per cent.			Binding, flax, per lb		
Melting, per doz	1 70	4 50	Punches.			Sieves.			jute		
Lemon Squeezers.			Saddler's, per doz	1 00	1 85	Wood Rim, black, p. doz	1 15	1 35	Vises.		
Porcelain lined, per doz	2 20	5 60	Conductors' "	9 00	15 00	" tinned, "	1 35	1 60	Hand, per doz		
Galvanized, "	1 87	3 85	Tinner's solid, per set	72		Tin Rim, "	2 30	2 45	Bench, parallel, each		
King, wood, "	2 75	2 90	hollow, per inch	1 00		" black, "	1 80	2 25	Coach, each		
" glass, "	4 00	4 50	Putty.			Snaps.			Peter Wright's, per lb		
All glass, "	1 20	1 30	Bladder, per 100 lbs	2 00	2 25	Harness, German, p. gro.	2 00	5 50	Pipe, each		
Lines.			Tins, lbs	2 50	2 75	Acme, "	3 00	5 00	Saw, per doz		
Fish, per gross	1 05	2 50	Rail.			Lock, Andrew's	4 50	11 50	Washer Cutters.		
Chalk, "	1 90	7 40	Barn Door, per foot	3	3½	Soap			Per doz		
Locks—Door.			Sliding Door, "	3½	3½	Sapolia ½ gross boxes	3 25		Well Wheels.		
Canadian, dis. per cent	50		Rakes.			½ and ¾ gross boxes per gross net cash	12 00		Amer., per doz. 8, 10 & 12 in.		
Russell & Erwin, per doz	2 90	7 50	Cast Steel and Malleable, Canadian list dis. 40 per cent.			Soldering Irons.			Wire.		
Cabinet.			Razors.			Per lb	0 30	0 32	Market, bright and annealed, Nos. 1 to 16, 5 per cent. advance on list from stock. From factory net list.		
Eagle, dis. per cent, 30 per cent.			Boker's, per doz	7 50	11 00	Wrought Spikes.			Market, oiled, coppered, 5 p.c. advance. From factory net list.		
Padlock.			Wade & Butcher's	3 60	10 00	Spoke Shaves.			Market, tinned per lb		
English and Am. per doz	50	6 00	Razor Stropps			Wood, English	1 80	5 00	Galvanized Fence, 5 per cent. advance on list. From factory net list		
Scandinavian, "	1 00	2 40	Currier's, per doz	1 25	3 60	Iron, American	1 35	2 35	22 gauge, per lb		
Eagle, dis. per cent, 15 to 17½ per cent			Rivets and Burrs.			Spoons and Forks.			Malin's Wire on spools, dis. 30 to 35 per cent		
Mallets.			Copper Rivets, dis. 40.			Tea Spoons, per gross	7 50	12 00	Clothes Line, galv., p. 100ft		
Tinsmiths', per doz	1 25	1 50	Iron " 40 to 45 per cent.			Dessert " "	21 00		Barbed Wire.		
Carpt'rs' hickory	1 25	3 75	Burrs, Iron, 30, 33½ per c.			Table " "	30 00	30 00	Galv. steel barb fencing		
Lignum Vitæ	3 85	5 00	Rivet Sets.			Dessert Forks	24 00		" Lock Barb, " 4 point		
Caulking, each	1 60	2 00	Canadian, dis. 30, 35 per c			Medium " "	27 00		Ditto Glidden 2 point		
Mattocks.			Rope.			Table " "	36 00		Galv. Steel, plain twist		
Canadian, per doz	8 50	10 00	Sisal, per lb	12	12½	Squares.			Galvanized Barb, "Lyman," 2 to 4 points.		
Meat Cutter.			Manilla, "	15	16	Iron, per doz	1 65	2 90	Terms, 60 days or 2 per cent off for cash—10 days.		
Enterprise, dis. per cent	20	25	New Zealand, "	11½	12	Steel, dis. 75 p.c.			Wire Cloth.		
Dixon's, each	1 60	2 00	Cotton, "	22	25	Try and bevel, dis. 50 to 52½ per cent			Ordinary, discount 25 p.c.		
Woodruff's	1 10	1 70	Russia Deep Sea, per lb	15	16	Staples.			Painted Screen, p. 100 sq ft		
Hale's, "	1 05	1 50	Jute	09½	10	Fence, galvanized, per lb	5	5½	Wrenches.		
Hume, "	13 00	16 00	Rules.			Wrought Iron, dis. 75, 75 and 10 per cent.			Agricultural, dis. 70.		
Mincing Knives.			Boxwood, dis. 75 & 10 & 5 80 per cent.			Stocks and Dies, Amer. dis. 25 per cent.			Standard, dis. 60, 60 & 10 p.c.		
American, per doz	42	2 35	Ivory, dis. 40, 40 & 5 per cent.			Stone.			Coe's Gen'l, dis. 40, 45 p. c.		
Molasses Gates.			Sad Irons.			Washita, per lb	0 15	50	Diamond, dis. 33½, 35 p. c.		
Stebbin's Patent, dis. per cent, 65 to 70 per cent			Mrs. Potts, per set	0 95		Hindustan, per lb	0 06		Tower's Engineer, each		
Nails.			N. P.	1 25		Slips, per lb			S. per doz		
Cut, 3 in. and upwards, per keg	2 65		Sand and Emery Paper.			Labrador, per lb	0 13		G. & K's Pipe		
Brads & Moulding Nails, discount 60 to 60 and 5.			B. & A. sand, dis. 25, 30 p.c.			Axe, "	0 15		Burrell's " each		
Wire Nails, 65 to 65 and 5.			Emery, per quire	55	90	Turkey, "	0 50		Pocket, per doz		
Nail Pullers.			Sash Cord.			Arkansas, "	1 50		Skates.		
German & American	1 85	3 50	Per lb	22	50	Water-of-Ayr	0 10		Skeleton, dis. 10 p.c.		
Nail Sets.			Sash Locks.			Scythe, per gross	3 50	5 00	Whelpley's Pat. Club, Ladies', Brass Tops, 7½ to 9½ in.		
Square, round and octagon	3 38	4 00	Triumph and Morris, dis 37½, 40 per cent.			Grind, per ton	15 00	18 00	Whelpley's Pat. Club, Gentlemen's, Brass tops, 9½ to 12 in.		
Diamond	12 00	15 00	Kempshell's dis. 40, 62½ per cent.			Tacks, Brads, etc.			"Star" Mfg. Co's wrought steel top, dis. 30 p.c. 8 to 12 in		
Oil.			Canadian, dis. 45, 50 p. c.			Cut, Carpet, gimp, blue, dis. 35 p.c. tinned, dis. 45 p.c.			Halifax Pattern, dis. 10 p.c.		
Canada Refined Oil (Toronto)	0 17		Sash Weights.			Swedes' iron, blue or tinned, dis. 42½ p.c.			No. 0, Whelpley's, 8 to 12 in.		
Carbon Safety	0 18	0 18½	Sectional, per lb	2½	3 00	Upholsterers' dis. 42½ p.c.			Forbes' New Patent.		
Canada W.W.	0 20		Sausage Stuffers.			Copper Tacks and Nails, dis. 35 p.c.			Half-Patent, "Achieved" action with finest tempered blades		
American W.W.	0 25		Each	1 00	3 00	Trunk and Clout Nails, " 40 p.c.			Full-Patent, "Achieved" action, with new patent blades		
S. R. Seal	0 63	0 65	Saws.			atent Brads, dis. 40 p.c.					
Oilers.			Hand, Disston's, dis. 10 p.c.			Finishing Nails, dis. 35 p.c.					
McClary's Galvan. Iron			S. & D., dis. 35 to 40 per cent.			Cigar Box Nails, dis. 35 p.c.					
Oil Can, with Pump, per doz	19 50		Cross-Cut, Disston's, per ft. 35 to 55.			Shoe Finders' Tacks & Nails, dis. 25 p.c.					
Zinc and Tin, dis. 50, 50 and 10.			S. & D. dis. 25 to 35 per cent.			Tape Lines.					



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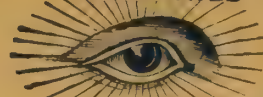
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